

**PAGES  
MISSING**

# CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada  
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 6, 1918

No. 49



## Christmas Greetings

WE wish all our friends in the Trade an abundance of Christmas Happiness and an overflowing measure of Prosperity in the New Year.

### Macdonald-Chapman

Limited

Wholesale Grocers

Winnipeg

Connections: Fort William, Moose Jaw, Saskatoon, Swift Current, Battleford,  
Edmonton, Calgary, Fernie, Nelson, Vancouver.





## TELL ALL YOUR CLERKS THIS TALKING POINT

**I**N these days of epidemics, you cannot too strongly emphasize the sanitary qualities of O-Cedar Products.

Dust is a germ-breeder. It is dangerous, when it is so light as to float in the atmosphere. When the dust is heavy, the germs are killed, and it is harmless.

Because it acts as a disinfectant and prevents the spread of disease, every household should use

# O-Cedar Mop

Polish

The O-Cedar Mop gathers the dust and does not scatter it. O-Cedar Polish has positive disinfectant properties. So, every family where O-Cedar is used has added protection against disease. Every household that does not use O-Cedar is taking unnecessary chances. Because O-Cedar Mops and Polish are sanitary, they are being used by large hospitals all over the North American Continent. When it is so easy for each one of your customers to take the same precautions as the most famous hospitals, why should you not sell each one of them O-Cedar Products?

Order from your Jobber.

**CHANNELL CHEMICAL COMPANY, LIMITED**  
369 SORAUREN AVE., TORONTO

## PEANUTS

Write for  
**BEST CHINESE SHELLED  
OF ALL GRADES**

**JAPANESE "CHERRY"  
BRAND UNSHELLED**

## WALNUTS

## BEANS

## RICE

*DIRECT IMPORTERS  
FROM  
THE ORIENT*

# FUJITA & CO., LTD.

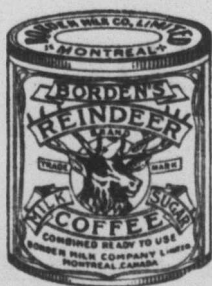
VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

So deliciously invigorating, so convenient,  
so easy to prepare, so useful in many ways

# Borden's MILK PRODUCTS



*Borden's*



will bring you unlimited opportunities for good and lasting sales during the present season. Casual purchasers invariably become regular customers where Borden Milk products are concerned.

The good profit on every Borden sale makes selling these products very advantageous. Is your stock complete?



*Borden's*



## Borden Milk Company Limited

"LEADERS OF QUALITY"

**MONTREAL**

Branch Office: No. 2 Arcade Building, Vancouver, B.C.

License No. 14-213

# COFFEE



We have a good stock of all grades and can quote low prices, notwithstanding the recent advance.

# TEA



The prices we are quoting this month will look low within a few weeks. Contract now for your requirements for the next six months. **You will be pleased with your foresight.**



Part of our business is to show our goods. It is a pleasure to send samples if you will let us know the grades you handle.

## KEARNEY BROS., LIMITED

33 St. Peter Street, Montreal

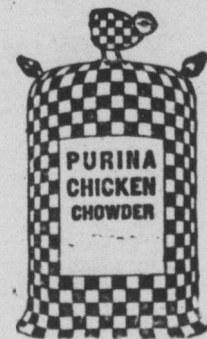
250 Cases Fancy Seeded Raisins, 16 oz., @ .....	16 1/2c
200 Cases Seedless Raisins, 16 oz. @ .....	17 1/2c
250 New Fancy Evaporated Apples, 50-lb. boxes, @ .....	15 1/2c
100 Cases 70/80 Prunes, 50 lb.	16 1/2c
75 " 80/90 " " "	15 1/2c
125 " 90/100 " " "	14 1/2c
250 " 100/120 " " "	11 1/2c
500 Cases Tomatoes, Prospector Brand .....	\$1.75 doz.
200 Cases Gold Soap .....	\$7.00

All goods sold f.o.b.  
License No. 6-933.

### S. G. Bendon Utility Co.

87 Notre Dame St. W.  
MONTREAL

## Grocers Purina Feeds



PAY BIG  
PROFITS

It pays best to sell what pays the customer best. When a customer asks for "Chicken Feed" or something to "Make Hens Lay," you grocers are doing yourselves a good turn by recommending

### PURINA Scratch Feed and Chicken Chowder

Because—Purina Feeds give results and bring more trade. Don't fool away your opportunities trying to buy ordinary Feeds a few cents a hundred cheaper than Purina. Purina is "guaranteed to make Hens Lay More Eggs" and it will pay you best to sell the BEST. Link up with the Purina advertising and keep a good stock of Purina Scratch Feed and Purina Chicken Chowder. Your trade will be asking for it.

Canada Food Board Cereal Mill License No. 4-198

THE CHISHOLM MILLING CO., LTD.  
8 Jarvis St., TORONTO

# CLARK'S SPAGHETTI

With  
Tomato  
Sauce and  
Cheese



*MADE  
IN  
CANADA*

---

CLARK'S PREPARED FOODS ARE UNEQUALLED FOR

**QUALITY**

*THIS IS ONE OF THEIR BEST*

---

**W. CLARK, LIMITED, MONTREAL**

*Canada Food Board License No. 14-216*

# AYLMER CATSUP

1918 PACK—NOW READY

*A Pure Tomato Catsup*

Glass Bottles—Three sizes, 8 oz., 12 oz., 17 oz. All 2 doz. to case. Glass and stone jugs, 1 gal., 4 to crate.

Order your requirements now to insure prompt shipment before the cold weather sets in. If you cannot procure AYLMEER CATSUP through your Jobber

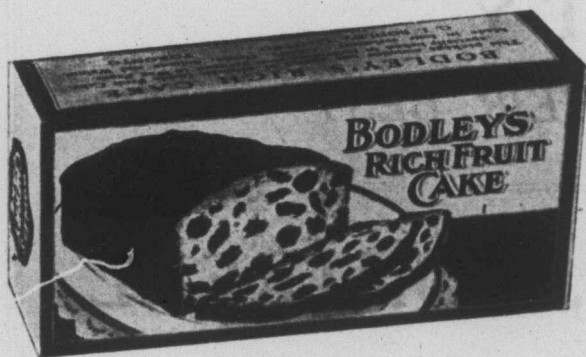
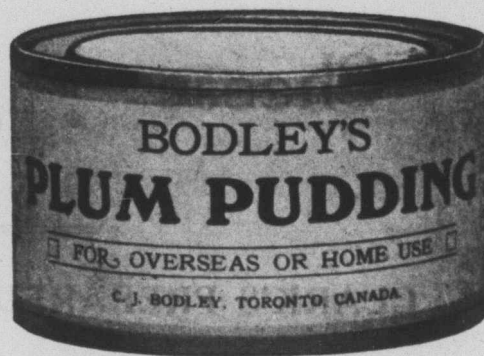
*Write, Phone or Wire*

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA

*Canada Food Board License No. 14-12.*

You can sell lots of these two during the Christmas shopping weeks



A showing of **Bodley's Rich Fruit Cake** and **Bodley's Plum Pudding** will get you many money-making sales, and every sale means a satisfied customer.

Wire at our expense for quotations immediately.

**C. J. BODLEY, LIMITED, TORONTO**

Food Control License No. 5-309

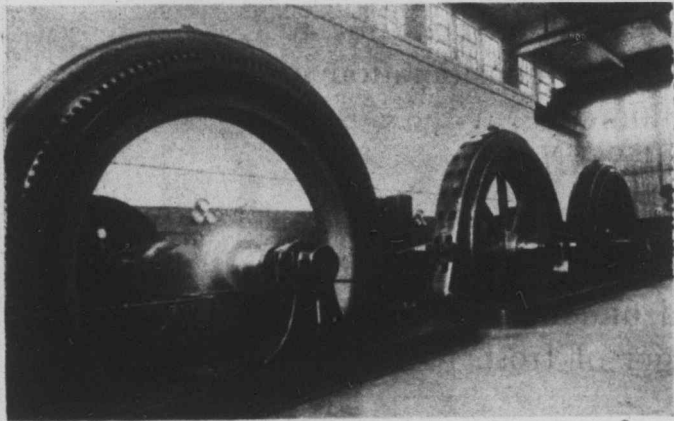
*If any advertisement interests you, tear it out now and place with letters to be answered.*



Story for Week Dated Dec. 6, 1918.

Being No. 11 in the Series

## Eighteen Thousand Horse-Power Behind The Eddy Company Machinery



WHEN Ezra Butler Eddy began business at Hull in 1854 the Chaudiere Falls were fuming and thundering over their rocks unharnessed as they had been for generations. E. B. Eddy began to harness them. Gradually the immense power running to waste in old days over those falls has been conserved for industrial use. The great electric generators illustrated above are to-day developing 18,000 horse power, and run the whole giant array of the Eddy Company's manufacturing machines. The plant is declared by experts to be the most complete, and best laid out of its kind on the American continent. Its foundations are laid on steel piles based on the solid rock below the falls, and 35,000 bags of cement were used in the concrete work of the power house. The whole power house is absolutely fire-proof, and from its switchboards are controlled the great grinding machines of the pulp mills, the paper-making machinery, the match-making machinery, the machinery for manufacturing the indurated ware, the machines at the sulphide plant, the series of fast-running saws that cut the logs, the complete array of conveyors that carry them, the box-making and bag-making machines, the construction and repair shop machinery, the lighting plant and fire apparatus. The Chaudiere Falls have got pretty busy since E. B. Eddy took hold at Hull.



## Some Eddy Matches You Know

Eddy's Silent 5 Match  
 Eddy's "Owl" Match  
 Eddy's Golden Tip Match  
 Eddy's Buffalo Match  
 Eddy's Home Match  
 Eddy's Domestic Match  
 Eddy's Red Bird Match  
 Eddy's Sesqui Match  
 Eddy's Safety Match  
 Eddy's Comet Safety Match  
 Eddy's Little Comet Match  
 Eddy's Safe-Light Match  
 Eddy's Telegraph Match  
 Eddy's Safeguard Match  
 The Eddystone Safety Match  
 Eddy's Capital Safety Match  
 Eddy's Gas Lighter Match  
 Eddy's Silent 200 Match  
 Eddy's Eagle Parlor Match  
 Eddy's Royal George Match  
 Eddy's Tiger Match  
 Eddy's Silent Pony Match  
 Eddy's Everready Match  
 Eddy's Flaming Wax Vestas  
 Eddy's No. 1 Wax Vestas  
 Eddy's No. 2 Wax Vestas  
 Eddy's No. 5 Wax Vestas  
 Eddy's No. 9 Wax Vestas  
 Eddy's No. 13 Silent Wax Vestas



# Xmas Orders

SERVICE and QUALITY are what count in supplying your trade with Xmas goods. On account of our excellent warehouse location, our experienced and efficient staff, many of whom have been with us for years, we are able to give to our customers the quick service and careful packing that insures satisfaction.

We have always demanded, and will continue to demand, that *Quality*, be the first consideration in our business. The small difference in the cost is amply repaid in *Quality* and *Satisfaction*.

We will have our usual *Heated Refrigerator Car Service* on all main routes. *Everything* is loaded under cover and on our own siding, by our own staff. No danger of frost, rough handling or delay.

Let us assist you in making your Xmas trade the *best yet*. Order through our travellers or direct.

*The firm for Service—Established 1861—*  
The House of Quality

## HUGH WALKER & SON

Wholesale Fruit

GUELPH

ONTARIO

*Watch for Our Christmas Price List.  
It is coming soon.*

License Nos. 3-090, 3-204

# The Orange Shortage Ends and prices are lower

**A**FTER an eighteen months' shortage of California oranges, normal shipments have been resumed.

### Why Orange Prices Have Been High

A disastrous heat wave in June, 1917, caused the shortage of oranges and lemons in 1917 and 1918, with consequent high prices. The intense heat of 1917 shriveled about two-thirds of the young fruit. The extent of this damage is seen in the figures below, which are taken from the official annual report of the California Fruit Growers Exchange.

In a normal year California ships 45,000 cars of oranges. Last year only 17,119 carloads were shipped. In other words, there was a shortage of 27,881 carloads, or 12,881,022 boxes of fruit.

Seasons	Carloads		Totals
	Navels	Valencias	
1916-17....	30,284	16,307	46,591
1917-18....	6,350	10,769	17,119

### Free Store Decorations

Dealers are invited to make a choice of pieces from our special list of retail display material and store decorations. Most of it is free. Send for the list and make your choice. Address in care of Dealer Service Department.



**Oranges Lemons**  
The Staple Fruits

Lower prices, with a larger volume of sales from the stores, may be expected after the high prices of the last few months, which were due to short supplies and a heavy demand.

Barring unforeseen weather damage, California Navel Oranges will now arrive continuously and regularly at all points. This season's fruit is exceptionally fine in flavor, size, color and general attractiveness.

The necessity for oranges in the home has again been proved by the insistent demand throughout the country despite short supply and high prices. The health and dietary value of oranges has been firmly established for all time.

Keep in close touch with your jobber to assure ample supplies for attractive mass displays.

## California Fruit Growers Exchange

A Co-operative Organization of 8,500 Producers  
Who Grow and Market Oranges and Lemons

Los Angeles

California

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us

### This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

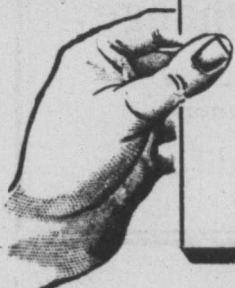
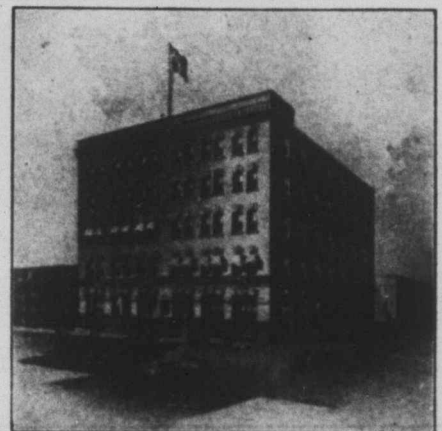
Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

**Scott-Bathgate Co., Limited**

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**PUGSLEY, DINGMAN CO., LIMITED**  
**JOHN TAYLOR & CO., LIMITED**  
 ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

**F. D. COCKBURN CO.**  
 WINNIPEG

**A. M. Maclure & Co.**  
 MALTESE CROSS BUILDING  
 WINNIPEG

**IMPORTERS, BROKERS**  
**MAN'F'S. AGENTS**  
**GROCERY, DRUG AND**  
**CONFECTIONERY**  
**SPECIALTIES**

**Winnipeg Warehousing Co.**  
 Winnipeg

**Prompt and Efficient**  
**SERVICE**

Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.

**WAREHOUSING**  
**DISTRIBUTING**  
**STORAGE**

**G. B. Thompson & Co.**  
 Wholesale Commission Brokers and  
 Commission Agents

We can handle a few more good lines. Storage Warehouses and Transfer Track. 149 Notre Dame Ave. E. - WINNIPEG  
 Established 1898.

**C. H. GRANT CO.**  
 Wholesale Commission Brokers and  
 Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

**D. J. MacLeod & Co.**  
 Manufacturers' Agents  
 and Grocery Brokers  
 EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

**WATSON & TRUESDALE**  
 Wholesale Grocery Brokers and Manufacturers' Agents

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

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
 Storage  
 Distri-  
 bution

## Donald H. Bain Co.

Wholesale Grocery Commission Agents

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

**Head Office: WINNIPEG**

**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

Canada Food Board License No. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

**MACLURE & LANGLEY**  
Limited  
Manufacturers' Agents  
Grocers, Confectioners and Drug  
Specialists  
12 Front Street East Toronto

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

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

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

**To  
Manufacturers'  
Agents**

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

The rates are reasonable. For one inch each week for one year the cost is only \$1.60 per insertion. For two inches for the same time the cost is \$3.20 an issue.

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

**Canadian Grocer**  
143-153 University Ave.  
TORONTO

**Coffee, Its History  
Classification and  
Description**  
By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

It Will Pay You to Send at Once.  
**MacLean Publishing Co.**  
Technical Book Department.  
143-153 University Avenue, Toronto.

**Baker's Cocoa  
and Chocolate**



**MAKE AND  
KEEP GOOD  
CUSTOMERS**

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

MADE IN CANADA  
**WALTER BAKER & CO. Limited**  
Montreal, Can. Dorchester, Mass.  
Established 1780

**"Golden Nut" PEANUT BUTTER**  
C. & J. JONES, WINNIPEG

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**QUEBEC**

**ROSE & LAFLAMME LIMITED**  
Commission Merchants  
Grocers' Specialties  
**MONTREAL TORONTO**  
Canadian Food Control License Nos. 6-226/7/8

**THE S. G. BENDON UTILITY CO.**  
*Brokers and Commission Agents*  
87 Notre Dame St. W. - Montreal.  
License No. 6-933  
Try our Utility Service. Don't wait, do it now.  
*Agencies Wanted.*

**JOHN E TURTON**  
*Wholesale Grocery Broker*  
BOARD OF TRADE BUILDING  
**MONTREAL**

**H. D. MARSHALL**  
*Wholesale Grocery Broker*  
**OTTAWA MONTREAL HALIFAX**

**Paul F. Gauvreau**  
*Wholesale Broker. Flour, Feed, Provisions*  
84 St. Peter Street, Quebec  
On demand will quote Salted Cod Fish, Salted Salmon. Buyer of all kinds of feeds and grains.

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

**MARITIME PROVINCES**

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

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

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

**Get stocked now with MacKay's Pearl Barley Flour**

This is a delicious, nourishing BARLEY FOOD that's easy to sell and certain to satisfy.

For Infants, Invalids and Aged People it is particularly suitable. The nursing mother's best friend.

Very desirable in the kitchen for thickening soups and gravies. Gives them a delightful flavor.

**It's the real MacKay**

If your wholesaler hasn't got MacKay's write to-day to

**John Mackay Co., Limited**  
BOWMANVILLE, ONT.

*Recommended by Dr. McGill, the Domini on his Analyt, Ottawa*

Only Exclusive Pot and Pearl Barley Mill in Canada

**"Um-m! It's good!"**

That's what your most critical customers will say when they taste Marsh's Grape Juice.

Afterwards they'll ask you for it.

**The Marsh Grape Juice Company**  
NIAGARA FALLS - ONT.

**The MacLaren Imperial Cheese Co., Limited**  
Toronto, Ont.

*Ontario Agents:*  
**ROSE & LAFLAMME Limited Montreal, Que.**

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

Victoria

Vancouver

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

### The Robert Gillespie Co. *Importers and Exporters*


323 Homer St., Vancouver

*Live Salesmen covering Alberta and B.C.*

## LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.


We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



**ALBATROSS BRAND**

CLAYQUOT SOUND CANNING CO. LTD.  
J. L. BECKWITH, AGENT  
VICTORIA, B.C.

FRESH  
BRITISH COLUMBIA



**PILCHARD**

DELICIOUS.  
WHEN REQUIRED  
HOT PLACE THE  
CANS BEFORE BEING  
OPENED INTO  
BOILING WATER  
FOR TEN  
MINUTES.

Your Customers Will Like

**ALBATROSS  
BRAND  
PILCHARD**

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

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

## EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

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

When fresh vegetables  
are scarce



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

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

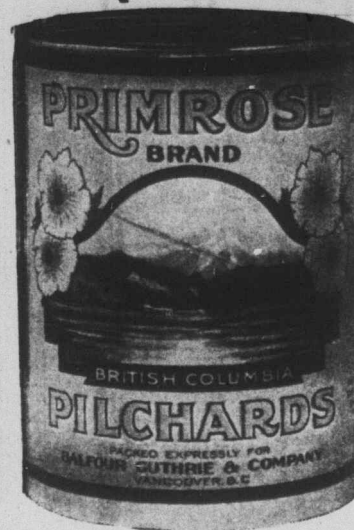
Remember — it has the same flavor as fresh picked garden vegetables.

Your jobber will supply you.

**Chilliwack Evaporating  
& Packing Company**

415 Dominion Bank Bldg., Vancouver

**“PRIMROSE”**



**PILCHARDS**

*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

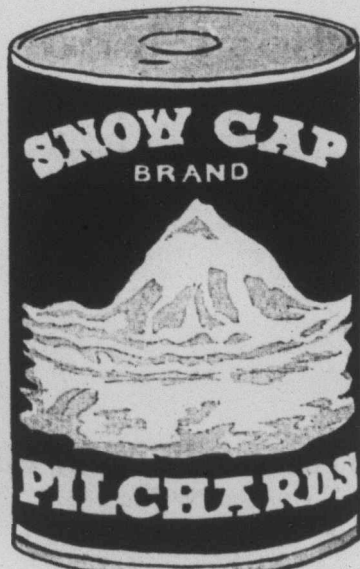
*Rich in flavor and high  
in food value*

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

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

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

**Salmon  
Commandeered**



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

**SNOW CAP  
BRAND  
PILCHARDS**

are more delicious than  
SOCKEYE  
and are less than half the price.

For Salads and Sandwiches

*They are More of a Dainty Than Tuna Fish*

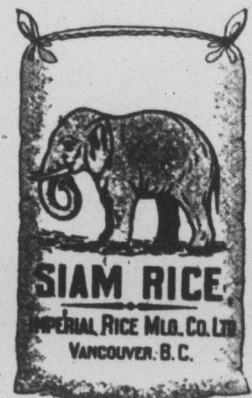
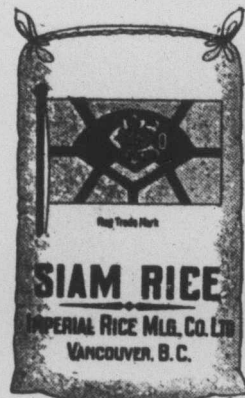
**“Snow Cap”**

is Hand Packed by

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

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

VANCOUVER, B.C.



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



## Cook's Favorite Baking Powder

*58 Years  
on the Market*

## Duffy's Mustard

Put up in  $\frac{1}{4}$  lb. tins

WRITE US FOR PRICES

## J. J. DUFFY & COMPANY

*Oldest Coffee and Spice House  
in Canada*

St. Paul St. W. - Montreal



## Because the Flavor says so

Not one of your customers who has used Klim according to directions will dispute the fact that Klim is nothing else but pure, pasteurized, separated milk. No one can mistake that natural milk flavor.

Klim is fast replacing bottled milk for drinking as well as for use in cooking and baking and with tea, coffee and cocoa. It is cheaper and more convenient.

Klim is genuine—the flavor proves it.

### CANADIAN MILK PRODUCTS LTD.

Toronto Montreal

Western Representatives: W. H. Escott Co. Limited  
Fort William, Winnipeg, Edmonton and Regina

Kirkland & Rose

Vancouver

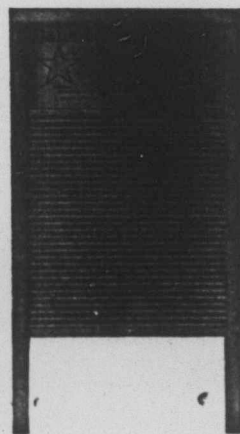
Canada Food Board License No. 14-242

## Sell Cane's Washboards


— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.  
LIMITED  
NEWMARKET, ONT.



## About Your Brush Trade

Are you content with the profits from your brush counter?

There's big money waiting for you in Keystone Household Brushes.

Quick turnovers, moderate prices, good profits, and satisfied customers all combine to make the Keystone line one of the most profitable lines you can handle. Write to-day for particulars and prices on Keystone brushes and Nugget brooms.

**STEVENS-HEPNER CO.**  
LIMITED

Port Elgin,  
Ont.



# Christmas Navels

We will be handling exclusively the famous "SUN FLOWER" brand navels for our Xmas trade, and assure our many patrons of the highest grade procurable, being fully matured, well colored and above all, sweet and juicy. The season is considerably in advance to former years in this section of Northern California, and although the crop is very limited, will be in a position to fill our orders complete.

There is a possibility of cheaper brands of Navels being quoted on the Toronto market. Our advice is to keep clear of this lure, they being immature and colorless, and very unsatisfactory in general. In order to assure your Xmas requirements in Navels, etc., order now—demand keen.

## McBRIDE BROS.

*House of Quality*

35 Church Street, Toronto

Canadian Food Control License No. 3-027 and 3-028

# Sell Raisins for Holiday Sweets

The shortage of sweets makes raisins doubly popular. Raisins will be welcomed at all Canadian firesides this holiday season.

Be sure Sun-Maid Raisins are displayed in your store.



Sun-Maid

Raisins

Raisins for the holiday treat have been the custom for a century.

The continued shortage of sugar is increasing the use of raisins in boiled rice and breakfast cereals. Raisins are 75 per cent. natural sugar.

Three varieties of Sun-Maid Raisins: Sun-Maid Clusters (on the stem); Sun-Maid Seeded Raisins (seeds removed); Sun-Maid Seedless Raisins (grown without seeds).

California Associated Raisin Co.

Membership 9000 Growers  
Fresno, Cal.

# Y & S STICK LICORICE in 10c Cartons

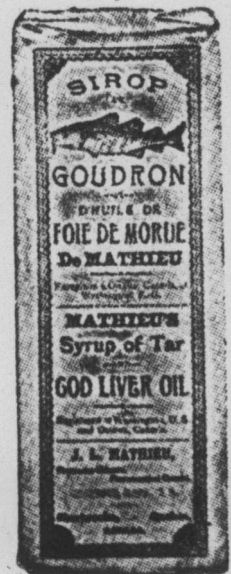


Everything in Licorice for all  
Industries using  
**LICORICE**  
in any form.

Made in Canada by

**National Licorice Company**  
MONTREAL

# Mathieu's Syrup of Tar and Cod Liver Oil



is a good line to feature during the cold weather months because wherever tried it is recognized as a certain remedy for colds, coughs, la Grippe and kindred complaints.

Get this line in stock in good time and recommend it strong.

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

**J. L. Mathieu Co.**

PROPRIETORS

SHERBROOKE - QUEBEC

# O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

**WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.**

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

**WE SOLICIT RELIABLE ACCOUNTS**

## Import and Export Departments

**IMPORTERS**—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

**EXPORTERS**—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.



WE SOLICIT YOUR ENQUIRIES FOR

**Cream of Tartar**

**Cream of Tartar Substitute**

**Bicarbonate of Soda**

**Borax, Glycerine, Blue Vitriol**

FULL PARTICULARS OF ANY OF THE ABOVE GLADLY SUPPLIED UPON REQUEST

**B.&S.H. THOMPSON**

**& COMPANY LIMITED**

**MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER  
NEW GLASGOW, N.S.



Three Points that keep  
Schneider's Sausages selling---

**APPEARANCE-QUALITY-TASTE**

Schneider's Sausages are different. Their goodness is always reliable because they are made from the very purest ingredients by people with a reputation for the making of better sausages.

Order Schneider's Sausages to-day.

**J. M. Schneider & Sons, Ltd.**  
KITCHENER - ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations. Satisfaction guaranteed on all mail orders.*

**The Christmas Window Contest**

**N**OW is the time to be considering the matter of this Christmas window display. You will be decorating these windows anyway, why not put a little extra effort into it and enter them in this Christmas contest. That little extra effort will mean extra sales anyway, and so the effort is not wasted.

Your store windows are, bar none, the best selling agent that you have. You can sell the people who enter your store, but your windows sell the hundreds of people who merely pass by. That is, they sell them if the windows are a selling force.

That, then, is the idea of these contests, to bring out the best that there is in your window dressers. The contest is judged on a basis of selling power, attractiveness and novelty. It closes January 4, 1919. Get your photo in promptly. These photos should, where possible, be 8 x 10 in size.

**PRIZES**

**Towns and Cities Over 10,000 Population**

1st Prize .....	\$5.00
2nd Prize .....	3.00
3rd Prize .....	2.00

**Centres Under 10,000 Population**

1st Prize .....	\$5.00
2nd Prize .....	3.00
3rd Prize .....	2.00

*Send photograph with description to*

**THE CONTEST EDITOR, CANADIAN GROCER**  
143-153 UNIVERSITY AVENUE TORONTO

**After the War—What?**

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of CANADIAN GROCER

**Sunset**  
is a  
**Marvel**  
in  
**Repeats**



It's the line you should push because it pays you the most profit with the least trouble and shows the quickest turnover. Sunset is the one real home dye, that will permanently dye all fabrics, giving the same shade and depth of color in the same bath, without soiling hands or utensils.

**Sunset**  
**Soap Dyes**

selling at 15c, give you more profit than you can make on any other dye.

They are being extensively advertised with honest publicity that will send customers to your store. Why not cash in on these new, strictly American dyes, made by American labor? Send to-day for a counter container filled with a gross assorted and watch your turnover. Then you, like hundreds of other dealers, will marvel at the repeats.

**SUNSET SOAP DYE CO., INC.**  
NEW ROCHELLE, N.Y.      TORONTO, CANADA

*Sales Representatives for U.S. and Canada*

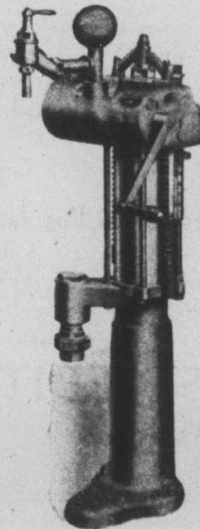
**HAROLD F. RITCHIE & COMPANY, INC.**  
NEW YORK      TORONTO

**Conserve**  
**Labor!**

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste, not only of labor, but of time and money, all of which should be expended more profitably.

**BOWSER**  
**SYSTEMS**



for the storing and handling of oil will conserve

**70%**

of the labor necessarily expended by less efficient methods.

They also conserve:—

- Time
- Capital
- Space
- Machinery
- Lives
- Property
- Material

**BOWSER SYSTEMS ARE:**

- Leak-proof    Dirt-proof
- Loss-proof    Evaporation-proof
- Fire-proof    Deterioration-proof

An inquiry carries no obligation whatever. Let us help you **CONSERVE LABOR.**

Figure 103—Fastest one-gallon pump made.

**S. F. Bowser & Co., Inc.**  
TORONTO, CANADA

Sales Offices in all Centres

Representatives Everywhere

**THE BEST EXPRESS BODY IN CANADA**



We simply ask you to look at the above illustration which is reproduced from a photograph, and see if you do not consider it the best-looking stake body for a truck you ever saw. Our master builder says it is the finest truck body that any factory in Canada can turn out. We make different styles to suit the different trades.

*Fits any Chassis. Price Reasonable. Write Direct for Illustrated Folder, Prices and Terms.*

**CARRIAGE FACTORIES, LIMITED**

Head Office: Excelsior Life Bldg., Toronto.

Sales Offices: Montreal, Toronto, Winnipeg

**DO YOU WANT  
"BETTER BRUSHES"**

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

**T. S. SIMMS & CO., Ltd.,** Makers of **"BETTER BRUSHES"**  
ST. JOHN (FAIRVILLE), N.B., CANADA

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



# You--- Mr. Grocer

will readily admit that, in the final analysis, Quality is the Best Policy.

Particularly is this true in the matter of the jams you sell.

## E. D. Smith's Raspberry Jam

is a line with a quality and a reputation that spell bigger selling, bigger profits and bigger prestige for you.

The undermentioned agents can supply you with any "E.D.S." product.

### E. D. SMITH & SON

LIMITED

WINONA - ONTARIO

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg.

License No. 14-112.

*If interested tear out this page and place with letters to be answered.*

## From an Editorial in "Canadian Grocer"

There is just one fundamental principle to bear in mind in the buying and selling of tea. If the quality and flavor of the tea the retailer sells over the counter varies from week to week, or month to month, he has a poor chance of satisfying customers. The head of a household, who once buys a tea which satisfies her, wants to be in a position to purchase that same quality and same flavor at her grocery store whenever in need of it. If she is not able to do this, she naturally is open to discuss the tea question with every pedlar who comes to the door. Of course, women do not buy the same tea always, but when they do change, and become satisfied with another blend and flavor they want to be able to purchase that blend and flavor as long as they desire.

Therein lies the whole secret of the retailer developing his tea business. Let him buy tea that he can duplicate at any time. Then if he finds that it satisfies the majority of his customers, he is in a position to retain their trade and develop trade with others.



*The Sure Trade Builder*

**Red Rose Tea satisfies hundreds of thousands of particular tea drinkers every day.**

**Red Rose Tea has maintained its standard of quality unchanged for 24 years.**

Canada Food Board License No. 6-276.

## COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

## ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

*Always specify Anchor Caps when placing your order.*

**Anchor Cap & Closure Corporation**  
OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Devereaux Road  
TORONTO, ONTARIO





**Keep Your  
Stock of  
Colman-Keen  
Products  
Before the  
Public**

by hanging one of these handsomely lithographed cards in your store. It will be mailed you free on request.

**Magor, Son and Company, Limited**  
191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO  
AGENTS FOR THE DOMINION OF CANADA

## The Cheese that spreads like butter

Put up in attractively labelled paraffined cartons, the good appearance of which gives the housewife an inkling of the excellence of the contents.

There are fresh stocks of

### INGERSOLL CREAM CHEESE

always on hand from which we can supply you.

Send in your order now and get this well-liked line selling in your store.

**INGERSOLL PACKING CO., LIMITED**  
INGERSOLL, ONT

*If interested tear out this page and place with letters to be answered.*

# CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 6, 1918

No. 49

## No Decline in Demand for Pork

No Likelihood of Slackening Demand For Year or More — Every Ounce of Excess Production Will be Taken by European Countries—Conditions Preclude the Possibility of Declines For Some Considerable Time

**T**HERE are people, and among these may be noted many of the newspaper editors, who argue in this simple fashion: "The war is over, food prices should at once return to normal." Unfortunately business is a far more complex structure than these innocent folks imagine. The conditions built up by four years of titanic struggle, and the consequent disruption of business, cannot be changed in a day. As a matter of fact as far as the products of the great packing plants of the country are concerned, the demand is if anything more insistent now than during the months of actual fighting. Then the problem was only to feed the Allied belligerents, but now comes the vexed problems of feeding all Europe, until the production can be revived in the war-harried countries.

### An Allied Purchasing Commission

During the course of the war purchases of bacon were made in Canada by the War Purchasing Commission. This organization will be superseded by the Allied Purchasing Commission that will represent the needs of England, France and Italy. It will be the largest factor in the packing business, for another year at the very least, for two years or more in all probability. When it is stated that this will be the large factor this statement is made advisedly. The purchases of this commission, judging by past experience, and the knowledge of conditions at present existing on the European continent, will represent the largest part of the production of the great packing plants. M. L. Pratt, Paris representative of the P. Burns & Co., Calgary, in a recent interview stated:

"My personal opinion from knowledge gained on the ground is that the French trade in meat products will be enormous for several years. There will also be a very large demand from Belgium and Italy. The decline in the cattle herds in France is estimated at from two to three million head. This deficiency cannot be made up in less than from five to eight years. The supply in hogs is also greatly depleted. France will require many millions of dollars' worth of foodstuffs from abroad for a good many years. The troops will have to be fed for two or

three years yet before demobilization is completed. The quartermaster general in Paris told me he was prepared to buy in Canada as soon as credit arrangements could be made.

"Canada has sold large quantities of pork, of course, to Britain, but there are certain cuts Britain does not buy heavily, though France wants them—picnic hams and shoulders.

"As for Belgium, she has little or no cattle left. It was estimated she had 8,000,000 head when war broke out.

"In Italy, too, there will be a greater demand for meat now than previous to the war, because her soldiers have become accustomed to it.

"The farmers of Canada need not worry about markets. They should increase their herds. Prices are bound to be firm for some years on account of the demand."

### No Possibility of Declining Prices

This opinion from an authority who must be versed on European conditions represents the conditions that prevail in the produce trade. There is an enormous export demand, requiring only the financial arrangements to make it available for Canadian shippers. Such arrangements will unquestionably be made. With this enormous demand representing the major part of the Canadian production, the price paid by the Allied Purchasing Commission will continue to be as it has been in the war years, the price-setting factor. With the demand still keen there can be no expectation of declining prices.

### A Market For All Stocks Produced

The head of one large Toronto packing plant stated that he was confident that the Allied Commission would take every available pound of pork products offered, and beef products as well. During the past years when his company had been asked to state what they could deliver, the amount offered was never once curtailed. It might be a million pounds, or it might be three million, there was never any question of taking or refusing part of it. It was accepted without question, often with the request that the amount be increased if at all possible. Since the conclusion of the

armistice there has been no suggestion of any curtailment of purchases, and no likelihood that any such condition will arise.

### Export Business More Profitable Than Local

There is a tendency, too, to favor the export business. The dealing for export is mainly, as far as pork products are concerned, in Wiltshire sides. This side represents practically half the hog, with the head and hoofs removed and comparatively little trimming. The export business has, in a measure, been necessitated by the scarcity of trained trimmers, capable of preparing the different cuts familiar to the Canadian trade. There has unquestionably been a tendency toward scarcity among some of the favorite grades for the Canadian trade. The side that would be exported as a Wiltshire, must for the Canadian trade be trimmed, into back bacon, belly bacon, shoulders and hams, while only one or two of these varieties are in strong demand among the Canadian trade. The natural tendency will unquestionably be to favor the trade that involves no difficulties of marketing. Of course, the packers are looking after their Canadian trade and will continue to do so, but their profit must be made on the export business, and unquestionably there will be a strong bid for this business.

### Hog Supply Below Requirements

The production of Canadian hogs is considerably below the expectations. Despite the Government campaign for production, there has been no material increase over the stocks available last year. The stock yard report for the month of October will fairly well represent the general tendency. The Montreal stockyards showed a decline of from 17,113 in 1917 to 15,508 in 1918. Toronto showed a slight increase of 45,529 against 44,314 in 1917. There are no comparative figures available for Winnipeg, but Edmonton showed an increase of 3,121 over 1,380 in 1917, and Calgary a modest decline, 5,458 against 5,461 the previous year. It is possible that the effects of this campaign for increased production may be felt somewhat later

in the season, but in the meanwhile there is no excess of stocks offering and consequently a probability of higher rather than lower prices for live stock.

#### U.S. Production Will Not Influence Situation

In the United States there has been a record production of hogs during the past year, but the Government is exercising a very careful supervision over these stocks to prevent anything approaching a slump in price. Stock may not be shipped to the stockyards without a Government license, thus ensuring that the hogs are not marketed before they are mature, and also precluding the possibility of any material glutting of the market. The heavy duty and United States Government regulations prevent the import of American hogs to relieve the situation in Canada.

The result of all these conditions can be only one thing, steadily maintained prices on all pork and beef products for some time to come, due to the heavy European demand. When price declines do come, and come they must some day, to the benefit of everyone, packers included, they will come so gradually that there will be no disorganization of this business. But price questions are not at the present the matter of most vital importance. The obtaining of stocks is the important matter. Up to the present these have not been adequate to meet the demands and are not likely to be more than sufficient. The question for the retailer, therefore, will be also not a question of price, but a question of supply. The demand from the continent will be strong, until these countries have a chance to re-establish these industries. This will be a matter of many months, probably years. It is to be expected, too, that Canadian brands have become so well and favorably known in continental countries that there will always be a strong demand. Eventually prices must decline, but there is every indication that prices will never again reach pre-war levels.

#### SUGAR SITUATION STILL SERIOUS

OTTAWA, Dec 4.—There is no immediate prospect of any improvement in the sugar situation. Indications are that two Montreal refineries will close this week owing to a shortage of raw sugar. It is expected, however, that by the end of the month the situation will be naturally improved, and there is a possibility that there may be some lightening of the restriction on the use of sugar after that date.

#### TO HOLD SALES CONVENTION

The annual sales convention of the Harold F. Ritchie Co., Toronto, will be held during the week of December 16. What conditions may be faced during the coming year and how to meet them will be topics under discussion. The sales force is being augmented by the addition of four new men. The entire sales force which covers Canada will be in attendance.

## Spices Enjoy Heavy Export Inquiry

Trade From Overseas Proves Stabilizing Influence on Markets  
—Spot Stocks Being Reduced—Peppers Go Up 2c—Export of Cloves Substantial—Cream of Tartar Easier

**L**AATEST advices reaching the city from New York this week indicate that the most important feature in the market is the heavy inquiry which has developed for export trade. If this keeps up for any time it will undoubtedly result in a material deduction in spot stocks and will tend to offset any sharp decline in prices.

#### Black Peppers Go Up 2c lb.

The markets, as a whole, show marked firmness. There were some interests who predicted immediate declines in prices, but these have not materialized. Black peppers offer an example, the market on these remaining very firm. A wire received Tuesday morning of this week shows prices in New York up 2c per pound with tendencies towards even higher levels. The market to-day is virtually at as high a point as has been recorded at any time in the last few months. Similar conditions may be said to apply to the white peppers.

With regard to cloves, a late New York report shows where several hundred bales have been taken for export. This has had the effect of reducing spot stocks and maintaining a steady market. There is some indication that future offerings may be made at a slightly lower level. However, the shipping situation shows no immediate prospect of improving and it must be a matter of some months before results of any buying at lower figures for future delivery can

affect the situation locally to any material extent.

#### Ginger, Mustards, Herbs Scarce and Firm

Ginger is very scarce and very firm. Offerings from Africa and Japan are at the same figure which has prevailed for some time with little available. Jamaica is in better supply, but the market on this has firmed up. Similar conditions apply on nutmegs, the market holding firm and no recessions in prices reported. Mustards are very scarce and some dealers locally report that they are two or three weeks behind with orders. No important change has occurred in herbs, spot stocks being small.

#### Cream of Tartar Easier

Cream of tartar is easier for future delivery. This has not yet been reflected in the situation as it affects spot deliveries and it may be some little time before the results of buying on futures is realized.

The outlook generally on spices seems quite satisfactory. A gradual readjustment to lower price levels in some lines seems quite in order, but there is not the slightest indication yet of any immediate lowering of prices. Working along on current needs, the trade should be able to take care of any slight market readjustments which may develop during the next few months.

## Cake and Pastry Order Modified

Manufacturers May Use Supplies of Sugar and Vegetable Fats as They See Fit—Condition Will Likely Continue Till Improved Supplies of Sugar Available

**T**HE prohibition on the manufacture of French pastry and fancy cakes, and the use of cane sugar in icings has been withdrawn by the Canada Food Board. This does not mean that the confectioner will receive any extra apportionment of sugar to be used in this way, but merely that he is at liberty to use his own discretion as to how he shall use the quantity of sugar apportioned to him. For several months past this restriction has been in force, in order to conserve the supplies of sugar and fats. Under the new order only vegetable fats may be used, the scarcity of animal fats making it necessary to maintain the restrictions imposed upon their use.

The notification of the partial withdrawal of the restrictions was received in a letter from the Canada Food Board addressed to the parties interested. The letters read as follows:

#### Regarding Biscuits and Confectionery

"Notwithstanding anything contained in any order of the Canada Food Board, this letter will be your authority to use what part of your allotment of sugar that you desire for the icing or filling of biscuits, cakes, etc. You will understand that the permission to ice and fill biscuits, cakes, etc., does not entitle you to any further allotment of sugar for this purpose, but merely permits the use of your present allotment in this manner if you so desire."

#### The Pastry Order

"Notwithstanding anything contained in any order of the Canada Food Board you are permitted to manufacture products known as French or puffed pastry, doughnuts, or crullers, biscuits or cakes known as Scotch shortbread cake, provided such is manufactured only with vegetable fats. The shortage of animal

fats makes it necessary that the restriction on the use of animal fats be continued."

This change will do a great deal to make conditions in the trade easier. The biscuit manufacturer has been seriously hampered in his business by these restrictions, and in many instances well known lines of biscuits have been withdrawn entirely from the trade because

their manufacture under these restrictions was an impossibility. It is probable now that these will be restored, as while there is no enlargement of the sugar allotments, there is every reason to believe that within the next couple of months the sugar situation will materially improve, and it is possible that more adequate supplies will be apportioned.

## Restrictions on the Use of Flour Raised No Limit to the Stocks That May Now be Held and Sold by the Retailer—Restrictions on the Manufacture of Breakfast Foods and Other Products Withdrawn

**B**Y a recent announcement of the Canada Food Board, the order limiting the amount of flour that may be held by retailer or consumer has been finally withdrawn. This means that there is no limit on the amount of flour that may be warehoused by the retailer nor any limit to the quantity of flour that he may sell to his customer. The two-week supply rule is a thing of the past. The changed situation is due to the signing of the armistice and to the possibility resulting of the Australia, Indian and Argentine wheat crop becoming available for the European market. This possibility has absolved Canada from the necessity of curtailing domestic consumption to release flour for overseas.

The new instructions follow those of last week withdrawing the order requiring the use of substitutes, and bakers and confectioners are no longer required to use substitute flours in the preparation of their products. In view of the fact, however, that all foodstuffs are still scarce the world over, and that any wastage would be disastrous, and that there is available at present a large stock of various substitute flours, the

Food Board urges a general voluntary use of these products.

### Restrictions on Many Manufacturers Removed

Owing to the great need for stocks of wheat flour, many restrictions were imposed on the manufacturers of breakfast foods, alimentary pastes, and certain grades of flour. These restrictions have now been withdrawn, and the companies who have been compelled to discontinue the manufacture of their product, or to limit the amount produced, or to vary the method of preparation, are now permitted to return to their normal methods of manufacture.

The use of substitutes that was required of all restaurateurs, has also become entirely a voluntary matter, and the restrictions upon the amount of bread that might be served to any person at a meal have also been withdrawn. It is permitted also to serve sandwiches at public eating places during the noon-day meal. This action on the part of the Canada Food Board indicates the first step in the direction of a return to normal methods of business, and will no doubt be hailed with delight by the trade.

## Express Companies Propose Substantial Rate Increases Strong Protests Will be Voiced Against the Proposal—Rates Not Increased Uniformly—Will Affect the Grocery Trade

**T**HE three Canadian express companies are proposing sweeping changes in their rates, changes in every case showing a very marked increase over the rates at present in effect. Any such change would have a very pronounced influence on the grocery trade, it would materially increase the cost of goods handled by the express companies, which in the case of many merchants is a very substantial item. Especially is this the case in the winter time, when owing to the perishable nature of many of these goods shippers will not risk shipments by freight, with the attendant danger of loss.

### Strong Opposition to Change

The new schedule of rates will be submitted for ratification at the approach-

ing session of the Dominion Railway Board to be held in Toronto in the near future. These increases will not become effective without the most pronounced opposition. Strong representations will be made by the Boards of Trade of Toronto and other cities, and by many other interested parties challenging the justice of such sharp increases, and it is hoped that it will be possible to prevent any such action being taken.

The new schedule of rates does not increase uniformly between all points, but advance on a sliding scale varying from a minimum of about thirty to a maximum of one hundred per cent.

### Toronto Shows Largest Increase

The largest percentage of increase will

be on shipments to Toronto, and the lowest to Vancouver. The rate of increase is not, however, based on mileage between express points. The rate from Montreal to Ottawa and other shorter hauls than to Toronto, will only increase about 63 per cent., as compared with 100 per cent. between Montreal and Toronto.

### The Proposed Increase

The proposed increases per 100 pounds from Montreal west are as follows:

	Present rate	Proposed rate
Ottawa .....	\$ .75	\$1.20
Brockville .....	.90	1.40
Belleville .....	1.00	1.60
Peterboro .....	1.00	1.80
Toronto .....	1.00	2.00
Hamilton .....	1.40	2.20
London .....	1.75	2.60
Windsor .....	2.00	3.00
North Bay .....	1.50	2.20
Sudbury .....	1.75	2.40
Fort William .....	3.75	5.60
Winnipeg .....	5.00	7.20
Brandon .....	5.50	7.50
Regina .....	6.00	8.15
Calgary .....	7.25	9.10
Vancouver .....	9.50	12.00

When the representatives of the three express companies make their application before the Railway Commissioners they will produce figures to show that the companies have not been paying their running expenses of late owing to the very large increase in wages and all operating expenses.

### PERMITS THE EXPORT OF ALL WHEAT PRODUCTS EXCEPT FLOUR

The Canada Food Board has announced that all manufactured wheat products excepting flour from to-day will be released for export both in Canada and the United States. This action is taken by the Board for the Dominion to facilitate the return of trade to ordinary channels as promptly as possible, and export applications to all countries except the Central Powers will be given prompt consideration by the Export and Import Department.

There is a good deal of uncertainty among the millers as to just what is the meaning of this despatch. It releases for export of course any prepared foods made of wheat, but these are a comparatively limited export product, so that the only thing really affected by the change is mill feeds. Under the new orders it is evidently permissible to export these products. Millers are unquestionably surprised at this action, for mill feeds were abnormally scarce and high during last winter, and will unquestionably be just as scarce this winter even if none of the supply is diverted to other countries. This fact will in itself be a serious handicap to the government's increased production campaign. There is little doubt, however, that some of these stocks will be diverted. The Canadian selling price is set at a figure that gives the mills a merely nominal profit, while export business in these commodities would ensure them a satisfactory profit.

## WAR STANDARD FLOUR STILL TO BE USED

**O**RDER No. 73, issued by the Canada Food Board the latter part of last week, re-enacted regulations for licensing flour mills. For spring wheat, quality No. 2 Northern or better; for winter wheat, quality No. 2 or better, Ontario or Quebec standard, or testing 20 per cent. or more per bushel; for blended winter and spring wheat, not more than 264 pounds should be used to produce 196 pounds flour. In manufacturing wheat or lower test specified additional quantities of wheat are permitted. Of the by-products not more than five pounds of feeding flour should be separated, and the rest must be sold as bran or shorts. All containers must be plainly marked with net weight, name and address or manufacturer, and nature of contents. Packages of less than 49 pounds must be in denominations of 3½, 7, 12, 14 or 24 pounds. No conditions must be imposed on purchasers. Permits in writing will be granted for the manufacture of farina or purified middlings. Regulations on bran and shorts are re-enacted.

## AUSTRALIA SELLS WHEAT AT \$1.18 A BUSHEL

**W**M. HUGHES, Australian Premier, who is at present in London, Eng., has received a cablegram, stating that in view of the fact that another wheat harvest is due and will require payments aggregating at least £10,000,000, the Australian Wheat Board considers it desirable to sell one million tons of wheat at a minimum price of 57 pence (approximately \$1.18) per bushel, provided that Australia is permitted to compete in the world markets and is able to reserve the rest of the wheat supply on hand.

## TORONTO MILK PRICES ADVANCE 1c A QUART

**A**S a result of the action taken by the Executive of the Toronto and Peel Milk and Cream Producers' Association milk prices advanced in Toronto on Dec. 2, one cent a quart, making the present cost fifteen cents per quart and 8 cents per pint. Fourteen instead of 15 pint tickets will be sold for \$1.

This increase has been necessitated by the increased payments to the producers, which brings the price to \$3 per eight-gallon can to the producers. The distributors claim that even with present raise in price they are losing nearly 20 cents per eight gallons. The increased cost of operating their farms, and the high cost and scarcity of prepared feeds, is given by the dairymen as the reason for the raise.

At the semi-annual meeting of the Producers' Association in the city on September 7, it was decided to ask for a raise of 30 cents a can, or nearly a cent per quart, bringing the wholesale price up from \$2.50 to \$2.80 per can. This was the sentiment of the majority, but a large number wished to get \$3.

The distributors refused to pay the extra price and the Producers' Executive agreed to wait till December. The present raise to the consumers is exactly the same per quart as it would have been at the first price demanded.

## CONSERVATION WEEK IN U.S. DECEMBER 1-7

**T**O bring before the American people in a forcible manner the need for saving food and sharing it with the allies and liberated nations, the Food Administration has named December 1-7 as Conservation Week. The idea of this week is to call to the public attention the fact that conservation is vital to the relief of stricken Europe. The harvest season has come and gone, and whatever food is exported must come from the surplus available and from savings, very largely the latter. Certain foods, such as meats, fats, and dairy products, it is true, are produced throughout the year, but even these depend largely on feeds and fodder, supplies of which are limited and can not be replenished until another harvest.

The original pledge made by the U.S. Food Administration in behalf of the people of the United States was 17,500,000 tons of food to be shipped overseas by July 1, 1919. This amount of food is 50 per cent. greater than last year. With Belgium and France liberated and millions in south Central Europe clamoring for food, the United States is now undertaking to increase its exports from 17,500,000 to 20,000,000 tons. The Mediterranean Sea routes are now sufficiently safe for bringing wheat from India and Australia, hence our exports will consist largely of fats, meats, and feed. Feed is essential for milk production, of which the stricken nations are in critical need.

## APPLES MAY COST MORE IF EXPORT SATISFACTORY

**E**XPORTERS of apples have no data yet with regard to the prices apples will command in the British Isles, now that the embargo has been removed by the British government. The embargo has prevented the export of apples to Britain for three years past, and as a result it is impossible to forecast what the probable market will be. Exporters have been expecting the British Food Controller to set a price in Britain to enable them to judge what would be a suitable buying price here. The resignation of the British Food Controller, or the general elections, have prevented this being done, so far as information available here goes, and the trade opinion is that the Canadian trade will have to await news of the prices secured for the first Canadian shipment arriving in England that has been sent on consignment. Such shipments are being made from Nova Scotia. The opening of the export market once again will, especially if that market is satisfactory, have a tendency to remove surplus stocks and to enhance the already high prices existing in Canada.

## CAN. FOOD MANUFACTURES DOUBLE IN TWO YEARS

**N**OT only has Canada increased her production of farm products to a very striking extent, but her manufactured food products have increased almost as strikingly. The way in which these manufactures have advanced is shown by the comparison of

1915 and 1917 business just completed by the Bureau of Statistics at Ottawa.

"In 1915, the value of manufactured food products in Canada was \$388,815,362; in 1917 this had risen to \$755,245,185."

An attached list giving the value of the more important manufactured food products shows that flour and grist mill products lead to the value of \$226,062,410, while slaughtering and meat packing are in second place with products valued at \$153,563,318. Other important manufactured food products include: bread, biscuits and confectionery, \$77,103,656; butter and cheese, \$75,395,751; refined sugar, \$73,329,260; dairy products, \$10,327,268; coffee and spices, \$9,840,150 and condensed milk, \$8,097,217. These figures give a very fair idea of the substantial position achieved by the manufacturers of food products in Canada since the outbreak of war.

### FIRE IN CHICORY PLANT DOES SERIOUS DAMAGE

DAMAGE estimated at \$12,000 was done in the destruction by fire recently to the chicory factory of Gauvin Bros., St. Bernard, South, near La Colle Jet., Que. This is one of the two plants for the manufacture of chicory in Canada. Seventy thousand pounds of chicory were destroyed, together with about 20 ovens and other equipment. Eighty acres of chicory carrots are expected to be a loss on account of inability to manufacture them. There was no insurance.

### HOOVER TO HEAD RELIEF ADMINISTRATION

THE plan for the appointment of Herbert C. Hoover as Director-General of Relief, in charge of the entire food and relief administration for the European allies and the United States, has been given approval, it was learned yesterday, by the very highest American authority. It now goes before the Supreme War Council for final determination.

The relief plan involves, besides the appointment of Mr. Hoover, the use of the large passenger ships Imperator, Bismarck and other big steamers in German ports for relief work and to help in securing the return of the forces in Europe within a comparatively brief period.

### CALIFORNIA LEMON CROP WILL FEED CONTINENT

WITHIN the next two or three years California will produce enough lemons to supply the entire United States and Canada and some for export. This will have a serious effect on the importations of Sicily lemons, and they may be crowded out of the market as Spanish Valencia oranges were by the California variety. The consumption of lemons in the United States and Canada in recent years has amounted to about 12,000 carloads, of which California has supplied two-thirds and Italy the remainder.

## Farmers Set Fair Food Price at Defiance

Farmers in Windsor Market Pay No Attention to Prices Set by Fair Price Committee  
—Eggs Sold 13c Above the Set Price—Threats of Prosecution

*Special Correspondence*

WINDSOR, Dec. 3.—Resenting the action of Windsor, Ont.'s, recently appointed Fair Price Committee in commencing their work by attempting to set the price of foodstuffs on the local market, Essex County farmers have banded together to oppose the movement, and threaten to open a co-operative store in Windsor.

While uniformed policemen, detectives and members of the city council stood passively by, watching developments on Saturday, November 30th, the farmers stolidly ignored the "government prices" posted on a large blackboard, and threats of prosecuting for overcharging. **Farmers Threaten to Start Retail Stores**

"We will start a co-operative store in Windsor," one United Farmer declared with emphasis, "and sell to the people direct. Why should we be bluffed into selling our produce at a price set by city merchants when they, and your real estate men can continue to charge what they like. We feel it is discriminating and we won't stand for it.

"We don't ask anyone to buy from us. They can take what we have or leave it. Our supplies cost more and so does transportation into Windsor. Further-

more, those who want what we have to sell are willing to drive out to our homes in their automobiles and pay us our prices."

Ald. H. W. Wilson, chairman of the "Fair Price Committee," was reported to have said that proceedings would be instituted against farmers who refused to comply with the fixed price ruling, and the offenders either arrested or forbidden use of the market, but in spite of this rumor, the farmers stuck to their guns.

Eggs sold at 75 cents per dozen, 13 cents above the "fair price" list quotation. Butter brought 60 cents per pound, 5 cents more than the figures allowed.

Dressed chickens sold for 35 and 40 cents per pound although the committee had determined 30 cents as a reasonable charge; and this situation prevailed all along the line.

F. A. McMurray, formerly manager of the lard department of the Wm. Davies Co., Ltd., Toronto, who enlisted some time ago with the C.O.T.C., has been relieved of his military duties and returned to his desk with the above company the first of this week.

### U.S. EXTENDS VALIDITY OF IMPORT LICENSE

In United States War Trade Board Ruling 315, issued November 11, 1918, the War Trade Board announced that all import licenses would be valid to permit shipment of the commodities referred to therein within a period of 90 days from the date of the issuance of the license. The War Trade Board now announces in a new ruling (No. 345) that henceforth all import licenses which have been issued, or of which extensions have been issued, on or after August 25, 1918, or which may hereafter be issued or extended, will be valid indefinitely unless revoked, provided it is not otherwise expressly stated in the license. The provision printed on the import license forms which have been and are still in use, that the license is valid for 90 days only, will, therefore, be disregarded.

Consuls have accordingly been authorized to certify invoices under license numbers cabled to them until the amount of the license is exhausted irrespective of the date of shipment.

# CANADIAN GROCER

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ESTABLISHED 1886

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H. V. TYRRELL - - - - - General Manager

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### WHY NOT BLAME THE PUBLIC?

THE gentlemen of the daily press who are so diligent in their vituperations against all those who are supposed to be maintaining the high cost of living, fail in many instances to realize the facts of the case. To take the packing business for instance, the business that has absorbed so much of the attention of these amateur reformers in months past. All is not as simple as might appear. The public purchases their products it is true in large volumes, and at good prices. But the public has marked preferences. They like certain grades of bacon and certain grades of ham. These they must have; lower prices of other grades are no great inducement. Yet beef is not all beefsteak, nor are hogs all breakfast bacon, and so long as the public does its purchasing as though they were, so long will high prices prevail. On the consumer himself rests a very large part of the blame for the high cost of living.

### A WORD ON LABOR

THE head of a large mercantile plant, when questioned as to his attitude to the present labor problem, stated that in his plant there was no thought of any curtailment of wages. "Wages must remain high," he stated, "and we are going to maintain them. We are making some changes, however. There are men who in the past years would brook no suggestions, whose reply to criticism was 'Go to h—; if you don't like it I can go down the next block and get another job in ten minutes.' The sad fact," stated this employer, "was that they

could and so we had to submit. Conditions now are different, and we are going to keep and maintain the wages of the men who behaved decently when things were coming their way, but we will replace the others by men from overseas.

There is the crux of the labor situation, the real workman, the man who was giving service, and who was trying to work for the benefit of his employer as well as himself, has nothing to fear in the way of lost jobs or wage declines. But the "Go to Hell" boys are in for some tough sledding.

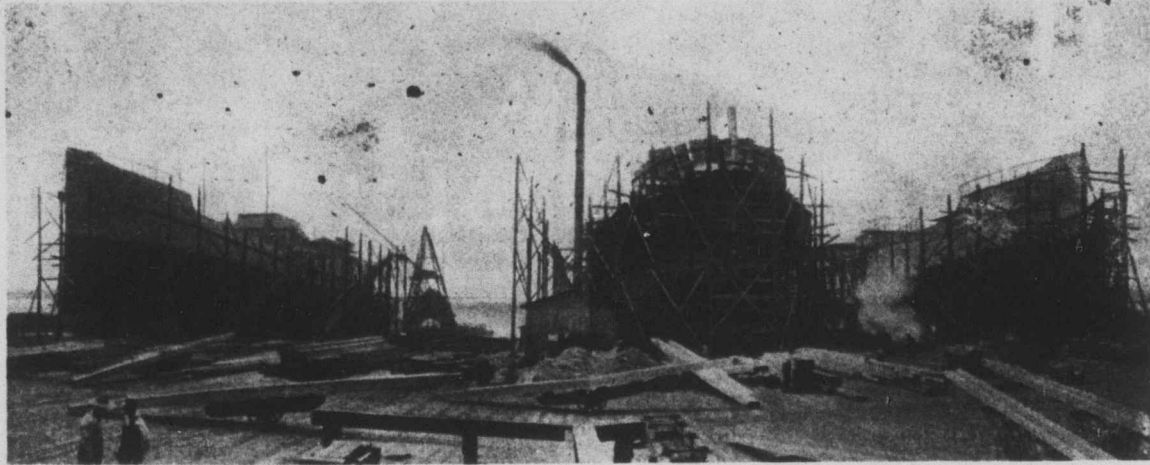
### CANADA'S LOSS HEAVIEST

NO nation is able to maintain a worthy position in industry and commerce if it permits the wealth it has created to be wantonly and needlessly destroyed. Yet, for many years, Canada has permitted heavier fire losses than any other country in the world, a proof of unrestrained carelessness that amounts to a national disgrace. Nero was properly despised for enjoying himself while Rome, his imperial patrimony, burned. But there is no essential difference between his action and that of the thoughtless Canadian citizen who refuses, or at any rate neglects, to do all in his power to prevent destruction of millions of property every year. Citizens are individually responsible, retailers especially, for the creation of a public sentiment that will demand legislation to fix responsibility and punishment for fires; that will insist on better building construction and the enactment of saner insurance legislation. These advances will only be made when an aroused and insistent public opinion demands that legislatures take action.

### CANADA'S NEW OUTLOOK

EVEN before the war Canada held a prominent and increasingly important place, not only in the Empire, but in the world. The work of the Dominion during the past four years has given this country an entirely new and much broader status than ever before. This is due to the splendid valor of the Canadians on the firing line and to the surprising work done by the people at home. The splendid way in which manufacturers responded to the great calls made upon them has turned the eyes of the world to this country. Now that peace has come, will we retain and improve our position or not? There is every indication that Canada will improve her position. Already inquiries are coming in in large number for manufactured goods and raw materials. This is not alone in the line of foodstuffs, for which there will be a market for years to come. This means that Canada's factories are going to remain busy and that her exports will continue to grow. A great agricultural country with a ready market for everything it produces, has a stability that makes for soundness and national prosperity.

## Current Events in Photograph



SHIPBUILDING ON THE PACIFIC COAST

**T**HE building of ships of all kinds has, since the war, received a stimulus which in several sections of Canada is making it one of the leading industries. Many thousands of men are engaged at various points in turning out ships which as soon as possible will be put on the European trade routes to take the place of those sunk by the Hun submarines. On the Pacific coast, owing to the great supplies of timber available, many large wooden ships are being constructed. The photo shows a scene in a Western shipyard. On the Eastern coast the ships under construction are both wood and steel.

## Coffee Goes Higher and Higher

Reaching Levels That Will Require General Price Revision of 3 to 7 Cents a Pound—Cheapest Grade of Coffee Now Worth About 38 Cents

**M**ARKET conditions on coffee show that this commodity is reaching levels which may result in a general revision of prices upward of from three to seven cents per pound all around. As a matter of fact, the cheapest grade of Santos coffee could not be bought to-day, brought in, roasted, put into a container, and sold at cost at a figure less than six cents per pound higher than the selling basis of 32c now in effect.

One may ask how this is arrived at. CANADIAN GROCER secured figures from one of the largest importers, which are illuminating. The cheapest green bean procurable in Santos coffee was taken as an example, and the price in round figures which formed the basis was 20c—to-day's quotations are even higher.

The lowest grade then costs 20c per pound. There is a war tax of 7c per pound, and freight and exchange are equal to 1c per pound; there you have green coffee costing 28c per pound laid down. The coffee loses about 16 per cent. in the roast, which brings the cost up to about 33c, to this 1c can be added for the container. Selling cost and over-

head charges range from 15 to 20 per cent. Even a lower figure might be taken, 10 per cent., and it looks as though the cheapest coffee offered is going to cost 37½c per pound. If 3 per cent. net profit is added, it means that the cheapest coffee will have to retail around 50c per pound. As stated above, the price to the trade to-day locally on Santos coffee is 32 to 33c per pound. It would cost the importer and roaster to-day to bring in and prepare for sale 37½c.

In the face of this condition, higher prices are bound to come. The Brazil market is very strong, prices being up about 1½c per pound during the week. That the figures are expected to remain high can be determined by the freedom with which importers and roasters in the United States are buying their supplies. There are small stocks in the United States from all reports and efforts to replenish these to a point more nearly normal are being made. Locally, stocks are fair for immediate requirements of the trade. A general stiffening of prices is reported this week on all grades, and it looks as though the better grades will go up anywhere from 3c to 7c per pound.

## FAIR PRICE OFFICERS FOR VANCOUVER

Fair price officers for Vancouver, to keep tab on local vegetable and produce retail prices, are to be named shortly, according to action taken by the City Council recently.

## OUTPUT OF PETERBORO' CHEESE BOARD TOTALS HALF A MILLION

The value of the cheese industry this year to the patrons of the factories represented on the Peterboro' Cheese Board has been estimated at \$516,875. An approximation of the season's production has been fixed at 27,000 boxes, or 2,205,000 pounds. Practically all of this was for export. At the first meeting of the board on May 23, 22 7-16 cents was paid for cheese and the top price was reached in November, when 25¼c was paid for urgent local orders by a Montreal house.

## LICENSE MUST BE RENEWED

All licenses demanded under the Canadian food regulations and issued by the Canada Food Board, will have to be renewed on their expiration. Such was the ultimatum issued by Col. F. J. Clark of the Winnipeg food office this morning.

The fact that hostilities have ceased and that along certain lines food rationing is no longer enforced does not alter the requirements of the Canada Food Board that licenses from concerns dealing in foodstuffs be obtained.





A Suggestion for the Christmas Window Contestant

#### Gasoline Restrictions Repealed

Removal of all restrictions on the retail sale of gasoline is announced by the fuel controller. Dealers may therefore continue to do business as in the past. The recent regulations were adopted following upon an investigation and report by Dr. McFall, of the cost of living branch of the department of labor.

Since then a further investigation and report has been made and submitted by him and as the conditions which necessitated regulation of the gasoline trade have now been relieved by the practical cessation of the war, an order-in-council has been passed on the fuel controller's recommendation, entirely cancelling the present regulations. Dealers may now sell gasoline without license from the fuel controller, and the fees already paid will be returned to the applicants. The repeal of the regulations in question also removes the restrictions regarding the sale of gasoline on Sundays.

#### SUGAR CONDITIONS EASE IN U.S.

The United States Food Administration on Tuesday of this week lifted the only remaining parts of its ban restricting the use of sugar in the United States when it announced that it had rescinded rules Nos. 8 and 9 from the general orders for public eating-places. These were the last remaining rules restricting the use of sugar. It was explained that this action was based on the increased supply of Louisiana cane sugar and Western beet sugar, and the fact that

the new Cuban crop is expected shortly.

These rules forbade the use of the sugar bowls on the table, and limited the service of sugar to two teaspoonfuls per person per meal, and to four pounds for every ninety meals served, including all uses.

Sugar restrictions have at the same time been removed from the home, and consumers are no longer required to observe the ration of four pounds per per-

#### STORES CAN BE CLOSED ONLY ON THE PETITION OF 75 PER CENT. OF THE MERCHANTS INTERESTED

A number of enquiries have been received of late relative to the law regarding early closing. Some merchants are protesting against early closing being thrust upon them. In some instances, too, the closing hour has been set at 5 p.m., which some merchants have found to be decidedly detrimental to their business. As far as Ontario is concerned the law in the case is that on the presentation of a petition signed by 75 per cent. of the merchants interested a by-law shall be passed requiring the closing of all stores doing a business in the line dealt with in the petition. Some civic bodies have gone so far as to pass by-laws closing certain stores at 5 o'clock. This is not within their legal rights. No stores can be closed by civic action other than to meet some grave danger as in the case of the influenza epidemic

without the unanimous consent of the merchants interested. In such a case, of course, no legislative action is necessary.

#### LIGHTING OF STORE WINDOWS MUST NOT ENTAIL GREATER CONSUMPTION OF POWER

Some merchants seem to be of the opinion that the removal of the restrictions on the lighting of store windows gave them authority to use all the power for lighting that they were willing to pay for. This is not the case. When the prohibition against the lighting of store windows was withdrawn owing to the energetic action of the Retail Merchants' Association, it was with the definite understanding that the change should not entail any additional demands upon the supplies of power available, which were still essential for the carrying on of necessary industries.

It is permissible to light store windows until further notice, but such lighting must be at the expense of the lighting of other departments of the store, and must mean no increase in the actual amount of power consumed. An increased consumption would in all probability get the merchant into difficulties and in all probability mean the withdrawal of the concessions permitting the lighting of windows. This condition obtains in all communities served by Hydro Electric Power.

# Enquiry Department

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

### COST OF DOING BUSINESS IN CANADA

Will you please send me a copy of CANADIAN GROCER in which you published the cost (per cent.) of doing business in the various cities of the Dominion? If unable to do so, please tell me the date of the publication.—Forsyth, Jr., Dartmouth, N.S.

Answer—The article appeared in CANADIAN GROCER Oct. 29, 1915, page 92. It is out of print. We would be glad to furnish any data required from this article, but of course conditions have changed since 1915 and it is very doubtful if the percentages would be correct for present-day business.

### ON EARLY CLOSING

Could you tell me if a town can pass a by-law to close the grocery stores at 5.30? A part of the grocers here want to close, but my business calls for more time. I always close at 6.30. I have it in mind that I saw in CANADIAN GROCER some time ago that no town could enforce a closing before 7 o'clock.—E. Gallagher, Strathroy, Ont.

Answer—Merchants cannot be compelled by civic by-law to close before 7 o'clock. To pass such a by-law it is necessary to have the consent of 75 per cent. of the merchants interested. The stores can close at 5.30 p.m. by mutual consent, but it must be a unanimous decision of all the merchants interested.

### EARLY CLOSING AGAIN

By a sufficient number of signatures on a petition can a township council be compelled to pass an early closing by-law?—A. R. Miller, Stoney Creek, Ont.

Answer—Yes. If 75 per cent. of the merchants interested sign a petition asking for closing at 7 p.m. the by-law must be passed. Stores can be closed earlier only by unanimous consent.

### USE OF MATCH TAX STAMP

Is it necessary for a merchant to affix the tax stamps to each individual box of matches in a packet, or can he place the stamps on the outside of a packet?—Grainger & Clifford, Creelman, Sask.

Answer—The regulations state that the stamp must appear on the box. Where, however, individual boxes are done up in sealed packages of three or more, which packages are sold direct to one consumer,

our judgment would be that it would be quite within the spirit of the regulation if the necessary stamps were placed on the sealed package.

### WHERE TO OBTAIN PRICE CARDS

Where can I obtain price tickets or price cards?—Jacob Schweitzer, Conestogo, Ont.

Answer—The Store Helps Manufacturing Co., 16 Pearl St., Toronto, is the Ontario branch of the firm of the above name who manufacture such cards. The head office of the firm is in Calgary, Alta.

### THE COST OF DOING BUSINESS

What must be included to obtain a correct statement of the cost of doing business?—C. J. Chapman, Calgary, Alta.

Answer—The items that must be included are: (1) Selling expenses, including wages of sales force, advertising, wrapping and parcelling; (2) Delivery expenses, including wages of delivery force, rent of stable, feed or gasoline and upkeep charges on horses or motor delivery; (3) Buying expenses, salaries of buyers and incidental expenses of buying trips; (4) Management expenses, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.; (5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store, whether owned or leased, storage fees, fuel, light, power and necessary supplies thereto; taxes, insurance, repairs of store equipment, depreciation of store equipment; (6) Miscellaneous expenses, including telephone, telegraph, ice, water, janitor, donations, dues, trade associations and subscriptions, collection expense and all the items not provided for; (7) Losses from bad debts. In the summary we follow the system of the Howard Business Bureau. Henry Johnson, Jr., will deal more definitely with the question at a little later date.

### PRESERVING EGGS—NAME ON HONEY TIN

How much lime should be added to a gallon of water for preserving eggs? We have honey in pails—is it legal to sell this without the name of the man we purchased it from?—Canthers & Currie, Collingwood, Ont.

Answer—(1) As much lime as the water will absorb, or roughly about seven pounds

to ten gallons of water; (2) The producer's name is not necessary on a honey tin.

### AGENCIES FOR OIL

Where can I get agencies for all kinds of oil? The Imperial Oil Co. has a representative here.—O. V. Van Huyse, Swan Lake, Man.

Answer—Make application to any of the following companies: Canada Oil Co., Ltd., Toronto; Queen City Oil Co., Toronto; Dominion Oil Co., Hamilton, Ont.; Empire Refining Co., Wallaceburg, Ont.

### LAWFUL TO SELL TO BOARDING HOUSES

Is it lawful for a packing and provision house (wholesale), to sell goods to a standard hotel or boarding house?—H. B. Marshall, Newmarket, Ont.

Answer—Yes. It is lawful for any licensed vendor to sell to anyone having a license; hotels and boarding houses come in this list.

### XMAS STOCKINGS

Kindly let us know where we can get big Christmas stockings?—Murphy & Demont, Windsor, N.S.

Answer—Try Moir's, Ltd., Halifax, N.S.

### THE NATIONAL CANNERS' ASSOCIATION CONVENTION

The National Canners' Association Convention is being held in the La Salle Hotel, Chicago, January 20 to 24 inclusive. Meeting on the same dates and in the same place will be the conventions of the Canning Machinery and Supplies Association, and the National Canned Foods and Dried Fruit Brokers' Association. It is expected that a goodly number of Canadians will be present at these gatherings.

### U.S. CANCELS RESTRICTIONS IN USE OF TIN IN COFFEE CONTAINERS

The United States Food Department has withdrawn the restriction imposed on the packing of coffee. The rule in question became effective October 1, 1918, and referred to the use of tin and other containers. Under the new order all restrictions against the use of tin in containers is withdrawn.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers

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Name .....

Address .....

# CURRENT NEWS OF THE WEEK

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

## MARITIME

Risnick & Davis, general store, Five Island, N.S., have dissolved partnership. Morris Fineburg, New Waterford, N.S., has suffered loss by fire.

## QUEBEC

H. P. Begin, grocer, Levis, is dead. J. S. Hogue, grocer, Louiseville, has sold his assets. Jules Belanger, general storekeeper, Beauport, is dead. Omer St. Jean has sold his grocery department to M. St. Jean. The Quebec Potato Produce Co. of Mont. Joli, has obtained a charter. Mrs. Gosselin has sold her grocery business to F. Richard, 1389 Logan Ave. W. J. Sheely has been confined through a somewhat severe illness, this week.

A. Durocher has sold out his grocery business to A. Laverdiere, 1488 Bordeaux St.

M. E. McKenzie, produce, feed and grocery merchant of Richmond, Que., was this week a visitor in Montreal.

Wallace G. Baker, of Toronto, was a caller at the Montreal office of CANADIAN GROCER last week.

John E. Turton, wholesale grocery broker, Montreal, has moved to larger quarters. His address now is, Board of Trade Building, Montreal.

Fred Lytle, of the firm of T. A. Lytle, Toronto, was in Montreal this week. Mr. Lytle was accompanied by C. McHenry of the Toronto office.

W. J. Sheely, late with Freeman and Sheely, has opened a brokerage business in his own name at 209 Coristine Building, Montreal.

John A. McConnel, city representative for J. L. Freeman and Co., and who has been confined through illness, is on his territory again.

E. Lesage, of De La Firme Lesage & Co., importers and exporters, Anvers, Belgium, was in Montreal this week relative to the purchase of foodstuffs for export to his country.

C. B. Hart, Reg'd, Montreal, has been appointed the Montreal and District representative of the Suffolk Peanut Co., of Suffolk, Va. Mr. Hart's territory will include part of Quebec and Eastern Ontario from Brockville to Sherbrooke.

F. G. Bendon Utility Co., have opened a brokerage and manufacturer's agency business in Montreal at 87 Notre Dame St. W. Mr. Bendon was formerly representative for the California Associated Raisin Co. of Fresno, Cal.

## ONTARIO

A. G. McDowell, grocer, Dunnville, is dead.

D. R. Duncan, grocer, Owen Sound, is retiring from business.

## PRODUCE MAN HEADS TORONTO MILITARY DISTRICT

**Col. John A. Gunn, President of Gunns, Ltd., Succeeds Major-General Logie in Command of Toronto District**

Col. John A. Gunn, C.M.G., D.S.O., president of Gunns, Ltd., Toronto, has been appointed to succeed Major-General Logie in command of the Toronto Military District and took over his new duties on December 2.

Col. Gunn is an officer of long standing in the Canadian militia. He organized the 24th Battalion, C.E.F., which he commanded with distinction in the field, and has served overseas continuously until a recent date. For some months



COL. JOHN A. GUNN.  
President of Gunns Ltd., and new commander  
of the Toronto Military District

before returning to Canada, Col. Gunn was specially charged under the Overseas Minister with the problem of dealing with the allocation and conservation of manpower in France and England, and many reductions in the strength of units and other important economies were effected by his efforts.

Since returning to Canada a few weeks ago, Col. Gunn has been retained in Ottawa with a view to acquainting himself with the procedure laid down in connection with hospitalization and demobilization.

His long military experience, which commenced in the Queen's Own Rifles, Toronto, and his business ability, eminently fit him for the duties to which he is now assigned.

E. H. Howey, general storekeeper, Fairfield Plain, has sold out.

Sample & Linton, grocery and crockery, Essex, have sold out to A. Rames.

W. M. Pettigrew, butcher, Beachburg, has been succeeded by G. S. Bennett.

Wesley Vanderburg, general store, Porter's Hill, has sold to W. D. Williams.

Bond & Wilkinson, general merchants, Mount Brydges, have been succeeded by E. R. Bond.

Wm. H. Metcalfe & Co., Kitchener, Ont., are retiring from business, and are advertising their fixtures for sale.

A. G. McDowell, grocer, son of Mr. and Mrs. Frank McDowell, Dunnville, died on Tuesday of last week in his 35th year. Mr. McDowell was a member of the Board of Education, assistant chief of the local fire brigade, a member of Amity Lodge, A.F. and A.M., an active Oddfellow and took a keen interest in all municipal affairs.

## WESTERN

P. A. Postella, general merchant, Mink Creek, Man., is dead.

Luke H. Irwin, general merchant of Leney, Alta., is dead.

Wm. Murphy, butcher, Aylesbury, Sask., has sold to J. R. Stoney.

Mrs. L. Pereles, Durban, Man., has sold to the Inwood Supply Co.

A. C. De Briant, general store, Shaunavon, Sask., has sold to M. Cohen.

Andrew Hislop, general storekeeper, Purves, Man., has suffered loss by fire.

S. & P. Murray, grocers, Weyburn, Sask., have been succeeded by Murray & Hamilton.

W. P. McAvoy, general store, Boissevain, Man., has been succeeded by McAvoy & King.

Jacob W. Reimer, of K. Reimer & Sons, Limited, general merchants, Steinback, Man., is dead.

Bernard & Maurice Shaw, Vegreville, Alta., have been registered under the firm name Vegreville Farmers' Supply Co.

Bertram H. Parker, Geo. H. Robinson and C. H. Robinson, Wetaskiwin, Alta., who have been doing business under the name of the Royal Meat Market, have dissolved partnership, Bertram M. Parker continuing the business alone.

News has been received of the sudden death of Kenneth R. McClellan at Swan River, Man. He had purchased a milling business there, and Mrs. McClellan and the four children had left here some two weeks ago to join him in their new home. Mr. McClellan had been in poor health for some time. He was the eldest son of Mr. and Mrs. J. C. McClellan of Powassan, Ont., and was in his thirty-seventh year. For years he was associated with his father in the milling business at Powassan, and also managed the electric light plant till it was taken over by the Nipissing Power Company.

**OFFICERS ELECTED TO WESTERN ONTARIO BOARDS OF TRADE**

At the concluding session of the United Board of Trade of Western Ontario, held in London, Ont., recently the following officers were elected: President, John Bridge of London; Vice-presidents, F. McClure Sclanders, of the Border Cities Chamber of Commerce, for Essex, Kent and Lambton; Elias Lemon of Owen Sound, for Grey, Bruce and Huron; Geo. S. Matthews of Brantford, for Brant, Norfolk and Elgin; T. J. Hannigan of Guelph, for Wellington, Waterloo and Perth; Secretary-Treasurer Gordon Philip of London; Executive Committee: S. C. McLeod, Stratford; G. S. Matthews, Brantford; G. L. Moore, Goderich; D. B. Detweiler, Kitchener; Arthur J. Dunn, Chatham; F. McClure Sclanders, Border Cities; Elias Lemon, Owen Sound; W. H. Kenny, Sarnia; John Dowler, St. Thomas; T. J. Hannigan, Guelph; John Bridge, London; H. Sykes, Woodstock.

**GUELPH, ONT., TO ENLARGE BOARD OF TRADE**

The Guelph Board of Trade has decided to conduct a big membership campaign in the near future, with an objective of not less than five hundred members. The campaign will be held before Christmas, and will be followed by a complete reorganization of the Board.

**CARTER, MACY & CO. OF CANADA OPEN BUSINESS**

Carter, Macy & Co. of Canada, Ltd., have absorbed the business of the John Duncan Co. and the same will hereafter be conducted under the above name. The Montreal address is at 296 St. Paul St. West and the company has offices in Toronto, Winnipeg and Vancouver, and are direct importers, selling to the jobbing trade direct.

**MONTREAL GROCERS ELECT OFFICERS**

A meeting of the Montreal branch of the Retail Grocers' Association held last week elected the following officers for the ensuing year: President, J. A. Debien; Vice-presidents, J. C. Cusson and J. O. Pesant; Secretary, U. L. Sansregret; Treasurer, L. O. D'Angencourt, and Auditor, J. Dubois.

A feature of this meeting was the attendance of E. M. Trowern, Secretary of the Dominion Board, who addressed the members present and outlined the proposals of the Dominion Association as to measures desirable for protecting the interests of the grocers everywhere. He appealed to the members for a share of their interest and support in the larger efforts of the Dominion Association.

**WESTERN ONTARIO BOARD OF TRADE MEET**

The Western Ontario Associated Boards of Trade held their first meeting last week in the Commercial Travellers' Association Rooms, London, Ont. Men prominent in public life in the more im-

portant centres of Western Ontario comprised the visiting delegations.

The object of the organization is to "promote the agricultural, commercial, manufacturing and financial interests of the citizens of Canada, and more especially of Western Ontario, and to forward any matter of general public interest approved by the Association."

**U.S. INTERNATIONAL COMMISSION ADVOCATE METRIC SYSTEM Recommend the Adoption of This System to Aid Commercial Relationship With Outside Countries**

The use of the metric system throughout the United States, which has been agitated for years, to be employed in every line of trade, has been given a decided impetus by the war and more recently by the approval of the International High Commission of which Secretary of the Treasury, Wm. G. McAdoo, is Chairman. The European countries have been using the system for many years and it has been argued that its adoption in this country would provide a uniform method throughout the world.

The resolution adopted by the commission is as follows:

"The United States section of the International High Commission, having in view the present efforts to bring about the exclusive use of the metric system of weights and measures within the jurisdiction of the United States, resolves:

"1. That in the opinion of the section the adoption of that system would be productive of great advantage in the commercial relations of the United States with the other American Republics.

"2. That the Secretary of the section be directed to communicate a copy of this resolution to the chairman of the proper committees of the Senate and the House of Representatives."

Once the system is thoroughly understood it is contended that it is more simple than the present pound and ounce way in vogue in this country.

**HEAD OF W. H. MALKIN CO. RECEIVES OVATION**

One hundred Victory Loan workers, and other citizens, gathered at the Vancouver Club recently at a complimentary dinner to W. H. Malkin, head of W. H. Malkin Co., Ltd., wholesale grocers, Vancouver, and chairman of the Victory Loan committee of 1918. A beautiful silver rose bowl, suitably inscribed, was presented to Mr. Malkin by Mayor Gale and P. G. Shallcross on behalf of the donors, both gentlemen paying high tribute to Mr. Malkin's superb conduct of the whole campaign.

**REEVE OF GREY COUNTY CHAMPIONS GOOD ROADS**

John Boyd, of J. & W. Boyd, Markdale, Ont., retiring reeve of Grey County, in his retiring address to the County Council, dealt with many matters of importance that had engaged the public attention during the past year. Among other matters he laid great stress on the need for good roads, a question that is

of vital importance to many merchants.

"The council," he said, "should take some action regarding the purchase of county road machinery. The county is at a serious disadvantage in maintaining roads without machinery. A number of outfits should be purchased and this matter should be taken up at this session."

**WHAT THE JUNKERS PAY FOR FOOD**

An intrepid newspaper writer, who succeeded in making an incognito trip through Germany recently, announces the following prices for groceries and food existing in Berlin three months ago.

	Marks	
Unadulterated tea, per lb...	40	\$10.00
Chocolate, per lb.....	45	11.25
Butter, per lb.....	16	4.00
Chicken, per lb.....	12	3.00
One Goose.....	140	35.00
Goat and rabbit sausage, per lb.....	10	2.50

A profiteer is called a "hamstringer" in Berlin. The city is full of them and secret sales of goods at exorbitant prices prevails.

With invasion from our victorious allied armies close at hand and these conditions existing within, William Hohenzollern saw his last ray of hope to dominate the world vanish.

**New Goods Department**

**T. H. ESTABROOKS CO., LIMITED**

The T. H. Estabrooks Co., Limited have just got out a new package. Instead of



the lead package in which Red Rose Tea has been sold to the trade for years, it is now packed in a waxed board carton. The company points out this is stronger than the lead package and is airtight and odor proof. An illustration of the new carton is shown herewith.

**A NEW BRAND OF CANE SYRUP**

A pure cane sugar is now being placed on the Canadian market by the Canada Sugar Refining Co., Ltd., Montreal. At present, this is put up in two pound tins only and the cases contain 24 of these. The product is made of cane sugar as the name implies and distribution, the company state, is being made in the regular way through the trade. They also state that other sizes may be offered the trade at a later date.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**C**OFFEE seems to be furnishing the most consistent features to the markets these days. Latest reports on Santos show a further advance for the week of 1½c per pound in Brazil, and from figures secured this week it has been shown where prices ruling on the Canadian market are about six cents below what the actual cost to importer and roaster to bring in would be to-day. Indications are that the better grades of coffee will reach higher levels too, and prices ranging up from 3c to 7c per pound seem a possibility in the not distant future.

Dealers report that orders placed for chicory are only being completed to about 25 to 50 per cent. of their total. The recent fire in one of the Canadian plants places some of the trade in a position where even less may be expected. Even at best, however, the outlook is for a greatly increased demand owing to high price of copper, and dealers feel that there will not be anywhere near enough chicory to go around.

**MONTREAL**—Advances this week have been made for coarse salt, Tarragona almonds, shoe dressing, various canned peaches and pears, table raisins and canned oysters. Coffee and tea are very firm. The prices of maple products and molasses, syrups, nuts and dried fruits are also very firmly maintained.

Easier tendencies have developed on rolled oats and oatmeals. Export business on these lines is expected to develop somewhat in the near future and then a reaction the other way is looked for.

Some export business for tea has developed, and it is expected that there will be a market for teas if Canada has any to offer Europe. The same development is expected with regard to canned goods, tomatoes and corn already being asked for, and some corn has gone forward.

Higher prices are asked for some vegetables, and cranberries are high. Oranges are more plentiful and the price ranges are wider.

The jobbers are looking forward to a reasonably good trade within the next few weeks for seasonable lines that they can supply. There is naturally a shortage of some Christmas goods.

**TORONTO**—A general revision in the better grades of coffee has been reported, prices moving up from 1 to 2c per pound. Santos is quoted well below replacement value, and outlook is that sharp advance in this grade is due.

Other manufacturers announce advances in their laundry soaps this week, prices being up from 25c to 45c per case. Higher levels have been reached on canned milk.

Nut markets show further fluctuations this week. New crop filberts have arrived, and as expected, prices have declined in line with futures quoted a couple of months ago. Walnuts are firmly held, with supplies none too heavy. Some sources report a decline in Jumbo roasted peanuts of 2c per lb.

Some shading of the prices on rices has been reported, but this is principally in jobbing lots. The orange market is slightly easier this week, while lemons are down as much as \$1 per box in some quarters. Cucumbers and hot-house tomatoes are again on the market and ruling at high prices. Cereals have remained steady, with a firm undertone.

**WINNIPEG**—Wholesalers are now preparing for the big holiday demand around Christmas, and reports are that they have good stocks of all lines. An easier feeling has developed on acid fruits. Now that the influenza epidemic is on the decline, the demand is not so large and supplies are freer.

The tea market shows that stocks of some qualities are scarce. Prices throughout the week have held firm and there is no indication of a decline in values for some time to come. The expected demand from Europe for quantities will, it is expected, supply a firm undertone to the market.

There has been very little activity shown on the syrup market. The trade is along normal lines, and prices were unchanged and any change will depend on the condition of the market alone. The demand for corn syrup is fair and prices will be affected by quotations reached on corn in the United States. While prices remain at the high point they are at present, no decline is to be expected.

# QUEBEC MARKETS

**M**ONTREAL, Dec. 4.—General conditions in the grocery trade this week are those showing a maintained price basis for most lines, and with a fairly good volume of business reported. Prices issued on Tarragona almonds, shoe dressing, canned peaches and pears, table raisins and coarse salt show advances. Coffee prices and tea prices are very firmly held. Higher prices are being asked for some vegetables, and cranberries are very strong. Oranges are plentiful and price range wider.

## Coarse Salt Up 10c; Shoe Dressing 15c

Montreal.

**SALT, SHOE DRESSING.**—An advance of 10c per bag is made for coarse salt. The 140-pound bags are now selling to the trade at \$2 and the 100-pound bags at \$1.60. Shoe dressings of the Gilt Edge make are quoted up in one quarter at \$2.90, this being an advance of 15c per case.

## No Sugar Improvement; Prices Will Hold

Montreal.

**SUGAR.**—There is no probability of improvement in the matter of price on sugar, and none as regards supply, for the next few weeks. The allotment of raws for the immediate future will not permit of any speeding up by the refineries. These are now compelled to work intermittently as for some time past, and there will be no likelihood of steady melting becoming a feature for some weeks at least. There is reason, nevertheless, to anticipate an improvement after the first of the year, providing

transportation can be secured to carry the raw product.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

## Peaches Up 30c; Vegetables Easy

Montreal.

**CANNED GOODS.**—The strong firming tendencies on peaches is borne out in an advance of 30c per dozen for No. 2 yellow. This is made by one jobber, and the tendencies are decidedly firm. For 2½s the advance is made from \$3.60 to

\$3.75 per dozen. The position for canned corn and peas and for imported goods still holds firm and high. In fact there is little chance of corn being low, the export enquiry coming to hand being greater than ever. As a matter of fact some supplies have already gone overseas. On tomatoes and some of the ordinary Canadian lines the market rules easier with few sales recorded. Several lines of canned peaches, pears, and canned fish, etc., have been received by one jobber.

Salmon Sockeye—

Clams, No. 1	2 10
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
½ flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., ½s, flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (¼s)	22 00 20 00
Lobsters, ½-lb. tins, doz.	3 60 3 65
Do., 1-lb. talls	6 90
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50 16 50
Sardines, French	32 00
Shrimps, No. 1	2 25
Crab meat (Japanese), ½'s	6 00
Crabs (dented), No. 1	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 3s	1 95 2 02½
Tomatoes, U.S. pack, 2s	1 40 1 50
Tomatoes, 2½s	1 90 1 92½
Tomatoes, gallons	6 00 7 05
Peas, standards	1 45 1 47½
Peas, early June	1 57½ 1 60

## FLASHES FROM THE WEEK'S MARKETS

Oysters underwent an advance during the week of 65c for the No. 3 size package. Increased cost of cans, boxes, ice, coal, power, etc., as well as a straight increase to the openers of 10c per gallon, being factors.

Storage eggs have moved up another 1c per dozen. New laids are firm and unchanged. Receipts show improvement.

Large cheeses are being quoted as high as 29c and twins 29½c per pound in some quarters.

Lemons came down as much as \$1.00 per box in some quarters during the week. The California crop is good but no word of any early arrivals of Messinas is available.

Coffee advanced another 1½c per pound in Brazil this week. Even in the face of higher prices reached, roasters and importers in the United States are buying freely to replenish stocks which are considered low.

Shelled filberts in Toronto are being quoted at 36c to 38c per pound for new crop nuts. Jumbo roasted peanuts have sagged in some quarters to 20c per pound. Tarragona almonds are again higher on the New York market.

Live hogs climbed another 25c this week. The aristocratic tendencies of the pig seem to be well

established, so lower prices are hard to bring about.

Canadian apples have again been given an opportunity to reach the British market. Already some have been shipped and British buyers are in close touch with the Canadian trade. A stiffening of prices may follow.

Coarse salt shows an advance of 10c per bag.

An advance of 15c per case has been made in one line of shoe dressing this week.

Canned yellow peaches show new prices this week of \$3.75 per dozen for 2½'s. This is an advance of 15c. No. 2's are up 30c per dozen.

Export inquiry for canned corn and tomatoes has been a development of the week. In fact, some corn has already started overseas. Looks like a firm market on these two lines, although some shading of prices on tomatoes is reported.

A shading of prices on rice is reported in some quarters. This is principally in jobbing quantities. Tapioca is steady with a firm undertone.

Table raisins for the holiday trade are higher this year.

Rolled oats declined 20c per bag and oatmeal dropped 25c per bag in Montreal this week.

Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57 1/2
Peas, Moigan, extra fine	2 20
Beans, golden wax	1 95
Beans, Refugee	1 95
Do., old pack	1 80
Do., new pack	2 00
Beans (new sliced), 2-lb.	1 40
Do., (old sliced), 2-lb.	1 60
Corn, 2s, doz.	2 20
Spinach (U.S.), 3s	3 00
Do., (U.S.), gallons	10 00
Corn (on cob, gal. cans), doz.	7 80
Red raspberries, 2s	4 00
Simcoes	2 75
Red cherries, 2s	2 60
Strawberries, 1918 pack (2s)	4 00
Rhubarb, 2 1/2s	2 60
Blueberries, 2s, doz.	1 85
Blueberries, gallons	7 00
Pumpkins, 2 1/2s	1 10
Pumpkins, 3s	1 75
Pumpkins (gallon), doz.	3 75
Potatoes, Can. Sweet, 2 1/2-lb. tins	2 10
Potatoes, Cal. Sweet, 2-lb. tins	2 75
Apricots (Cal.), 2 1/2s	4 40
Carrots, sliced, 2s	1 45
Apples (gallons)	4 00
Peaches, 2s (heavy syrup)	2 50
Peaches, standard grade, 2 1/2 lb.	3 25
Pears, No. 2	2 75
Pears (Bartlett), 2 1/2s	5 00
Pears, 2s (in light syrup)	1 85
Pears, No. 2 (heavy syrup)	2 50
Pears, gallon, (pie peeled)	7 00
Pineapples, 1 1/2s	2 25
Pineapples, 2s	3 10
Do., sliced, 2 1/2-lb. talls, doz.	4 20
Do., 1-lb. flats	1 90
Do., 2-lb. flats	3 25
Do., grated, 1s	1 90
Do., grated, 2s	2 90
Do., grated, 2 1/2s	4 20
Greengage plums (light syrup), No. 2	2 25
Lombard plums (heavy syrup), 2s	1 70
Do.	2 05

**Corn Syrup Selling; Molasses Quieter**

**Montreal.**  
**SYRUPS, MOLASSES.**—The demand for corn syrup and glucose has been steady and active, and the cane product, too, is active. Of the latter the supply is not very large owing to the shortage of raw material. It is stated that there will be an increasing sale for glucose, this being obtainable now in small quantities and being desirable for some purposes. Molasses markets still are steady and firm, and dealers having supplied themselves with their wants to a great extent, the market is rather quiet.

**MOLASSES AND SYRUPS.—The**

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.	0 07 1/4
Half bbls.	0 07 1/2
Kegs	0 07 3/4
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38 1/2-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case	5 80
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
<b>Cane Syrup (Crystal) Diamond—</b>	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80
<b>Prices for</b>	
<b>Barbadoes Molasses—</b>	
Punchons	1 13
Barreles	1 16
Half barrels	1 18
For outside territories prices range about 3c lower.	

**Lots of Rice; Prices Easy**

**Montreal.**  
**RICE.**—The price of rice still continues to be on the easy side but there

are no declines for the week. With a good supply of this in Canada there will be plenty to take care of the Canadian trade, and there is no indication of prices advancing on any line. The demand is fairly seasonable. Tapioca has been steady and rather on the firm side, with sales normal.

Ice Drips—Japan	11 25
Carolina	12 50
Siam, No. 2	9 00
Siam (fancy)	10 50
Rangoon "B"	9 00
Rangoon CC	8 75
Mandarin	10 00
Pakling	9 10
Tapioca, per lb. (seed)	0 14 1/2
Tapioca (Pearl)	0 14

**Almonds Reach 32c; Big Nut Movement**

**Montreal.**  
**NUTS.**—An advance of 3c per pound has been made for Tarragona almonds, and this makes the price as high as 32c for small lots. There is every reason to anticipate a maintenance of the present basis for nuts, for sales have been large and the amount of business has continued to be greater than anticipated. Full cars have been passing along to jobbers and the trade from this until the

**COCOA CLIMBING**

Primary points report markets are firmer and much unsettled. A further general advance has been reported, latest cables reaching the trade showing advances which range a good 30 per cent. over former figures. The outlook seems to be for continued high prices for some little time to come, and conditions at primary points are sure to be reflected locally in the not distant future.

new year will continue to be active, it is expected.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 55	0 55
Almonds (Jordan)	0 70	0 70
Brazil nuts (new)	0 28	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
<b>Peanuts (roasted)—</b>		
Bon Tons	0 25	0 25
Jumbo	0 25	0 28
Champion	0 22	0 22
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18 1/2	0 19
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2	0 14	0 14
<b>Peanuts (salted)—</b>		
Fancy wholes, per lb.	0 40	0 40
Fancy splits, per lb.	0 35	0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 28
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large	0 60	0 60
Jumbo	0 29	0 35
Walnuts (Grenoble)	0 16	0 18
Walnuts (new Naples)	0 85	0 95
Walnuts (shelled)	0 30	0 33
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

**Loose Raisins Up; Prunes Are Firm**

**Montreal.**  
**DRIED FRUITS.**—The price asked for table raisins is higher than ever, and this year's holiday trade will have to pay for the fancy lines higher prices than ever before. Some new muscatels found their

way in, and the prices on these range from \$5.50 for 3-crown to \$7 for 6-crown. In view of the fact that supplies of these are limited, it is likely that the market will hold very firm. Prunes are steady and firm, with little promise of declines. The general outlook is for a continued holding of the present basis, and with firming tendencies.

<b>Apricots—</b>		
Choice	0 26	0 28
Slabs	0 24 1/2	0 25
Fancy	0 30	0 30
<b>Apples (evaporated)</b>		
Do., fancy	0 16 1/2	0 20
Peaches (fancy)	0 21	0 23
Faced	0 19	0 19
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
<b>Drained Peels (old)—</b>		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 43
<b>Drained Peels (new)—</b>		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 10

<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$36.75; 6 crown cluster, \$7.00.		
Muscateles, loose, 2-crown	0 14	0 14
Muscateles, loose, 3-crown, lb.	0 15	0 15
Cal. seedless, 15 oz.	0 15 1/2	0 17
Cal. seedless, loose	0 14 1/2	0 16 1/2
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11 1/2	0 11 1/2
Valencias, 4-crown layers	0 16 1/2	0 20
Sultanas (bleached) 50-lb. boxes	0 24	0 29
Curran, old	0 24	0 29
Cartons	0 32	0 32
80 lb. Ainslia	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Dates, Excelsior, per case (36-10s)	7 00	7 00
Do., Dromedary (36-10oz.)	8 00	8 00
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
<b>Figs, Fancy Cal. White (Choice)—</b>		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateles, 4-crown, lb.	0 13	0 13

<b>Prunes—</b>		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14 1/2	0 14 1/2
90-100s	0 13	0 14
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15 1/2
90-100s	0 13	0 14
Oregon, 30-40s	0 16 1/2	0 16 1/2
40-50s	0 15 1/2	0 15 1/2
50-60s	0 12 1/2	0 12 1/2

**Beans More Active; Prices Easy**

**Montreal.**  
**BEANS.**—The undertone of the bean market is easy, but there have been no price changes this week. Any changes that may be made are likely to be those of declines, for there is ample stock and just a fair demand. So many districts have grown beans that rural demand is not heavy and the local trade is only fair.

<b>Beans—</b>		
Canadian, hand-picked, bush.	6 30	7 50
British Columbia	7 75	8 00
Brown Beans	8 00	8 40
Japanese	7 50	8 40
Yellow Eyes	7 50	8 40
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 00	8 59

Barley (pot), per bag 98 lbs. .... 6 50  
 Barley, pearl, per bag 98 lbs. .... 7 50 8 25

**Steady and Firm;**

**Coffee Holds**

**Montreal.**  
**COFFEE.**—The situation is steady and firm, but there are no changes of price in this market. The same will depend upon the outcome of the position at primary points. There coffee is still in the same firm position which it has held for the past month, and while relief is looked for there is nothing to indicate that this will manifest itself in the immediate future. Stocks are naturally limited, and one of the large importers at Montreal stated that they were allotting supplies in limited lots to their customers. Spot selling in New York is on a high price basis. Cocoa is steady and the jobbing trade has reported this line as being somewhat scarce. There is naturally a good demand for it at this season of the year.

**Coffee, Roasted—**

Bogotas, lb. ....	0 33	0 36
Jamaica, lb. ....	0 27	0 31
Java, lb. ....	0 40	0 43
Maracaibo, lb. ....	0 29½	0 32
Mocha, grades ....	0 35	0 39
Mexican, lb. ....	0 28	0 31
Rio, lb. ....	0 27	0 29
Santos, Bourbon, lb. ....	0 30	0 33
Santos, lb. ....	0 30	0 33

**Cocoa—**

Bulk cocoa (sweet) ....	0 25	0 30
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**Export Sales Made of Canadian Teas**

**Montreal.**  
**TEAS.**—Export trade for tea has developed, and one large importer stated to CANADIAN GROCER that he understood some teas had left this country for European account. That there would be more trade developed in this way was very probable, he thought. As a consequence of the fact that tea sales have not been active for some weeks, the present enquiry reported by the jobbing trade here indicates that business may resume greater activity. Already some sales have been made in a jobbing way. It is expected that the next few weeks will see a heavier movement to the retail sections of the country.

**Ceylon and Indias—**

Pekoe, Souchongs, per lb. ....	0 47	0 49
Pekoes, per lb. ....	0 51	0 54
Orange Pekoes ....	0 55	0 57

**Japan Teas—**

Choice ....	0 65	0 70
Early Picking ....	0 53	0 58

**Javas—**

Pekoes ....	0 41	0 43
Broken Orange Pekoes ....	0 43	0 45

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

Orange Pekoes ....	0 46	0 49
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**Maple Sugar High; Honey Has Held**

**Montreal.**  
**HONEY, MAPLE PRODUCTS.**—The price of maple sugar is very high, and to indicate how very strong the market is a sale was reported to CANADIAN GROCER of a large round lot this week at 30c per pound. The demand from big users can only be met when the big producers have supplies to offer, and these supplies are becoming scarcer with the advance of the season. Honey sales have continued on an active basis, and the

volume of trade has been seasonably good. Supplies have been larger than the earlier reports indicated.

**Maple Syrup—**

10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 50
Maple Sugar (nominal) .....	0 30

**Honey, Clover—**

Comb (fancy) .....	0 30
Comb (No. 1) .....	0 28
In tins, 60 lbs. ....	0 26
30-lb pails .....	0 27
10-lb. pails .....	0 28
5-lb. pails .....	0 25
Honey—Buckwheat, tins or bbls. ....	0 23

**Spice Prices Firm; Trade Better**

**Montreal.**  
**SPICES.**—The market is firm but without quotable changes of any kind this week. The country and city trade is very fair, and the amount of business offering is well taken care of by the trade. Stocks are reasonably good and the assortment is quite complete, with the exception of a very few lines.

Allspice .....	0 20	0 22
Cassia (pure) .....	0 35	0 37
Cloves .....	0 75	0 77

**CHICORY SCARCE**

Latest advices reaching the trade are to the effect that orders are only being filled to about 25 to 50 per cent. of their full amounts. The disastrous fire which occurred recently in one of the Canadian mills has seriously affected the output, and with coffee prices soaring there seems to be every reason to believe that the demand for chicory will be much heavier than usual. Dealers are of the opinion that there will not be by any means enough to go around.

Cream of tartar .....	0 95	1 00
Ginger .....	0 30	0 40
Ginger (Cochin or Jamaica) .....	0 30	0 30
Mace .....	0 80	1 00
Mixed spice .....	0 30	0 32
Nutmegs .....	0 45	0 50
Pepper, black .....	0 42	0 45
Pepper, white .....	0 48	0 50
Pepper (Cayenne) .....	0 35	0 37
Pickling spice .....	0 25	0 27
Paprika .....	0 65	0 70
Turmeric .....	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) .....	1 30	1 30
Cardamom seed, per lb., bulk.....	2 00	2 00
Carraway, Dutch, nominal .....	0 80	0 90
Cinnamon, China, lb. ....	0 30	0 30
Cinnamon, per lb. ....	0 35	0 35
Mustard seed, bulk, ....	0 35	0 40
Celery seed, bulk (nominal) ...	0 85	0 90
Shredded cocoonut, in pails.....	0 21	0 25
Pimento, whole .....	0 20	0 22

For spices packed in cartons add 3¼ cents a lb. and for spices packed in tin containers add 10 cents per lb.

**Rolled Oats Down 20c; Corn Flour \$5.00**

**Montreal.**  
**CEREALS.**—Prices on rolled oats declined 20c per bag this week. An easier feeling developed, and this is due to the scarcity of export orders for the line. It is stated, but a revival of this activity is probable and the market is then expected to advance again. Corn flour also is easier, and some have been quoting the white variety at \$5 per bag. The tone of the market for this is easier. Oatmeal has also been marked down

somewhat, but no change has been made on package goods.

Self-raising flour .....	.....	.....
3-lb. pkgs., doz. ....	2 90	2 90
6-lb. pkgs., doz. ....	5 70	5 70
Cornmeal, Gold Dust .....	6 00	6 40
Barley, pearl .....	6 25	7 30
Barley, pot, 98 lbs. ....	4 75	5 30
Barley (roasted) .....	7 50	7 50
Barley flour, 98 lbs. ....	5 25	4 75
Buckwheat flour, 98 lbs. ....	7 25	8 50
(As to grade)		
Cornflour, white (2 bags) .....	.....	10 00
Rice flour .....	8 75	9 00
Oat flour (2 bags) .....	.....	12 10
Hominy grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	7 50	8 00
Graham flour .....	5 80	6 25
Oatmeal (standard-granulated and fine) .....	5 40	6 00
Oatmeal (packages) fine cut.....	.....	5 70
Peas, Canadian, boiling, bush. ...	4 00	5 50
Split peas .....	8 00	8 25
Rolled oats, 90-lb. bags .....	4 75	5 15
Rolled oats (family pack.), case .....	5 50	5 60
Rolled oats (small size), case... 1 95	2 00	2 00
Rolled wheat (100-lb. bbls.)....	7 10	8 00
Rye flour (Can.), 98 lbs. ....	6 50	7 00
Do. (American), 98 lbs. ....	.....	6 85
Tapioca flour, lb. ....	0 15	0 16

**Much Flour Export; Feeds Sell Well**

**Montreal.**  
**FLOUR AND FEEDS.**—The demand for flour for export has been large, and while the sales still are made through allied buyers, the mills can sell all they have to offer through these channels, and the production has therefore been very large and the shipments heavy. Local trade is seasonably fair, and the big users, while stocked pretty heavily on supplies, have been absorbing a considerable amount. Feeds are naturally in steady and big demand, the prices holding on bran and shorts and those for oat feeds being somewhat easier but without change.

**War Standard, Graham and Whole Wheat Flours—**

Mixed car lots on track .....	11 25
Straight car lots on track (minimum 50,000 lbs. on track) (to bakers) .....	11 15
Add 10c for delivery for car lots. Add 20c for delivery for small lots.	
Shorts, car lots on track .....	42 25
Bran, per ton, car lots on track .....	37 25
Crushed oats .....	61 00 72 00
Barley meal .....	53 00 66 00
Barley chop .....	58 00 64 00
Gluten feed (23% protein)—	
F.O.B. Cardinal .....	62 00
F.O.B. Ft. William .....	60 00
Feed oats, per bushel .....	1 02
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

**Oranges to be Less; Holly Arrives**

**Montreal.**  
**FRUITS.**—It is expected that plenty of oranges will be available for the Christmas trade and that these may be sold on a lower basis than that obtaining for some weeks. There are plenty of some varieties and the trade will be well supplied with requirements. Apples have moved well and prices for the better varieties have held well all through. Cranberries are somewhat firmer and as high as \$14. Holly and evergreens are now available, the former selling at \$1.50 per dozen crowns, and the latter at \$2 per large bunch.

**Apples—**

Baldwins .....	6 00
Blenheims .....	4 50 5 00
Wealthy (in bbls.), No. 1 .....	7 00
Do., No. 2 .....	5 50
Greenings .....	6 50



McIntosh Reds (best)	8 00	9 00
Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Do., No. 2		6 50
Spys		7 00
Russets		6 00
Kings, No. 1		6 00
Do., No. 2		5 50
Wagners	5 50	6 00
Bananas (fancy large), bunch	4 50	7 00
Cranberries, bbl	13 00	14 00
Do., gal.		0 75
Grapes (California fancy), 4 bask.		5 00
Grapes—		
Tokays	3 00	4 75
Malagas		2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)		
80, 96, 112	4 50	4 75
Lemons (fancy new Malagas)		6 00
Lemons (California)		7 00
Oranges, Valencia lates	10 00	12 00
Oranges, Porto Rico	4 50	5 25
Evergreen, bunch		2 00
Holly (crowns), doz.		1 50
Pears, Cal., eating, small box		4 00
Pears, California (110 size)		5 50

**Sweet Potatoes \$3.25;  
Parsley and Cress Up**

Montreal. VEGETABLES.—Sweet potatoes have been moved higher, and these are now selling at \$3.25 per hamper. Advances also are made for parsley and watercress, while higher prices obtain as well for lettuce, leeks and cucumbers. There is a steady trade for most lines, although

**ONTARIO MARKETS**

TORONTO, Dec. 4.—The advance on soap has extended to other manufacturers' lines in prices issued this week. The new prices show increases of from 25c to 45c per box, with indications still pointing upwards. Another line of milk has increased this week also. Shelled filberts, new crop, are in, and prices are down somewhat. Lower prices on peanuts have also been reached in some quarters. Oranges have declined slightly in view of better supplies, and lemons are also substantially lower. Cucumbers and hothouse tomatoes are again being offered on this market.

**Canada to Get  
San Domingo Crop?**

Toronto. SUGAR.—Locally there has been no improvement on the situation in sugar. Receipts from the beet sugar crop are coming along in large quantities, but supplies from other sources are very small. It is understood that the Canada Food Board is making arrangements to take over the entire San Domingo crop and it is thought the negotiation will be concluded some time this week. The latest Willett and Gray estimate on the sugar crops of the world show that the San Domingo crop, for which the harvesting period is from January to June, is 175,000 tons. There has been no change in the price of sugar locally and none is looked for prior to the time of actual operations on the new crop, if then.

Atlantic, extra granulated	10 36
St. Lawrence, extra granulated	10 31
Acadia Sugar Refinery, extra granulated	10 36
Can. Sugar Refinery, extra granulated	10 26
Dom. Sugar Refinery, extra granulated	10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons,	

the sale of potatoes has been less than for some time. A great many have supplies for the winter and many are buying such quantities from time to time as they require.

Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts		0 15
Brussels Sprouts (doz.)		1 00
Cucumbers, Boston (doz.)		3 50
Cauliflower (Montreal), doz.	2 00	2 50
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.		1 50
Carrots, bag	0 75	1 00
Celery (Montreal), doz.		1 00
Do., crates (6-7 doz.)	6 00	6 50
Horseradish, lb.		0 20
Lettuce, curly (doz.)	0 40	0 50
Lettuce, Boston, box		2 75
Leeks		3 00
Mint		0 60
Mushrooms, lb.		0 90
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	2 00
No. 1 Red (75 lbs.), crate	1 50	2 00
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant		0 50
Cranberries, gallon		0 75
Parsnips, bag		1 25
Parsley (Canadian)		0 40
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag		1 90
Potatoes (sweet), hamper		3 25
Romane		0 50
Spinach, box		1 00
Squash (Huber), doz.		3 00
Turnips, new, per bag	1 00	1 25
Tomatoes (hothouse), lb.		0 35
Vegetable Marrow (doz.)		1 50
Watercress (Can.)		0 50

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

**JOBBER STATES SOAPS MAY YET BE \$9 A CASE**

A large Montreal jobber stated this week to CANADIAN GROCER that the advance made last week for soaps would be but the beginning of increases. He pointed out that with the sale of glycerine now reduced so enormously through the termination of the war, and with fats scarce, there was every reason to look for higher prices still. He would not be surprised, he said, if even \$9 per box was reached for soap.

40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

**Holly and Holly  
Wreaths Selling**

Toronto. HOLLY, HOLLY WREATHS.—Holly and holly wreaths are being offered to

the trade. These it is intimated come from the South and owing to scarcity of labor and material it is said only about 20 per cent. of the usual shipments will be marketed. Prices which are being quoted on holly, per case, are \$7.50; holly wreaths, \$2.40; wreathing, 25-yard lengths, per yard, 6c.

**More Soap Up;  
Milk Higher**

Toronto. SOAP, MILK.—There have been other lines of soap which have gone to higher levels during the week. Included in this is Gold soap, which is up 25c, selling at \$7.75 per case. White Knight soap has advanced 45 cents per box, in less than 5 pounds boxes being quoted at \$7.45 per box; in 5-box lots, \$7.40, and in 10-box lots, \$7.35. La France Castile soap, 100s, has advanced to \$4.20 per box.

A change in the price of Carnation milk has become effective. The 16 oz. talls per case of 4 dozen are quoted at \$6.75, and the 6 oz. baby, per case of 8 dozen, \$5.75. Coat's thread is quoted at 97 cents per dozen. MacDonald's Napoleon chewing tobacco, 8s, has been withdrawn from the list.

**Molasses Holds  
Firm; Syrup Steady**

Toronto. MOLASSES, SYRUPS. — There have been no new developments in the market during week. Prices have been well maintained and supplies are fairly good. It is indicated that to import the Barbados molasses it would cost more than the present selling price. It is understood that the price at which this is to be sold has been set on the Island, so there seems little chance that any market decline will occur for some time to come.

The market on corn is one of decided fluctuations, but the tendency generally is upward. However, this has not had the effect of changing the price of corn syrup as yet, but nevertheless quotations are firmly held. The demand just at the present time has eased away somewhat, but this is a seasonable condition.

Corn Syrup—		
Barrels, per lb.		0 07 1/2
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, 1/2 doz. in case		5 10
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, 1/2 doz. in case		5 60
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.		
Cane Syrup—		
Barrels and half barrels, lb.	0 08	0 08 1/2
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 55
West India, No. 10, kegs		6 50
Wes. India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 2-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 90
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		

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

All Lines

Canned Goods Firm

Toronto. CANNED GOODS. — There is little new to report in the situation this week. Advances in some lines have been recorded in some quarters. Wagstaffe's marmalade, 4s, has been advanced to 78 cents per tin. Stuart's 12 oz. jars of black currant jam are being quoted at \$3 per dozen. Blue Sea tuna, in cases of 4 dozen, is being quoted at \$3.50 per dozen. The situation on salmon is still rather unsettled. There has been no disposition to encourage sales of this line. Canned vegetables are quiet and there is little to report in the situation on fruits. Jams have enjoyed a very good sale and the movement to the trade is still very fair.

Embargo on Dates

Lifted; Malaga Raisins in

Toronto. DRIED FRUITS. — It is indicated that the embargo on dates has been lifted. Import licenses have been forwarded to Washington, where export licenses are being applied for and shipments are expected in probably two or three weeks' time. It looks at the present time as though the city trade may have some dates before Christmas, but outside points will not likely be in as favorable a position. The trade reports that some Malaga raisins have arrived.

Strengthening Market in Tea Looked For

Toronto. TEAS. — The situation generally is about the same as that which has applied for the past two or three weeks. There is a fair movement, dealers being apparently quite satisfied to buy what they require. Opinions received from practically all outside sources are uniform in that the market will gradually strengthen and that higher levels will be reached. In the meantime there has been no change in local prices as listed below reported as yet.

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

No Easing Away in Coffee Markets

Toronto. COFFEE.—Prices in Brazil show a steady upward tendency and another 1 1/2c per pound has been added to quotations. United States interests are buying freely at the advance, roasters' and importers' stocks being small. The outlook in regard to prices in the future may be determined to some extent by

the freedom with which orders are being placed now at these advanced figures. Some further price revisions upward have occurred, as will be noted in quotations herewith.

Coffee—		
Java, Private Estate .....	0 45	0 45
Java, Old Government, lb. ....	0 38	0 40
Bogotas, lb. ....	0 37	0 38
Guatemala, lb. ....	0 36	0 37
Maracaibo, lb. ....	0 34	0 35
Mexican, lb. ....	0 38	0 39
Jamaica, lb. ....	0 38	0 34
Blue Mountain Jamaica .....	0 48	
Mocha, lb. ....	0 38	0 39
Mocha, Arabian, lb. ....	0 40	
Rio, lb. ....	0 27	0 32
Santos, lb. ....	0 32	0 33
Santos, Bourbon, lb. ....	0 34	0 36
Ceylon, Plantation, lb. ....	0 38	0 39
Chicoery, lb. ....	0 30	0 33
Cocoa—		
Pure, lb. ....	0 25	0 30
Sweet, lb. ....	0 20	0 24

Spot Market Spices Generally Firm

Toronto. SPICES.—As far as spot markets are concerned the tendency is firm and steady. There have been several hundred bales shipped from New York which has had a tendency towards stabilizing the markets, and whereas lower prices may develop in the future it must be sometime before the effects are reflected here. The situation, as a whole, is outlined elsewhere in this issue.

Nut Market Varies; Butternuts Here

Toronto. NUTS.—There have been further arrivals of Tarragona almonds and filberts during the week. These have been sold to and are in the hands of the wholesalers for distribution this week. The New York market on almonds has strengthened somewhat and seems to be heading towards recovery of declines registered during the past week or so. Shelled filberts, new crop, are now available and are being sold at 36 to 38 cents per pound. Some sources report a decline in peanuts, offering the Jumbo roasted at 20 cents per pound in sacks and 22 cents in less than sacks. Canadian butternuts are on the market and are being quoted at 8 cents per pound.

Almonds, Tarragonas, lb. ....	0 27	0 32
Butternuts, Canadian, lb. ....	0 08	0 08
Walnuts, California, lb. ....	0 40	0 42
Walnuts, Grenobles, lb. ....	0 33	0 36
Walnuts, Manchurian, lb. ....		
Filberts, lb. ....	0 23	0 25
Pecans, lb. ....	0 30	0 30
Cocanuts, Jamaica, sack .....	9 00	9 50
Peanuts, Jumbo, roasted .....	0 20	0 25
Brazil nuts, lb. ....	0 28	0 29
Shelled—		
Almonds, lb. ....	0 45	0 50
Filberts, lb. ....	0 38	0 45
Walnuts, lb. ....	0 73	0 77
Peanuts, Spanish, lb. ....	0 17	0 18
Do., Chinese, 30-32 to oz. ....	0 14	0 15
Brazil nuts, lb. ....		0 85

Bean Basis Remains Steady

Toronto. BEANS.—The outlook is without any particular feature this week. Indications are that the crop has been fairly good and prices accordingly will tend to remain at least at their present level and may possibly reach slightly lower figures. The demand is limited and there is really nothing of particular interest in this market.

Ontario, 1-lb. to 2-lb. pickers, bu. ....	6 00	6 75
Do., hand-picked .....		8 00
Can. White Kidney Beans, bush. ....	8 40	9 00
Japanese Kotoshi, per bush. ....		8 00
Rangoons, per bush. ....	6 00	6 50
Limas, per pound .....	0 17 1/2	0 19

Some Price Shading in Rice

Toronto. RICES.—There seems to be a tendency on the part of some to shade the price on different grades of rices. This it is indicated is principally in jobbing lots, and quotations to the regular trade show really very little change. Supplies in the hands of dealers generally are pretty good and there is no immediate prospect of any scarcity.

Texas, fancy, per 100 lbs. ....	12 50	13 00
Blue Rose Texas, per 100 lbs. ....	12 75	13 00
Honduras, fancy, per 100 lbs. ....	13 00	13 50
Siam, fancy, per 100 lbs. ....	10 50	11 50
Siam, second, per 100 lbs. ....	10 00	11 00
Japans, fancy, per 100 lbs. ....	11 00	12 00
Japans, second, per 100 lbs. ....	10 00	11 00
Chinese XX, per 100 lbs. ....	9 00	10 50
Do., Simiu .....		13 00
Do., Mujin, No. 1 .....		12 00
Do., Pakling .....		11 50
Tapioca, per lb. ....	0 14 1/2	0 15
White Sago .....	0 14 1/2	0 16

Situation in Package Goods Unchanged

Toronto. PACKAGE GOODS. — As far as the cereals in packages are concerned there is really nothing new to report. Trade is only fair and retailers generally are just buying what they require. The market on all lines is holding up very firmly and there seems no immediate indication that lower levels will be reached.

PACKAGE GOODS		
Rolled Oats, 20s round, case .....		\$5 60
Do., Do., 20s square, case .....		5 60
Do., Do., 36s, case .....		4 00
Do., Do., 18s, case .....		2 00
Corn Flakes, 36s, case .....	4 00	4 25
Shredded Wheat, 36s, regular, case .....		4 50
Cooker Package Peas, dozen .....		1 50

Honey Firm, Fair Movement; Maple Syrup

Toronto. HONEY, MAPLE SYRUP. — The honey market rules without change during the week. Prices are firmly held as far as selling is concerned and the movement to the trade varies from small to very fair. Maple syrup is steady and there has been no particular feature develop which will prove of material interest to the trade. Quotations on both lines are given herewith.

Honey—		
Clover, 2 1/2-lb. tins .....	0 29	0 30
5-lb. tins .....	0 28	0 31
10-lb. tins .....	0 28	0 30
50-lb. tins .....	0 27	0 28
Comb, No. 1, fancy, doz. ....	3 75	4 25
Do., No. 2, doz. ....		3 00
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case .....		15 10
No. 2, 5-lb. tins, 12 to case .....		17 10
No. 3, 2 1/2-lb. tins, 24 to case .....		18 50
No. 3, 32-oz. bottles, 24 to case .....		16 70
Gallon tins, Imperial, per gal. ....		2 25
5-gallon tins, Imperial, per tin .....		10 50
Barrels, 25 or 40 Imp. gals. ....		2 00

Stronger Feeling in Apples; Oranges Good

Toronto. FRUITS.—There is a stronger feeling in the local barrel apple market. The removal of restrictions on shipments to (Continued on page 40)

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. John, N.B., Dec. 3.—February is earliest date promised for the delivery of raisins on this market. Since ban has been lifted there are hopes that other dried fruits may be available. Cheese is firmer, 29½ to 30 cents. Case eggs are slightly higher and are selling at 55 to 56 cents. Tub butter is also firmer, are selling at 45 to 45 cents. Since margarine advanced three cents, 33 to 35 cents. Salmon cohoes again higher, \$14.50 to \$15. Florida oranges continue to decline, selling now at \$7 to \$8. Bananas are higher, selling at \$9 to \$10.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	.....	\$12 65
Cornmeal, gran., bags	.....	7 00
Cornmeal, ordinary, bags	.....	3 65 3 75
Sugar—		
Standard, granulated	10 35	10 40
No. 1, yellow	9 85	9 90
Cheese, N.B., twins	0 29½	0 30
Eggs, fresh, doz.	.....	0 60
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 46
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	55 00	62 00
Beef, corned, 1s	.....	4 00
Tomatoes, 3s, standard, case	.....	4 40
Raspberries, 2s, Ont., case	.....	8 80
Peaches, 2s, standard case	.....	6 00
Corn, 2s, standard case	.....	4 90
Peas, standard case	.....	3 30
Apples, gal., N.B., doz.	.....	4 00
Strawberries, 2s, Ont., case	.....	4 20
Salmon, Red, spring, cases	.....	.....
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	.....	8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal.	.....	9 00
Oranges, Cal., case	.....	.....
Oranges, Florida	7 00	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	5 00

## Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Dec. 3.—Rogers' syrup advanced 25 cents case on two's and 35 cents on other sizes. Cottam's and Brock's bird seed dropped from 18 to 15 cents pound, compound. Lard is down a half cent. Large cheese quoted at 28 cents to 29½ cents. Tomatoes two and halves are quoted some quarters at \$3.50. New laid eggs almost are impossible to

obtain, nominal quotation \$18, storage are \$16 to \$16.50. Rolled oats are \$4.50 and \$4.60, one mill having dropped 10 cents. Potatoes are quoted at \$33 a ton. Fruits are quoted as follows: Navel oranges \$9 to \$11; Floridas \$7.50. Lemons, \$9.75. Grapefruit \$7.50.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	.....	14 00
Flour, 98s, per bbl.	.....	10 70
Rye flour, 49s, per bbl.	.....	10 60
Cornmeal, 24s, per bbl.	.....	11 00
Rolled oats, 80s	4 50	4 60
Rice, Siam, cwt.	9 25	10 00
Rice, China mat.	4 45	4 85
Tapioca, lb.	.....	0 14
Sago, lb.	.....	0 14
Sugar, pure cane, granulated, cwt.	.....	11 02
Cheese, No. 1, Ontario, large	0 28	0 29½
Butter, creamery, lb.	.....	0 49
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	.....	19 80
Eggs, new-laid, case	.....	18 00
Eggs, No. 1 storage, case	16 00	16 50
Candied peel, lemon, lb.	.....	0 34½
Do., orange, lb.	.....	0 36½
Do., citron, lb.	.....	0 39½
Tomatoes, 2½s, stand. case, spot.	3 50	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	.....	3 50
Apples, gala., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	.....	8 50
Raspberries, 2s, Ontario, case	8 50	8 75
Cherries, 2s, red, pitted	.....	6 40
Apples, evaporated, 50s, lb.	.....	0 18
25s, lb.	.....	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	.....	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	.....	18 50
Potatoes, per ton	.....	33 00
Oranges, navels	9 00	11 00
Oranges, Florida	.....	7 50
Lemons, case	.....	9 75
Grapefruit	.....	7 50

### GENERAL MARKETS

(Continued from page 39)

Great Britain has brought this about, buyers from the Old Country already soliciting quotations. Prices on some lines locally have stiffened. Primary points show no change as far as grapefruit is concerned, though some slight readjustment locally has occurred. The quality of the Navels arriving is said to be excellent for this time of year, the fruit being sweet and juicy, and prices showing a decline for the week. Large sizes seem to predominate so far. A big crop of lemons is reported in California and a substantial decline in price has occurred. No word of any Messinas has been received and the high prices with scarcity of transportation is likely to preclude possibility of any early shipments. Cranberries are in light supply with a fairly strong market.

Apples—			
11-qt. basket	0 30	0 50	
Do., B.C. McIntosh Reds, box	3 15	3 25	
Do., B.C. Jonathans, box	3 25	3 40	
Do., Rome Beauty, box	.....	3 25	
Do., Delicious, box	3 85	4 00	
Do., Ontario Kings, box	.....	2 50	
Do., Do., York Imperial, box	.....	1 75	
Do., Do., Blenheim, box	.....	1 75	
Do., in Barrels	No. 1	No. 2	No. 3
Kings	6.00	5.50	5.00
Greenings	6 00-5 50	3 25-4 25	

Baldwins	6 00-5 50	3 25-4 25
Spys	7 00-6 50	4 00
Russets	5 50	5 00
Tolman Sweets	5 50	5 00
Bananas, per lb.	.....	0 08
Cranberries, Early Black, bbls.	.....	11 00
Do., Late Howes, bbl.	.....	13 50
Grapes—		
Cal. Emperors, kegs	.....	8 50
Do., Almeria	10 00	13 00
Grapefruit—		
Florida, 54s, 64s	.....	4 50
216s, 250s	.....	5 50
Do., 80s	.....	4 75
Do., 96s	.....	4 75
216s, 250s	.....	5 50
Jamaica, all sizes	.....	4 00
Oranges—		
Florida, 126s, 150s, 176s, 200s,	.....	5 50
Do., 288s, 324s	.....	5 50
Florida, Pineapple Variety, all sizes	.....	6 50
Florida Tangerines, all sizes,	.....	4 50
½ box	.....	5 50
California navels, 80s	.....	6 00
Do., 96s, 100s	.....	6 50
Do., 126s	.....	7 50
Do., 150s	.....	8 00
Do., 176s, 200s, 216s, 250s	.....	5 00
Mexicans, all sizes	.....	5 00
Lemons, Cal., case	5 00	6 00
Pears, Cal., box	5 00	.....

## Celery Stiffens; Cucumbers, Tomatoes Here

Toronto. VEGETABLES.—A stiffer feeling is noted in local celery, an advance of 25c a case being reported. Supplies are very good. California market is very high and no effort to secure is yet being exerted. Cucumbers are again being offered, prices being quoted at \$3 to \$3.50 per dozen. Hothouse tomatoes are among the list this week, too, the price being 35c per pound. Potatoes are slightly easier at \$1.65 to \$1.75 for Ontario. A better movement of onions is reported with supplies very fair; prices are unchanged.

Cabbage, Can., crate	.....
Do., doz.	.....
Carrots, bag	1 00
Celery, crates	4 75
Cucumbers, doz.	3 00 3 50
Lettuce, head, case	3 00
Melons, Casaba, 6-8 to case, case	2 75
Onions, Can. Yellow, 100-lb. bag	2 25 2 40
Parasnips, bag	1 25
Potatoes, sweet kiln dried, hamper	3 00 3 10
Potatoes, Ontario, bag	1 65 1 75
Tomatoes, Hothouse, lb.	0 35
Turnips, bag	0 75

## Flour Outlook Remains Unchanged

Toronto. FLOUR.—There has been no material change in the situation as far as flour is concerned. The demand is only fair and supplies ample to meet requirements of the trade.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track bbl.	\$11 25

## Lift Restrictions on Export Mill Feeds

Toronto. MILL FEEDS.—The restrictions on the export of mill feeds has been lifted (Continued on page 42)

# PRODUCE AND PROVISIONS

## Two Department Store Builds Business

Toronto Merchant Finds That the Combination of the Meat and Grocery Department is One of the Most Effective Means of Drawing Trade

**T**HERE are a great many merchants who are favoring the development of a meat department as the logical addition of the grocery business. They believe that the store that meets the entire needs of the home as far as food products are concerned must of necessity be assured of a large measure of success. There are butchers who reach the same conclusion from the angle of their business, and add by degrees a grocery department to take care more and more of the requirements of their trade.

### Departments Mutual Assistance

Among the stores that have developed in this latter way might be noted that of J. W. Hanscomb of Dundas Street West. Mr. Hanscomb started in business at this corner two years ago taking over a going butcher business. He admits frankly that the early months were very hard sledding

indeed, and it was just a question whether or not he would pull through. Then by degrees he began adding grocery lines, first one item and then another, till he had devoted half the store to a display of these goods. Whether there was any connection between this fact, and the fact that business began to steadily improve it is hard to state, but doubtless there was some connection. Mr. Hanscomb was able to remember instances where customers had come to the store to get perhaps a loaf of bread, that showed him practically no profit, odds and ends often of things needed at the very last moment, but by degrees he noted that these people began buying other lines, began dealing in the meat department, and finally became steady customers of the store. In the same way, people that he had known for many months as customers of the meat department only, began to purchase things

in the grocery end, until they to were doing most of their dealing with that department also. In fact his experience has proved to him that there is a natural connection between these two departments that the merchant can disregard only to his loss. That is not saying that he cannot build up a substantial business in either business separately, but merely that a portion of the business that would naturally come to him even in his specialized line will be liable to trickle away. The customer visiting her butcher will naturally at times purchase her butter and eggs and her coked and smoked meats there. That is so much less to the grocery business. With the combination there is the maximum amount of pulling power vested in the store.

### Give Each Equal Importance

Mr. Hanscomb has cut his store prac-



An effect in combination of Grocery and Meat Departments in a Toronto store

tically in two in his apportioning of the departments. The large refrigerator occupies the rear of the store, and save for this the store is equally divided, the grocery department on the right, and the meat department on the left. Each department too gets a share of the window display. There are two good display windows in the store, and one is apportioned to each department. The result of this policy and to the happy combination of the two departments is that Mr. Hanscomb, without any previous experience in the business in which he is now engaged has doubted the turnover of the store in two years. That is a record of which no one need be ashamed.

#### Personal Effort Helps Sales

Mr. Hanscomb puts a good deal of personal effort and thought into the success of the store. For instance, in the hot weather of last year, he found that his customers were constantly asking him if he had not something new to offer that was easily prepared. As a result he began preparing his own pressed beef and veal. In the two weeks in which this idea was first used he sold 131 pounds of these products, netting a satisfactory profit for his pains, pleasing his customers and establishing a product that is unique with his store, and which even in the cold weather is in great demand.

Mr. Hanscomb does not question for a moment that the combination of the grocery and butchering business is the logical combination and that is the greatest argument for building business. It is his expectation, to perfect these departments as far as possible, and to lay more stress in the future on the grocery end of his business.

#### GENERAL MARKETS

(Continued from page 40)

and this may mean that overseas trade will be encouraged. It is indicated that there is no big surplus over domestic requirements available, but the probability of a premium being paid on export business may influence shipments to overseas customers. Trade locally is just a little easier than it was.

#### MILL FEEDS—

	In carlots, track
Bran, per ton .....	\$37 00
Shorts, per ton .....	42 00

### Cereals Hold Firm, Unchanged

Toronto.

CEREALS.—The market has held firm and unchanged. The grain markets generally are strong, but with the demand along rather quiet lines just now there may be a tendency to keep cereals at their present levels. No new developments is the situation on substitute flours is yet reported.

## MANITOBA MARKETS

WINNIPEG, Dec. 4.—All markets exhibited a steadiness throughout the week, and any advances made on commodities were small. The fruit trade is active and a big demand is expected soon on account of Christmas being near at hand.

The influenza epidemic has hampered the grocery trade considerably, there being so many storekeepers suffering from the epidemic, which has caused the demand to be hurt considerably.

### Syrup Market Shows Very Little Activity

Winnipeg.

MOLASSES AND SYRUPS.—There was very little activity shown on the syrup market. The trade is along normal lines and prices were unchanged and any change will depend on the condition of the market alone.

The demand for corn syrup was fair and prices will be affected by prices on corn in the United States. While prices remain at the high point they are at present, no decline is to be expected.

### Tea Market Reported Generally Firm

Winnipeg.

TEAS.—The market was generally firm and stocks of some qualities are scarce. Prices throughout the week have held firm and there is no indication of a decline in values for some time to come.

The expected demand from Europe for quantities should give a firm undertone to the market.

### Coffee Market Holds Steady

Winnipeg.

COFFEE.—The market continued to show a very firm undertone during the week and the higher levels attained last week have been maintained.

### Supplies of Rice To Meet Demand

Winnipeg.

RICE.—No new developments were reported in the rice market during the week. Supplies are sufficient to meet the demand.

Extra fancy, Japan, 100-lb. bags .....	0 10½
Fancy Japan, 100-lb. bags .....	0 09½
Choice Japan, 100-lb. bags .....	0 08½
Siam, 100-lb. bags .....	0 09½
Tapioca, lb. ....	0 13½
Sago, lb. ....	0 11

### Bean Market Shows Very Little Change

Winnipeg.

BEANS.—No change was reported in the bean market this week. Supplies are ample and the demand is only fair.

### Fruit Trade Show; Expect Big Demand

Winnipeg.

FRUITS.—Trade in fruits was very slow with prices the same. Wholesalers

are now preparing for the big demand around Christmas and reports are that they have good stocks of all lines. An easier feeling has developed on acid fruits. Now that the influenza epidemic is on the decline, the demand is not so large and supplies are freer.

### Flour Trade Normal; No Price Change

Winnipeg.

FLOUR.—The flour trade was just about normal. There is no stocking up being done now and the trade is running along its usual lines. Prices are the same and millers report that they do not expect any for some time.

#### ARRANGE FOR EXPORT OF CANADIAN APPLES

C. W. Baxter, the newly-appointed Canadian Food Commissioner, reports, regarding the arrangements made for exporting of apples as follows:

"We are advised by the British Ministry of Food (Canada) and the British Ministry of Shipping (Canada) that arrangements have been completed for the export of apples from Canada to the United Kingdom. All applications for space must be made to the British Ministry of Food (Canada), 137 McGill Street, Montreal, on forms to be supplied by them. Space will be allotted in the order in which applications are received, and such allotments will depend upon the space available. Consignor will be advised by the British Ministry of Shipping as to space allotment, ocean port and date of sailing.

The British Ministry of Shipping will provide ordinary stowage space on condition that the inland and ocean charges be prepaid. There will be no guarantee as to port of discharge. Consignees will be required to accept delivery at port of discharge. Ocean bills of lading to read: "To port of discharge only," and traffic to be consigned in care of the British Ministry of Shipping on straight bill of lading.

"Arrangements have been made and permits issued for the accommodation of 20,000 barrels of apples on boats which sailed November 29 and 30, and on those sailing December 3."

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**L**IVE hogs are again on the upward move this week, prices showing an advance of 25c per 100 pounds. The run is only fair, and indications are that this may not show much improvement for some time to come.

There has been little change in dressed meats. Trimmed backs are down 2c per pound, and lower prices on mess pork and short cut backs are in evidence. Fat backs have come down 2c per pound, whereas other lines have held steady and unchanged.

Lower prices have been named this week on most lines of poultry. Live roosters, fowl and spring chickens are down from 1c to 2c per pound, whereas prices on geese, ducks and turkeys show little change. Supplies reaching the local market have been very good, and the grade of stock coming is much improved.

A better supply of eggs is reported as coming to hand. The demand for all grades is good, the new laid showing no change in price, while storage No. 1 are up 1c per dozen.

The situation in butter is without change. Sales are maintained at a very satisfactory point, and supplies of fresh-made creamery are coming along sufficiently well, with stocks of storage creamery, to meet all requirements.

Sales of fish have been good. With the exception of cod, practically all fresh-caught sea fish now coming is frozen. The same is true of lake fish, herring being only line remaining that is not frozen. Steak cod has stiffened in price, and an advance has been named in oysters.

## Abattoir Hogs \$18.50; Big Export Sales

Montreal.

**PROVISIONS.**—The heavy sales of abattoir hogs to packers has resulted in a maintenance of the market and an advance of 25c in some cases has been paid, the price being \$18.50 at highest point. Export demand is responsible for this, the sales to the local trade of abattoir stock being interfered with because of the farmer dressed competition. The provision market is steady but somewhat quieter, supplies being maintained and the sales of this line confined within a smaller volume than in the early fall. There have not been any changes.

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

## Lard Market Easier, May Go Lower

Montreal.

**LARD.**—The undertone is weaker and there may be a lower range of prices in the very near future. Already there are indications of a lowering market, one jobber offering bricks at 33½c per pound. There is a good demand and supplies are

## LESSENING OF RESTRICTION ON USE OF FATS

The announcement made this week that the users of fats can again use vegetable fats in the making of fried cakes, crullers, etc., will be a welcome one. Heretofore the restrictions were very stringent and nothing fried in fats could be offered in restaurants, hotels and the like. The new regulations permit of the employment of vegetable fats only, the animal fats still being under regulation.

fully maintained to take care of the trade promptly.

<b>Lard, pure—</b>		
Tierces, 400 lbs., per lb.		0 32
Tubs, 50 lbs.		0 32½
Pails, 20 lbs., per lb.		0 32½
Bricks, 1 lb., per lb.		0 33½

## Shortening Firmer But Price Holds

Montreal.

**SHORTENING.**—While a firmer feeling developed in the shortening market there is still a held basis for the line, without quotable changes. There is a fair amount of business for the present

time and the trade is fairly promptly with its needs.

<b>Shortening—</b>		
Tierces, 400 lbs., per lb.	0 26½	0 26½
Tubs, 50 lbs.	0 27	0 27½
Pails, 20 lbs., per lb.	0 27½	0 27½
Bricks, 1 lb., per lb.	0 28½	0 28½

## Margarine Big Seller On Steady Basis

Montreal.

**MARGARINE.**—The colder weather has had a helpful effect on the sale of margarine and the undertone is steady but unchanged. Better grades have been firmer of late and the receipt of supplies from the States of good stock have been reported.

Margarine—

Prints, according to quality, lb.	0 34	0 35
Tubs, according to quality, lb.		0 30

## Butter Goes Up, A Big Demand

Montreal.

**BUTTER.**—A record price of 53c per pound for creamery butter was paid this week at the resumed sale of the Quebec Co-operative Society on Friday last. Sales were also made at 52c. Even at these very high rates the demand has been good and in some instances it was keen. The range is wider this week among the produce trade although some are still supplying best grade creamery at 51c in prints. The larger consumption has been well taken care of this year, even though there were nearly 120,000 packages more received since May 1 than were received last year.

Butter—

Creamery prints (storage)	0 54	0 53
Creamery solids (storage)	0 50	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

## Old Cheese 29c In Full Size

Montreal.

**CHEESE.**—A price of 29c per pound is being quoted in some quarters on full size old cheese, but in cut lots the price is still 30c. There is a very good demand and with the season demanding a heavier line of foodstuffs, cheese is figuring well in the purchase of the average consumer. Receipts were smaller this year by more than 107,000 packages, and it is expected that few, if any of the country factories will be making much longer, the majority already having closed for the season.

Cheese—

Large, per lb.		\$0 28
Twins, per lb.		0 28½
Triplets, per lb.	0 27½	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.	0 29	0 30

## New Laid Eggs 75c Big Consumption

Montreal.

**EGGS.**—The market has firmed for new laid eggs and as much as 75c per dozen is now being asked. This is even likely to be a low quotation in the near future, for

the production is far short of the demand from select trade who can afford to pay the price. The use of storage stock is very great too, and it is suggested that the present rate of consumption will soon make a scarcity of best grades. The market all through holds very firm.

Table with 3 columns: Item, Price, Price. Includes New-laid, Selects, No. 1, No. 2.

Young Turkeys 42c; More Poultry in

Montreal. POULTRY.—The only advance of prices this week is that for young turkeys which are quoted up 2c per pound to 42c. This is for best stock. The receipt of poultry last week was better and still this is not too marked. The demand from the consumer is better and this takes a fair amount of all that comes to hand. The outlook is for a maintenance of prices and for a big holiday trade.

Table with 3 columns: Item, Price, Price. Includes Chickens, roast, Broilers, DUCKS, Brome Lake, Young Domestic, Turkeys, Geese, Old fowls.

Lobsters Lower; Haddock, Mackerel Up

Montreal. FISH.—The advances of the week apply to haddock, mackerel, frozen steak cod, fresh haddock, and eels. There have also been easing tendencies on lobsters and shell oysters. Plenty of orders have been standing for frozen fish and now that cold weather has arrived there will be a bigger demand and a greater use of these lines. Big sales are anticipated.

Supplies of fish are very good and the price ranges are about the same as those of last year with the exception of halibut and salmon, these ruling higher. Codfish and herring seem likely to advance, if the present demand holds. Owing to a large shell oyster trade, the prices on these may be firmed again, supplies now being shorter.

Table with 3 columns: Item, Price, Price. Includes SMOKED FISH, SALTED AND PICKLED FISH, Haddies, Smoked herrings, Bloaters, Kippers, Haddock, Herring, Salmon, Sea Trout, Green Cod, Mackerel, Codfish, Eels, Pickled turbot, Cod, strip.

Table with 3 columns: Item, Price, Price. Includes Cod, dry, SHRIMP, LOBSTERS, OYSTERS, Lobsters, Prawns, Shrimps, Scallops, Oysters, Mapleque shell, Malpeque, Bontouche, Ordinary, Cape Cod shell oysters, 5 gal. wine cans, 1 gal. wine cans, Oyster pails, Clams.

Table with 3 columns: Item, Price, Price. Includes FRESH FROZEN SEA FISH: Herring, Halibut, Haddock, Mackerel, Cod-Toms, Cod Steak, Salmon, Salmon, pale, Salmon, Gaspe, Swordfish.

Table with 3 columns: Item, Price, Price. Includes FRESH FROZEN LAKE FISH: Pike, Perch, Whitefish, Lake trout, Eels, Doree.

Table with 3 columns: Item, Price, Price. Includes FRESH FISH: Haddock, Steak cod, Market cod, Carp, Dore, Lake trout, Pike, B. C. Salmon, Salmon (Gaspe), Gaspereaux, Western Halibut, Eastern Halibut, Flounders, Bullheads, Whitefish, Whitefish (small), Mackerel, Smelts, Shad, Swordfish.

Live Hogs Up 25c; Meats Firm

Toronto. PROVISIONS.—An advance of 25c is reported in the market on live hogs during the week, bringing the price up to \$18.50 per cwt., fed and watered basis. The run is fair but it is a little hard to determine just what may develop. It is expected, however, that a steady market will continue to manifest itself for some time to come.

There has been little change in dressed meats during the week, though barreil pork shows a slight recession from last week's levels. Fat backs are also down to a 30c per pound basis. The demand for all lines has kept up well and it is indicated that movement to lumber camps has been heavy.

Table with 3 columns: Item, Price, Price. Includes Hams, Backs, Bacon, Dry Salt Meats, Long, clear bacon, Do., aver. 70-100, Fat backs.

Table with 3 columns: Item, Price, Price. Includes Cooked Meats: Hams, Shoulders, Barrel Pork: Mess pork, Short cut backs, Pickled rolls, Hogs: Dressed, Live, f.o.b.

Lard Basis Maintained; Fair Sales

Toronto. LARD.—The lard basis has been pretty well maintained and quotations generally range around 30 to 30½c per pound. Some big business has been handled during the past few days and inquiries coming to hand would indicate there is more to be secured. The period which generally shows fairly heavy production with curtailed demand is approaching and this may mean lower prices. At the present time, however, the market seems quite firm at prices being quoted.

Lard, pure, tierces, 400 lbs. \$0 30 \$0 30½ In 60-lb. tubs, ¼-½c higher than tierces, pails ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Firm Position of Shortening Holds

Toronto. SHORTENING.—The situation is without material change. The market is firm and indications are now that ample supplies of oil will be coming along. This is, of course, an uncertain element to some extent owing to lack of definite knowledge as to just what overseas business may be taken care of, but as far as can be seen Canada will get necessary supplies. Price is firm at figure herewith.

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

Market on Margarine Dull

Toronto. MARGARINE.—Trade during the week has been only fair. As a matter of fact some dealers report the trade as very dull. It is quite possible the continued mild weather has had some influence in this connection and when real winter weather arrives an improvement in the demand may possibly manifest itself.

Table with 3 columns: Item, Price, Price. Includes Margarine: 1-lb. prints, Do., No. 2, Do., No. 3, Solids.

Good Demand Shown on Butter

Toronto. BUTTER.—There has been no change in the situation during the week. Supplies are going forward quite freely and there is ample butter available for all requirements. Prices during the week show no change at levels given herewith.

Table with 3 columns: Item, Price, Price. Includes Butter: Creamery prints, Creamery solids.

Creamery prints (fresh made)	0 56	0 57
Creamery solids (fresh made)	0 56	0 56
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.	0 48	0 48

**Better Supplies**

**Eggs Arriving**

**Toronto.**  
EGGS.—Dealers report eggs in better supply. Shipments from the country have been coming along in increased quantities, but this has not yet had any influence on the price. New laids in cartons are still quoted at 75 cents per dozen, whereas storage No. 1 eggs have advanced to 54 cents per dozen. There is a good demand for all grades.

**Eggs—**

New-laid, in cartons, doz.	\$0 75
Do., extras	0 65
Storage, No. 1, doz.	0 54
Splits and No. 2, doz.	0 45 0 47

**Some High**

**Prices on Cheese**

**Toronto.**  
CHEESE.—The situation in cheese is without any material change. Prices are steadily maintained and the supply is ample to take care of the demand which dealers report as keeping up fairly well. Some quarters report a price on large cheese of 29 cents per pound and on twins of 29½ cents per pound. Quotations generally available are as follows:

**Cheese—**

New, large	0 27½	0 28
Stilton (new)	0 30	0 31½
Twins, ¼ lb. higher than large cheese.	Triples ¼ lb. higher than large cheese.	

**Lower Poultry**

**Prices Reported**

**Toronto.**  
POULTRY.—Lower prices are again the order of the day on practically all lines of poultry. Buying prices for live ducks and geese show a slight stiffening in price, whereas spring chickens and fowl are down from 1 to 2 cents per pound. There has been little change made in the dressed prices. Supplies coming to hand are quite liberal and the quality offering much improved. Ruling quotations this week are as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 23	\$0 23
Geese, lb.	0 18	0 25
Turkeys, old, lb.	0 26	0 32
Do., young, lb.	0 30	0 37
Roosters, lb.	0 19	0 22
Fowl, 4 to 5 lbs., lb.	0 19	0 24
Fowl, over 5 lbs., lb.	0 25	0 28
Fowl, under 4 lbs., lb.	0 17	0 22
Chickens, under 5 lbs., lb.	0 22	0 28
Chickens, over 5 lbs., lb.	0 25	0 32

Prices quoted to retail trade:

	Live	Dressed
Hens, light	\$0 28	\$0 30
Do., heavy	0 33	0 35
Chickens, spring	0 33	0 35
Ducks	0 30	0 32
Turkeys	0 36	0 40
Geese	0 26	0 28

**Mostly Frozen Fish**

**Coming; Oysters Up**

**Toronto.**  
FISH.—Supplies of fresh caught lake fish and fresh caught sea fish are materially curtailed, that is, the bulk of supplies reaching the market to-day are frozen stock, and this is a condition which is expected to prevail for some

little time to come. The market as a whole shows little variation, although an advance in price of oysters has been recorded. It is indicated that prices at the coast have gone to higher levels owing to the increased cost of cans, boxes, ice, coal, power, etc., as well as a further straight increase to the openers of 10c per gallon. New lists of quotations are shown below.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
FRESH LAKE FISH		
Herring, dressed, lb.	0 06½	0 07
SMOKED FISH		
Bloaters, 50 Count, box	2 25	
Ciscoes, lb.	0 17	
Haddies, chicken	0 12	
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	0 15	
Herring, Kipperd, box	1 75	2 75
Shrimps, can	1 75	
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, headless, lb.	0 10	0 10½
Do., heads on, lb.	0 09	0 09½
Do., small, lb.	0 08	0 08½
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, lb.	0 18	0 18½
Tomcods, lb.	0 05	0 05½
FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06½
Pickarel, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 09½
Trout, lb.	0 18	0 18½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½
DRY AND PICKLED FISH		
Cod, Acadia Strip, box	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25	2 40
Do., Halifax Shredded, box	14 00	7 00
Herring, Labrador, bbl.	5 60	2 90
Do., Do., No. 4 size	0 13	4 50
Do., Do., No. 2 size	0 15	1 75
Imperial, 25 lbs. loose, lb.	1 50	1 75
Mackerel, salt, 20-lb. kit	4 20	0 16
Quail on Toast, 24 1-lb. tablets, lb.	12 00	9 50
Shrimps, headless, No. 1 size, tin	15 50	3 25
Do., No. 3 size, tin	9 50	12 00
Do., No. 5 size package	15 50	3 25
Do., per gallon	3 25	12 00
Shell Oysters, Malbecques, bbl.	12 00	

**Expect Advances in**

**Pork Products**

**Winnipeg.**  
PROVISION.—The big demand for pork products expected from European countries will, according to provision merchants, advance prices and lower markets are not looked for.

Trade was fairly good during the week. The hog market exhibited considerable steadiness with prices ruling for selects at \$17.75. There was a fair run of live hogs during the week and abattoirs were able to get all supplies required.

The demand for all meats was good with prices ruling firm on all lines.

**Predict Big Advance in Price of Lard**

**Winnipeg.**  
LARD.—The lard market was steady all week and it is expected that prices will

advance in a short time. Europe has always been the best buyer of Canada's lard and with shipping now open it is expected that a big demand will come from those countries which will cause a considerable strengthening of prices.

**Fresh Eggs Almost Off the Market Now**

**Winnipeg.**  
EGGS.—Fresh eggs are practically off the market and the market and storage stocks are being drawn on very heavily by the local jobbers and also for shipments east. Past week's shipments included 900 cases of storage firsts for Toronto, 309 cases of storage seconds for Quebec and 150 cases of fresh firsts for Quebec. This latter is probably the first shipment of fresh eggs to Quebec City from the province. Storage firsts are quoted at 51c to 52c per dozen.

The local market was active with fresh receipts small, the chief trading being done in storage. The movement out of storage is active.

Specials are quoted at 65 cents. Extras from 54 to 55 cents; No. 1, 54 to 55 cents and No. 2's, at 51 cents per dozen.

**Fish Trade Steady; Prices Unchanged**

**Winnipeg.**  
FISH.—Trade was fair during the week and dealers are well stocked up in all lines. Prices showed no change during the week.

LAKE FISH		
Whitefish (cleaned), lb.	0 13	
Whitefish (frozen), lb.	0 12½	
Pickarel, lb.	0 12	
Pickarel Fillet, lb.	0 32	
Frozen Trout, lb.	0 19	
Round Jackfish, lb.	0 07½	
Dressed Jackfish, lb.	0 08	
Frozen Goldeye, lb.	0 07½	
Speckled Trout, lb.	0 35	
SEAFISH		
Frozen Halibut, lb.	0 22	
Fresh Halibut, lb.	0 24	
Fresh Salmon, lb.	0 25	
Frozen Mackerel, lb.	0 17	
Red Carp, lb.	0 09	
Sable Fish, lb.	0 12	
Haddock, lb.	0 10	
Soles, lb.	0 08	
Plaice, lb.	0 08	
Skate, lb.	0 08	
Smelt, lb.	0 18	
White Salmon, lb.	0 16½	
SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	0 16	
Finnan Haddie (15-lb. boxes), lb.	0 16½	
Smoked Goldeye, lb.	0 17	
Smoked Codfish, lb.	0 20	
Smoked Fillet (15-lb. boxes), lb.	0 20	
Bloaters (25-lb. boxes), case	2 75	

**SUGAR BEET PRODUCERS GET 2½ MILLION MORE THAN LAST YEAR**

The beet sugar producers of California do not expect to make the same net profit on their operations as they did last year, although the Food Administration has fixed a price of \$1.55 a hundred higher than last season, namely, 9c. The higher prices paid for beets, labor and material, is said to more than offset the advance in the gross price.

Using last year's crop as a basis the American Beet Sugar Corporation would receive two million, five hundred thousand dollars more for this season's crop than they did under last year's figures for that crop.



**YOUR ULTIMATE CHOICE**  
If You Intend To Modernize Your Store



**The Freeman  
Ultimate  
Refrigerator Counter**

Cleanest and most efficient type of showcase counter for the grocer who carries a line of cooked meats and delicatessens.

Specifications—Furnished in "L" shape as shown, or in separate, straight sections. Has flush tupe doors in rear fitted with all bronze, nickel-plated hardware. Floor finished with white, hard surface tile, with neat border, and centre design in colors. One bevel plate and two double diamond glass, bedded, in each display panel. All front exposed woodwork quarter sawed oak, finished as required.

**FREEMAN EQUIPMENT**

is built on the same scientific principles as are their Famous Dry Air Circulation System Refrigerators.

Write for free descriptive list of our complete and interesting line.

**The W. A. Freeman Co., Limited**  
HAMILTON, CANADA

Toronto Branch: 114 York St.      Montreal      Winnipeg Branch: 208 McDermitt

# HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

*Try them*

**F. W. Fearman Co.,**  
LIMITED  
Hamilton, Canada

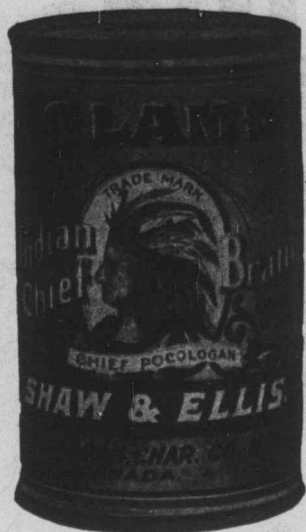
**Jersey Farm Sausage**

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

**Maciver Bros. Co., Keating St., Toronto**

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

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



Your customers will appreciate a sensible and delicious meat substitute like

# “INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

Shaw and Ellis, Pocologan, Charlotte Co. N. B.

# RELEG

Pronounce "REAL EGG"

The name tells you what "RELEG" is. As a substitute for expensive eggs for the housewife's baking there is nothing at all to excel it.



Four different-sized packages. And it is always so dependable.

**RELEG COMPANY, REG'D**  
34 King Street, Quebec, Canada

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

## CENTURY SALT

---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

**THE DOMINION SALT CO LIMITED**  
SARNIA. ONT.

# FISH

—the most  
wholesome food



Why not supply your customers with the high quality Brunswick Brand Sea Foods?

They are the select of the fisherman's catches and are prepared in the most modern factories on the Atlantic coast.

It pays to be a Brunswick Brand dealer. Here are our leaders:

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

**Connors Brothers**  
LIMITED  
BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

# Purity

TABLE  
SALT



In sanitary  
cotton bags and  
handy free-running  
packages.

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



THE WESTERN SALT  
CO., LIMITED  
COURTRIGHT  
ONT.



Give  
Little Miss Vi  
a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

# Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the  
Walford Mfg. Co., Ltd., Delcctaland, Walford, England.



## Have No Hesitation

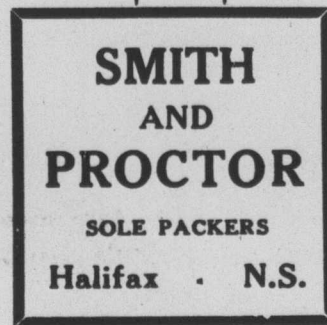
in choosing

## 'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.



## Furnivall's

Jams and Marmalades, made from finest fruit and pure cane sugar. Furnivall quality pleases customer—captures the bulk of sales in its field—and a margin of profit that pleases the dealer.

Order from your wholesaler.

FURNIVALL-NEW, Limited

Hamilton, Canada

Canada Food Board License No. 14-167

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

## Olive Butter

An Appetizing Table Delicacy and a Popular Seller

Selected Spices, Olives, Pimento and Malt Vinegar—the very highest grade obtainable.

A prominent display will sell Olive Butter, and one sale means a satisfied customer and repeat orders later.

Have a stock of Olive Butter on hand and display it every day.

Sold and Manufactured by

E. W. Jeffress, Limited  
WALKERVILLE, ONT.



## OYSTERS AND FISH

Get in touch with me for

XXX Oysters  
Smelts

Frozen Herring  
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

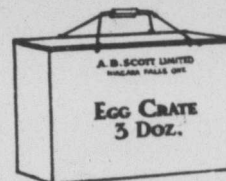
SHEDIAC, N.B.

License No. 1-748.

## Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs. When collapsed will not take up any more room in a suitcase than a traveller's order book.

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED  
NIAGARA FALLS, CANADA

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

## The John Wanamaker Store, Philadelphia



The John Wanamaker Store, Philadelphia. One of the largest, one of the busiest, one of the most perfectly conducted department stores in the world.



The Grand Court in the John Wanamaker Store, Philadelphia. Thousands of merchants visit this arcade every year to see how business is being handled.

# John Wanamaker buys 100 more National Cash Registers to meet the present-day shortage of help.

Mr. Wanamaker says:

"A large number of people have been taken out of the big stores. The men have enlisted. The women have gone into Red Cross work and nursing.

"We are able to fill some of their places with improved cash registers. This frees many persons for war work."

---

Mr. Wanamaker's statement that cash registers save labor, is based upon critical investigation and upon experience with N.C.R. Equipment extending over many years.

His recognition of the labor-saving qualities of modern National Cash Registers is plainly shown by a contract he has just placed for nearly \$100,000.00 worth of machines. This order calls for 100 of

our latest model clerk-wrap registers. It is the largest single order ever placed with us for one store.

The high character of Mr. Wanamaker's stores, the careful tests made by his executives, and the size of his orders, combine to make his personal endorsement extremely important to other merchants, struggling with the present-day shortage of help.

---

The National Cash Register Company of Canada, Limited, Toronto, Ont.  
Offices in all the principal cities of the world

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

**JAMS**  
**MARMALADES**  
**PEELS**

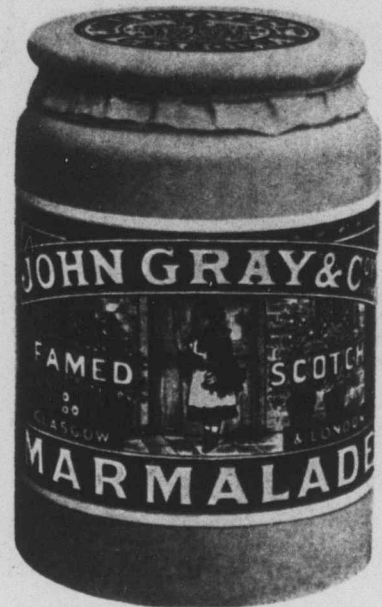
**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

**CONFECTIONERY**  
**MARZIPAN**  
**CHOCOLATE**



Agents

Wm. H. Dunn, Limited,  
 Montreal

Lind Brokerage Co., Ltd.  
 Toronto

**KING GEORGE'S**  
**NAVY** CHEWING TOBACCO

will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King  
 George's Navy, of  
 course?

**Rock City Tobacco Co., Ltd.**

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

# RICE FLOUR

*Healthy and Nourishing* This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes. *Wholesome and Nutritious*

*Use anywhere from 10% to 20% Rice Flour.*

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

*Agents:*  
D. W. Ross Co., Montreal

*Mills at*  
Montreal and Victoria, B.C.

## BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN .....	\$100.00	\$5.00 Less 10%	\$4.50
10c	2	100 PERFECTION .....	72.00	7.20 "	6.48
3 for 25c	2	100 GRAND MASTER..	64.00	6.40 "	5.76
30c	20	100 MIDGETS (5 in a box) .....	48.00	4.80 "	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10 Less 5%	3.90
5c	1	50 Cables .....	40.00	2.00 "	1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**



For the work-  
ing men of  
your town



in fact for every man because practically every man needs a good roomy serviceable pair of working gloves.

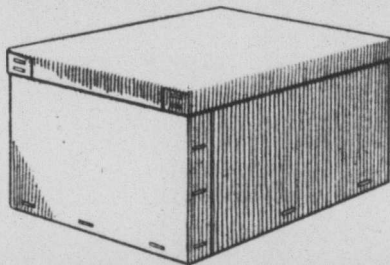
**TAPATCO**  
REGISTERED TRADE MARK  
BRAND



You can get this profitable extra trade by stocking the Tapatco lines—There's a style and a weight to suit every requirement. Your jobber can supply Tapatco Gloves.

The American Pad and Textile Company  
Chatham, Ontario.

This is the Box  
for your customers'  
Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed. NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.  
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

**Boxes Limited**

Queen and Booth Streets, - OTTAWA

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

**JAMS**

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

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

**DOMINION CANNERS, LTD.**  
CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	Per doz.	\$1 90
Pts., Aylmer Quality		2 35
Gallon Jugs, Aylmer Quality	1 62½	
Pints, Delhi Epicure	Per doz.	2 70
½ Pints, Red Seal		1 50
Pints, Red Seal		2 00
Qts., Red Seal		2 80

**BAKED BEANS WITH PORK**  
Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain	Per doz.	
85s, or with Sauce, 4 doz. to case		\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case		1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case		1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case		1 35
1½'s (20-oz.) Plain, per doz.		1 65
Tomato or Chili Sauce		1 90
2's Baked Beans, Plain, 2 doz. to case		1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case		2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case		2 30
½'s Tall, Plain, per doz.		2 75
Tomato or Chili Sauce		3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.		

**"AYLMER" PURE ORANGE MARMALADE**

Tumblers, Vacuum Top, 2 doz. in case	Per doz.	2 00
12-oz. Glass, Screw Top, 2 doz. in case		2 40
16-oz. Glass, Screw Top, 2 doz. in case		2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case		2 95
2's Tin, 2 doz. per case		4 45
4's Tin, 12 pails in crate, per pail		0 76
5's Tin, 8 pails in crate, per pail		0 90
7's Tin or Wood, 6 pails in crate		1 26
30's Tin or Wood, one pail crate, per lb.		0 17½

**BLUE**

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21½

**COCOA AND CHOCOLATE**  
THE COWAN CO., LTD.

**COCOA—**

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, ¼-lb. tins, doz.	2 45
Perfection, ½-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 & 2 doz. in box, doz.	2 75

**(Unsweetened Chocolate)**

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

**SWEET CHOCOLATE—** Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

**CHOCOLATE CONFECTIONS**

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

**6c. LINES**

Toronto Prices

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

**10c LINES**

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

**BORDEN MILK CO., LTD., CONDENSED MILK**  
Terms, net, 30 days.

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

# HEATHER BLEND TEA

*The Newest and the Best*

*RICHNESS IN  
ITS FLAVOR*



*STRENGTH IN  
ITS BREW*

**"THE FRAGRANCE LINGERS"**

A new package tea blended by experts from the choicest teas obtainable in the hill gardens of India and Ceylon. Put up in attractive packages and backed by advertising that will bring you many inquiries. Order a case to-day. Get ready for the demand.

**BLENDED BY**

**BLACKWOODS LIMITED, WINNIPEG, MAN.**

The highest grade flour it is possible to mill under present regulations bears the time-honored name:-

# PURITY FLOUR

(Government Standard)

This is good flour---otherwise it would not carry the name "*Purity Flour*," which has a reputation for quality that it is of vital interest for us to maintain.

You can safely recommend *Purity Flour* (Government Standard).

*"More Bread and Better Bread," and better pastry*

## Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Canada Food Board License Nos: Cereal 2-009, Flour 15, 16, 17, 18

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

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

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

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec  
15 STE. THERESE ST. - MONTREAL

**DONALD H. BAIN CO.**  
AGENTS FOR THE CANADIAN NORTH-WEST

# ORDER NOW

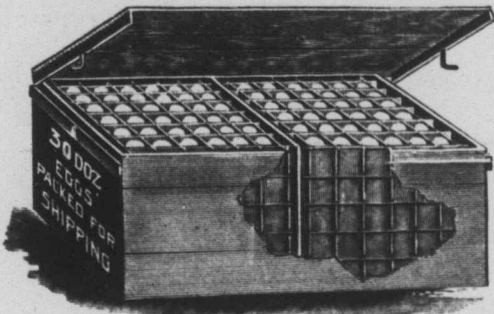
FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

**McCasky Register System**

**McCASKEY SYSTEMS, LTD.**  
Toronto, Canada

## THE MILLER BROS. CO., LIMITED



Manufacturers of  
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.  
20-38 DOWD STREET, - MONTREAL, CANADA



## OAKLEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakley & Sons, Ltd.**

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermid St., Winnipeg.

### EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

### CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

### W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.	
Lunch Ham—1s, \$6.45; 2s, \$13.50.	
Ready Lunch Beef—1s, \$4.45; 2s, \$9.45; 2s, \$9.90.	
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 1s, \$9.90.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.50.	
Geneva Sausage—1s, \$4.95; 2s, \$9.45	
Roast Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.	
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.	
Cooked Tripe—1s, \$2.45; 2s, \$4.45.	
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.	
Stewed Kidney—1s, \$4.45; 2s, \$8.95.	
Mince Collops—1/2s, \$1.95; 1s, \$3.75; 2s, \$6.95.	
Sausage Meat—1s, \$4.2s, \$7.75.	
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.70; 2s, \$5.45.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.45; 2s, \$8.45.	
Jellied Hocks—2s, \$9.95; 6s, \$29.80;	
Irish Stew—1s, \$3.45; 2s, \$6.75.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.	
Boneless Chicken—1/2s, \$5.90; 1s, \$8.95.	
Boneless Turkey—1/2s, \$5.90; 1s, \$8.95.	
Ox Tongue—1/2s, \$3.85; 1s, \$7.95; 1 1/2s, \$12.45; 2s, \$15.95; 2 1/2s, \$17.50; 3 1/2s, \$27; 6s, \$45.	
Lunch Tongue—1/2s, \$3.45; 1s, \$6.75; 2s, \$15.50.	
Tongue Lunch—1s, \$6.75.	
Beef Suet—1s, \$4.90; 2s, \$8.50.	
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.55.	
Mince Meat (Bulk)—6s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.	
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.	
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.35; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$12.50.	

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, flats, \$2.95; 3s, tails, \$3.35; 6s, \$12; 12s, \$20.	
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (tails), \$2.95; 6s, \$10; 12s, \$18.	
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.	
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.	
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.45; 4s, \$24.	
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.	
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.	
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.85; 1s, \$2.60; 2s, \$4.30.	
Tongue, Ham and Veal Pates—1/2s, \$2.25.	
Ham and Veal Pates—1/2s, \$2.25.	
Smoked Vienna Style Sausage—1/2s, \$2.45.	
Pate De Foie—1/4s, 75c; 1/2s, \$1.40.	
Plum Pudding—1/2s, \$2.45.	
Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.	
Beef—1/4s, 75c; 1/2s, \$1.40.	
Potted Tongue—1/4s, 75c; 1/2s, \$1.40.	
Potted Game (Venison)—1/4s, 75c.	
Potted Veal—1/4s, 75c; 1/2s, \$1.40.	
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.	
Devillee Beef Ham—1/4s, 75c; 1/2s, \$1.40.	
Devillee Tongue—1/4s, 75c; 1/2s, \$1.40.	
Devillee Veal—1/4s, 75c; 1/2s, \$1.40.	
Devillee Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.	

### In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.	
Ox Tongue—1/2s, \$14.50; 2s, \$17.50.	
Lunch Tongue—1s, \$9.95.	
Sliced Smoked Beef—1/4s, \$1.75; 1/2s, \$2.95; 1s, \$4.15.	
Mince meat—1s, \$3.45.	
Potted Chicken—1/4s, \$2.35.	
Ham—1/4s, \$2.35.	
Tongue—1/4s, \$2.35.	
Venison—1/4s, \$2.35.	
Chicken Breast—1/2s, \$9.95.	
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.	
Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, \$3c; 12s, \$1c; 24s, \$3c; 50s, \$3c.	

### COLMAN'S OR KEEN'S MUSTARD.

Per doz. tins	
D. S. F., 1/4-lb.	\$2 80
D. S. F., 1/2-lb.	5 30
D. S. F., 1-lb.	10 40
Per jar	
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

### Canadian Milk Products, Ltd., Toronto and Montreal, KALIM

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

### THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	.09%
40 lbs., 1 lb. pkg., White Glass	.10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10%
100-lb. kegs, No. 1 white	.10%
200-lb. bbls., No. 1 white	.10%
30 lbs., Edwardsburg Silver Glass, 1-lb. chroino pkgs.	.11%
48 lbs., Silver Glass, in 6-lb. tin canisters	.13%
36 lbs. Silver Glass, in 6-lb. draw lid boxes	.13%
100 lbs., kegs, Silver Glass, large crystals	.11%



The beverage of untold centuries—is of the same matchless quality to-day as a thousand years ago. It cannot be improved. The Government of Japan guarantees the purity of Japan Tea. Its ever-increasing use by Canada's tea drinkers testifies as to its quality.

*"The salts of tea reduce the amount of solid food necessary and maintain the vigor."*

—Dr. Williams, Yale.

16

One of our consumer ads.

To get the maximum profit out of your tea department it is necessary for you to feature well advertised teas of undoubted superiority.

Dealers handling Japan Tea find it a most dependable seller. Persistent consumer advertising makes initial sales easy—superior quality does the rest.

Your wholesaler supplies Japan Tea.

## The Financial Post on The Business Outlook To-Day

"NOR should there be any collapse in business. Shortage of raw materials as in the case of foodstuffs will tend to make the readjustment of prices very gradual. In some lines of goods where there is an acute shortage, higher prices may be experienced but the safest course will be for the merchant to consider himself merely as a merchandizer turning over goods as his trade requires without taking the risk of carrying excess stock even where there may be prospects of larger profits.

### The Tariff and Readjustment

"There will undoubtedly be an early demand from the low tariff element—particularly in Western Canada—for concessions with regard to duties. The first will probably be for the abolition of the 7½ per cent. war-time tariff increase. Eventually we expect that this additional tax will be removed; it was a temporary measure. But it should be remembered that it was due to war conditions rather than to the war itself and that a cessation of the war alone does not warrant its removal until there is an adjustment of the conditions which warranted it in the first place." Besides the important article from which the above is quoted,

## THE POST THIS WEEK CONTAINS:

France's "Loan of Liberation" for Canadians.  
The Ruling on the St. Lawrence Waterways Dam.  
Flavelle's Work is Appreciated in Britain.  
"Flu" Losses May Average 100 Per Cent. of Expectancy.  
Serious Situation—Twin City Railways.  
Some Decided Opinions on Assessment.  
Points Which Insurance Men Have to Watch.  
Developments in "Mystery Block."  
British Corporations of Manufacturers and Foreign Trade.  
Prosperity for N.S. Fishermen.  
U.S. Investors Seek Canadian Securities.  
Better Profits Are Reported For Barcelona.  
Federal Reserve Banks in United States System.  
Finding Places for the Clerks Now Overseas.  
Bond Market Declared Bare of Securities.  
Capital Issues Committee Still in Full Power.  
Architects and Builders Look for a Big Year.  
Canada's War Exports to Our Overseas Allies.  
Huge Balances Available for Victory Loan.

Above mentioned are a few of the more important contents of this issue of THE FINANCIAL POST. Send a subscription to THE POST and note its business value to you. Use this form in sending subscription which is \$3.00 per year.

The MacLean Publishing Co.,  
153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price \$3.00 per year on receipt of bill or you may draw on me for this.

Name .....

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C.G.

# Apples

Let us look after your requirements. We handle the Famous

## GEORGIAN BAY BRAND APPLES

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

We invite correspondence.

**LEMON BROS.**  
OWEN SOUND, ONTARIO

## Dairy Butter Wraps

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

ALWAYS IN STOCK

Special Printed Wraps to Order

**Business Systems Limited**

Largest Manufacturers of Butter  
Wraps in Canada

52-56 Spadina Ave. TORONTO

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

## The Hospital for Sick Children

TORONTO

War Laid Heavy Hand on Children's Charity.

Dear Mr. Editor:—

The annual report of the Hospital for Sick Children, Toronto, marks a new record, despite the heavy handicap the war placed upon its work.

The task of ministering to the suffering youngsters of this province was no light one in view of the Hospital's splendid response to the national call 25 doctors and 43 nurses from its forces have seen service overseas.

Yet the number of patients treated is 5,048, or 1,308 more than last year. Of these in-patients, 759 were from 266 places outside of Toronto.

The tireless efforts of the staff made possible also a reduction in the average length of stay necessary for the little patients from 24 days in 1914 to 14 this year.

These results show that the Hospital has again paid to the children rich dividends of health upon the invested kindness of its supporters.

There has been careful stewardship of the funds entrusted to the Hospital. There has been saving—almost scrimping—in every direction except where it would prevent the Hospital's soothing the suffering or shortening the sickness of one child. The daily cost of operation was held at the lowest point which would still allow the children entrusted to the Hospital to get the best medicine and the best of care.

And yet so high has risen the cost of every item in the Hospital's budget—in labor, in fuel, in food, and, above all, in medical supplies—that the minimum expense of taking care of one child for one day has risen from \$2.34 back in 1914 to \$3.21½ in 1918. Of that, \$1.66½—the amount per patient per day that the official Government grants do not cover—must come from voluntary contributions.

During the past four years debts were incurred to the extent of \$100,000, which the Trustees felt assured would be wiped out by the public as soon as the war drew to its close, and those heavy demands cease which have been made upon the generosity of the loyal people of this province. The time has now come when it is necessary to make known the Hospital's dire need of financial assistance.

If this 43rd Christmas appeal fails to rally the friends of this Charity to its support, it will be necessary to mortgage its land, buildings and plant. By the bounty of the late John Ross Robertson that property has just been cleared of debt for the first time since it began its ministry of healing mercy.

Little children have lost a big-hearted friend, and the province a noble benefactor. It is for the public to decide whether his life-work shall be shadowed with a mortgage within less than a year of his passing.

What think you?

Send your answer as soon as possible to the Secretary-Treasurer, Hospital for Sick Children, College Street, Toronto. Meanwhile the Charity will "Carry on," trusting in your support.

IRVING E. ROBERTSON,

Chairman of Appeal Committee

# CHRISTMAS

**Holly — Wreaths — Wreathing  
Navel and Florida Oranges  
Tangerines, Grape Fruit**

**Pears, Apples, Bananas, Nuts,  
Celery, Raisins**

Huge stocks of the best for the Holiday trade.

With the war over every one will want  
to Celebrate and Decorate.

Be early with your wants.

## WHITE & CO., LTD.

*Wholesale Fruit and Fish*  
**TORONTO**

Canada Food Board License No. 277

## Navel Oranges

Now on the way. Fine quality.

## Florida Pineapple Oranges

High Color, Juicy, Sweet.

Almonds, Walnuts, Brazils, Peanuts,  
Shelled Almonds and Walnuts. Order  
early. Supply short.

## Apples

Market sure to advance.

**Order quickly**

All varieties, BOXES or BARRELS.

## Cranberries

VEGETABLES of all Kinds.

## DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

Canada Food Board License No. 151

## Your best guarantee that Cow Brand Baking Soda will sell

is the fact that it has been selling and  
satisfying careful housewives for over  
70 years.

Prices for Ontario and Quebec:

10 ounce, 96 pkgs. ....	\$3.45	per box
Pounds .....	3.45	"
Mixed .....	3.55	"
Halves, 120 pkgs. ....	3.65	"



**Church and Dwight  
LIMITED  
MONTREAL**

# WETHEY'S

## Mince Meats

(both Condensed and Bulk)

**always lead**

*When buying  
insist*

*on this brand*

Canada Food Board License No. 14-128

# N. B. Egg Carriers

for retail delivery.

GROCERS who do not handle the **NEVER BREAK** are MISSING an **OPPORTUNITY** for making a **PROFIT** on Eggs.

Prompt shipments now, quality guaranteed.

Many wholesale houses carry the N.B. in stock.

## Walter Woods & Co.

Hamilton and Winnipeg

# WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

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## DOG CAKES

## POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

**SPRATT'S PATENT (America) LTD.**  
Newark, New Jersey.

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24-25 Fenchurch Street, E.C. 3.

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# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

**Vogans** Overseas  
**CAKE**

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

**JARS AND BUTTER CROCKS**



Are needed in every household. We can supply you with the kind that sells. Write for price list now to  
**The Toronto Pottery Co. LIMITED, Dominion Bank Bldg., Toronto**

We are now located in our new and more spacious warehouse at  
**60-62 JARVIS ST.**  
**TORONTO SALT WORKS**  
GEO. J. CLIFF

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

**MARKET BRIEFS**

The recent lifting of the restrictions with regard to the importation of apples into England has stimulated shipments from the Port of Montreal, and some considerable quantities left here for Great Britain recently. The amount of apples to be permitted forward at this time is stated to be 20,000 barrels. As the freight per barrel is rather high, even at the reductions which have been effected, apples will have to retail in England, it was stated to CANADIAN GROCER, at from \$15 to \$16 per barrel. It is just a question now whether there will be much of a market for them at this price.

\* \* \*

It is expected that there will be plenty of California oranges in the market for the coming Christmas trade. A large direct importer stated to CANADIAN GROCER that he expected to receive a car-load the beginning of this week, and that there would be enough oranges for the anticipated demand of the next few weeks.

\* \* \*

The representative of a large Canadian canning company stated to CANADIAN GROCER that there was a considerable enquiry from European buyers for their products, notably for corn and tomatoes. This informant stated that, while the present indications in this market had tended to a lowering of values, especially on tomatoes, he anticipated a trade from over the Atlantic. Already there had been some shipment of corn, and with a short supply of this there is little probability of declines, he stated.

**MINCEMEAT**

Write, wire or telephone for quotations for prompt or fall delivery.  
**E. B. THOMPSON**  
20 Front Street East, Toronto

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS.

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

**CHOCOLATTA**

contains chocolate, milk and sugar in powdered form.  
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.  
**NUTRIENT FOOD CO., TORONTO**

**HIGHEST PRICES PAID**

for all kinds of  
**Poultry and Fresh Eggs**  
**KAVANAGH PROVISION CO.**  
372 Bleury Street, Montreal  
Telephones: Uptown 4620-4621 Night Up 1980  
Canada Food Board License No. 9-690

**Sugar Bags WANTED**

WRITE  
**E-PULLAN** TORONTO

**GROCERS & BUTCHERS**

Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER  
**C. A. MANN & CO.**  
LONDON, ONTARIO  
"Canada Food Board License No. 7-078"

French Doctor desires to represent in Paris, a large house of food producers of a high quality. First-class references and recommendations from responsible Canadians are offered.  
Address—Docteur L. Saint-Aubin, 22, Rue de Dunkerque, Paris.

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

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



# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### WANTED

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

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

**WELL ESTABLISHED FIRM IN WINNIPEG** covering entire West with staff of travellers and branch in Calgary desires one or more good lines of staple goods. Representative of this firm will be in Toronto first week of December. Write Box 464, Canadian Grocer, and make appointment.

**WANTED BY OLD ESTABLISHED FOOD** product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

**KINDLY MENTION THIS PAPER**  
WHEN WRITING ADVERTISERS

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement.

If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

## FOR SALE

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

**FOR SALE — SASKATCHEWAN GENERAL** business with post office, established four years. Stock around \$5,000; fixtures \$1,000; store and dwelling house valued \$3,200. \$2,000 cash, balance arranged, monthly payments. Do not reply unless you have \$5,000 or \$6,000 cash. Safest proposition in Saskatchewan where farmers have done well. Owner in poor health. Stock can be reduced to suit purchaser. No exchange commissions. Post office easily earns \$1,000 yearly. Apply Box No. 462, Canadian Grocer.

**FOR SALE—ONE OF THE BEST GENERAL** merchandise businesses in the County of Huron. Stock about \$7,000. Only store in village. Turnover around \$30,000 a year. Pressed brick dwelling and store. Retiring because of advancing age. Box 458, Canadian Grocer.

**FOR SALE—TAYLOR SAFE, GOOD CONDI-** tion. 3 wheel, height 41, width 34, depth 29, for \$100.00. Because we have vault now. Market price \$250.00. Carter Bros., Picton, Ont.

### WANTED

**WANTED TO BUY—USED McCASKEY BOOK-** keeping System holding 200 accounts or more—must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.



## PAPER BALERS

Turn Waste  
Into Profit

Made in 12 sizes.

Send for catalog.

**Climax Baler Co.**

Steel "Fireproof" Hamilton, Ontario

The money is yours—and we'll  
get it for you.

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

We can get your  
money for you

Ours is a large and reputable organization qualified to collect anywhere. Write to-day for full particulars and samples of our Special Forms.

**NAGLE MERCANTILE AGENCY**

Westmount, Montreal, Que.



## FIRST AID IN THE KITCHEN +

Tell your customers about Vol-Peek. Tell them how easy the mending of leaky pots, pans, etc., becomes when Vol-Peek is used. No tools necessary. And the mended vessel is ready for use in two minutes or less. Vol-Peek is put up in very attractive display cartons. Your wholesaler can supply you.

H. NAGLE & CO., BOX 2024, MONTREAL.

# VOL-PEEK

**"PEERLESS"  
in Name  
and Quality**



***No trouble at all to sell a  
successful product such as this***

**W**E want you to share with us some of the success we are having in connection with "*Peerless*" Shortening.

Dealers who are handling this product tell us that their customers buy it again and again—because they know they can always pin their faith to it.

For cake and pastry making as a shortening—for frying foods—for every purpose for which a frying fat can be used "*Peerless*" Shortening gives the highest satisfaction.

Not only is it much cheaper than lard or butter—it is more economical in use and goes farther. That's a "worth while" argument these days, isn't it?

The unusually attractive packages make a fine display, too, and are well worthy of the high grade product they contain. Why not order to-day—through our traveller—or by mail?

*In 1 lb. Sanitary Cartons and 3 lb., 5 lb.,  
10 lb., 20 lb., 50 lb. Bright Red Tin Pails*

**THE WILLIAM DAVIES COMPANY LIMITED**

**MONTREAL**

**TORONTO**

**HAMILTON**



## “Timidity is Fatal to Great Action”

—Says Lloyd George

If there had ever been a hair's weight of timidity in the make-up of Lloyd George the fate of the Empire would have been sealed on more than one occasion during his magnificent leadership of the British Cabinet during the great war.

Timidity has no place in the make-up of any successful man. A fair argument, a sound proposition, always get a fair hearing from big men, and when once “sold” that a given course is right they go ahead—and they go ahead to success.

# Dayton Automatic Scale

Every merchant wants prosperity—not only in the future but NOW. The way to get it is to preach it and practice it—and get ready for it. If your store equipment is antiquated, you cannot expect to keep up with the keen, competitive conditions that will undoubtedly obtain after the war. Above all you need a Dayton Automatic Scale to guarantee that you get every fraction of every cent for everything weighable that is sold from your store. Do not handicap yourself with your competitor. Let timidity have no place in your business. Get the best. It pays.

Let us send you a copy of our latest  
catalogue.

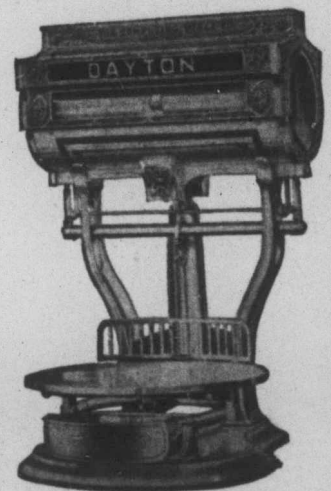
## DAYTON COMPUTING SCALES

Royce and Campbell Avenue

Toronto

FRANK E. MUTTON,  
Vice-Pres. and Gen'l Mgr.

Also at Montreal  
Winnipeg, Vancouver



The famous Dayton Automatic  
Scale. Made in Canada.

(Division International Business Machines Co., Ltd. Also makers of International Time Recorders and Hollerith  
Electric Tabulators)