

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

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No. 50

ELKHORN CHEESE 8 VARIETIES IN TINS

now has a coast-to-coast distribution in Canada, and backed up by an international advertising campaign that is second to none. Your trade is now reading about the superior, uniform quality and flavor of Elkhorn Cheese in Tins. The demand is already created and our Canadian sales are increasing by leaps and bounds. Now is the time for jobbers and retailers to stock this fast-selling, non-competitive line. It is a clean source of new profits without duplicating any of your present stock. Elkhorn Cheese is made by a special process fully protected by patents, put up in air-tight, parchment-lined containers and guaranteed to keep without refrigeration in any climate or season. There is no spoilage or waste, your profit is sure, and sales are continuous the year round. Write for particulars.



8 VARIETIES

KRAFT
CHILE
SWISS
PIMENTO
RAREBIT
CAMEMBERT
ROQUEFORT
LIMBURGER

Dealers and Wholesalers

Write for samples and full information of Elkhorn Cheese in Tins—8 Varieties.

J. L. Kraft & Bros. Co.
Chicago
363 River St.

New York
370 Greenwich St.

Wm. H. Dunn, Ltd., 180 St. Paul St. West, Montreal
Dunn-Hortop, Ltd., Board of Trade Bldg., Toronto
Oppenheimer Bros., Brokerage Houses from Winnipeg
to Vancouver
J. A. Tilton, St. John, N.B.
Pyke Bros., Halifax, N.S. and Sydney, N.S.
Buchanan & Ahern, Quebec, Que.

Profit by Selling

COWAN'S PERFECTION COCOA

COWAN'S
PERFECTION
COCOA
MAKES
GOOD THINGS
TO EAT

COCOA LAYER CAKE

COCOA PIE

COCOA DOUGHNUTS

COWAN'S
PERFECTION
COCOA

SEND FOR RECIPE BOOKLET
THE COWAN COMPANY LTD
TORONTO

THE public demand for COWAN'S PERFECTION COCOA makes it profitable stock for a dealer to carry. That demand has been created through the satisfaction it has given to housekeepers.

The demand is steadily increasing and the dealer who carries this cocoa can rely on growing trade and the confidence of his customers. The stock is never left on your hands and you have a quick turnover of your money, with good profits.

We do not merely sell you our goods. By extensive advertising throughout the country we help you to sell the cocoa you purchase from us. We also provide you with attractive display placards for your store.

Housekeepers find COWAN'S PERFECTION COCOA of delicious flavor and concentrated strength. It is economical and can be recommended for all kinds of cooking where the flavor is desired.

When customers ask for cocoa, recommend Cowan's, and watch your trade grow.

Write to us for more particulars. Booklets of Cowan's Cocoa recipes for distribution amongst customers. Sent in lots of hundred or more to dealers who handle COWAN'S PERFECTION COCOA.

Made in Canada

The Cowan Company, Limited
Toronto

Build for the Future

The most successful Grocery and General Stores of to-day have been built upon Quality Merchandise. The price of Quality may be a little higher, but nevertheless quality builds up and holds the very best trade in a community.



The name

Borden's

has always been associated with High Class, Quality Goods, and when your customers see that you are carrying this line, they will then know that you are desirous of giving them the best—Borden Milk Products not only give you a good, attractive profit, but mean quality and satisfaction to your customers.



If you are not already acquainted with the many attractive features attached to the selling of "BORDEN'S," get a full assortment to-day—display conspicuously on your counter and shelves. Suggest them to your customers and you will be agreeably surprised with the increased sale.



Order through your jobber to-day

Borden Milk Co. Limited

Montreal - - Vancouver

DIRECT

SHIPPERS



Field & Co

(FRUIT MERCHANTS) LTD
40-42 KING WILLIAM STREET,
LONDON, E.C.4. ENGLAND.

Cables: "Loudly, London"
Codes (Private): A.B.C. 4th and 5th Editions
Western Union and Bantleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

OBAYO REAL SARDINES

The Elite of the Sea

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

Obayo Real Sardines

will bring

**BIGGER AND BIGGER
REDOUBLED AND REDOUBLED
SARDINE BUSINESS**

When next you order Sardines,
ORDER

Obayo Real Sardines

Direct Importers:

FIELD & CO. (F.M.), Ltd.,
40-42, King William St., London, E.C. 4

"The Best Spread for Bread"



It's easy to prepare a nourishing, strengthening, wholesome lunch for boy or girl or man or woman with

Wantmore PEANUT BUTTER

Here you have the old time Peanut Butter vastly improved. Every can contains quantity, quality and economy. You'll like "Wantmore" better every time you use it.

Your Dealer has it and also
"Wantmore" Salted
Peanuts.

R. L. FOWLER COMPANY LIMITED
CALGARY SASKATOON REGINA

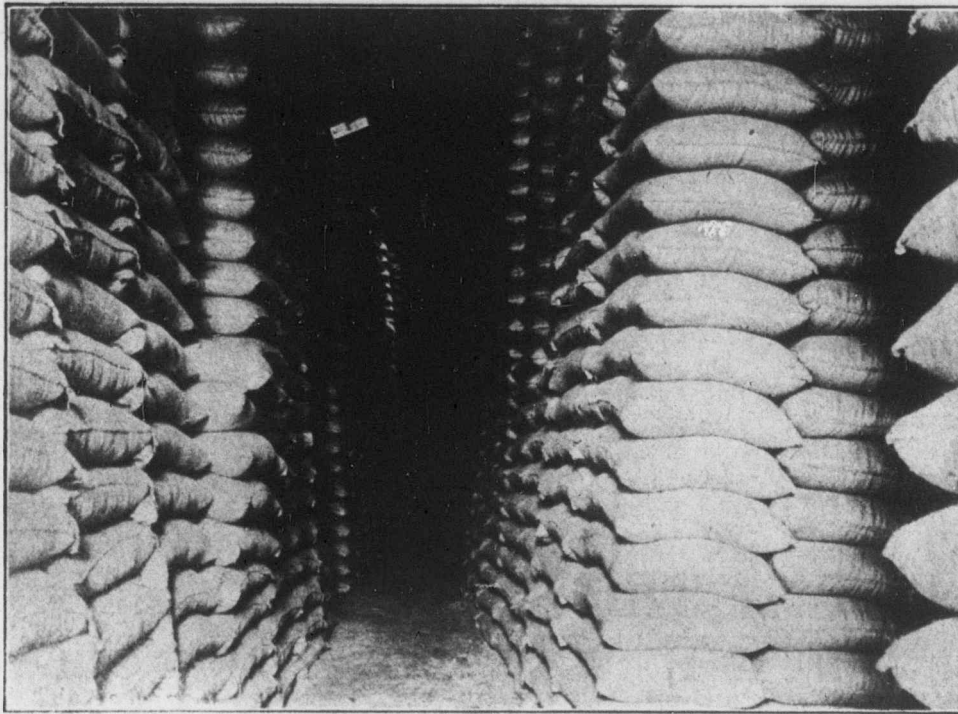


**That Add is Not Written TO
You, But It MEANS a great
Deal To You**

It is one of our publicity series by which the good quality of "Wantmore" Peanut Butter is being made known to the nation.

This great consumer campaign is making it wonderfully easy to sell this product. Send us a small order to begin with and prove our statement to your own profit.

Free electrotypes from our extensive series will be sent free of charge to help you advertise "Wantmore" Peanut Butter locally.



Coffee Stocks

It is just as important for the exporter in Brazil who expects to satisfy particular roasters to keep a carefully selected spot stock in the warehouse in Brazil as it is for the roaster in this country to keep a stock in his warehouse.

The above cut shows a portion of our selected stock—fine quality coffee—in our warehouse in Santos. The bags are 25 high, every mark and grade separate; so that when an order comes from our roasting friends we do not have to scurry around here and there, trying to pick up a certain grade of coffee, but only have to turn to our shelves, make the proper selections and ship immediately, if this is necessary.

This is another important branch of our service.

J. ARON & COMPANY, Inc.

Importers
New York
Chicago

COFFEE
New Orleans

Exporters
Santos
London

Canadian Representatives :

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg

Henry M. Wylie, Halifax

Alex. F. Tytler, London
R. M. Griffin, Hamilton



Wagstaffe's Mince- Meat

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

Plum Puddings

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

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner,
Etc., Etc.



SELLERS ALL

BUY NOW

W. Clark, Limited

Montreal



HAVINDEN'S COCOA

— PLEASES —



Sold in $\frac{1}{4}$ lb. and $\frac{1}{2}$ lb. tins, on best terms.
AN EXCELLENT SELLING LINE

Havinden's Cocoa, Chocolate and Confectionery
WATFORD, ENGLAND

Encourage the world-wide need for thrift.

No food you can sell your customers is **better value** than **Quaker Oats** or **Tillson's Oats**—No Products more seasonable sellers to-day.

Present price --- \$5.60 per case of 20 packages---is subject to advance at any moment, owing to the strength of the oats market.

Protect Yourself Now

Order for prompt shipment--display the goods in your window--on your counter.

Stock sufficiently--the purchase will prove profitable.

The Quaker Oats Company

Peterborough and Saskatoon

- Canada



Ask Yourself These Questions!

1. How can I increase my sales of perishable foodstuffs?
2. Am I getting all the profit out of my cooked meat sales?
3. Are my perishable goods well displayed in the most sanitary manner known to science?

If you don't know how to answer the first and if you can't answer yes to the latter two—write us.

We have some literature that will interest you.

EUREKA

Refrigerator Co., Ltd.

Head Offices and Factories: Owen Sound
Branches: Toronto, Hamilton, Montreal

Increased cost of milk means more sales of KLIM



When a woman is seriously considering the reduction of the family milk supply because of excessive cost, it will take but little urging to induce her to try Klim, powdered separated milk. Once she tries it, there's no doubt of her verdict. She will use it again and again, regularly every day.

To-day there are dozens of women in your locality worried over the high cost of milk. Are you taking advantage of this to liven up the sales of Klim?

First be sure you have plenty. Your wholesaler is ready to supply you.

Canadian Milk Products, Limited

TORONTO

Winnipeg

Montreal

St. John

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

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

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

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

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

Write for Particulars to

**Watson Bros. Fishing and
Packing Co., Limited**
Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

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

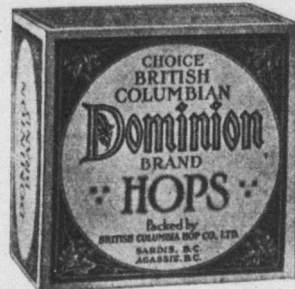


HOPS

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

Ranches located at
 Sardis, Agassiz,
 B. C.

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



Largest Hop Growers in Canada

Write for Prices—Samples

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

Eight Million Women Know Them

—Use Them in Your Christmas Window.
 The national advertising of Sun-Maid Raisins is constantly going into 8,000,000 homes—homes that you sell to.

In these homes are 40,000,000 people for whom these women buy the food.

The raisins these women know the best are Sun-Maid, so displays of them win the quickest response in sales.

Are you taking advantage of this fact? Are you using this brand in your window and on front counters as an advertisement for your store?



SUN-MAID RAISINS

Make a Christmas display of Sun-Maid Raisins and nuts with a little holly to set it off.

Nothing could be more timely. Note how it increases sales.

Three Varieties: Sun-Maid Seeded (seeds removed). Sun-Maid Seedless (grown without seeds). Sun-Maid Clusters (on the stem)

California Associated Raisin Co.
 Membership 9,000 Growers
Fresno California

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
 105 Hudson Street, New York

Canadian Agents:
 C. B. Hart Reg. Montreal
 A. S. May & Co. Toronto
 Donald H. Bain Co. Winnipeg

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

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

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

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

Retailers East of Winnipeg

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

Retailers of Winnipeg and Points West

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

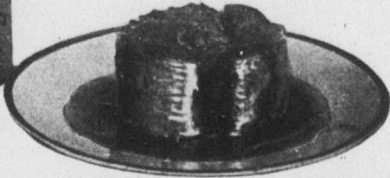
TO THE RETAIL TRADE:

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

CANADIAN FISH & COLD STORAGE CO., LIMITED
PRINCE RUPERT, BRITISH COLUMBIA



EVERY MORSEL EDIBLE
AND DELICIOUS



Pilchards Are Unique!

A Tastier Food---For Less Money

"Albatross Brand" Is Always Right

Clayoquot Sound Canning Co., Ltd.
VICTORIA.

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



Bring Them Together!

With
Satisfaction
and
Profit For All



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

"Caught in Salt Water"

HALLPINK

choice pink

SALMON



1 lb. and
 $\frac{1}{2}$ lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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



MACARONI

The pure food that builds Muscle and Bone at small expense.

The Meat of The Wheat

Manufactured by the

Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

WALLACE'S HERRINGS



Like Wallace's Salmon and Pilchards Give Splendid Satisfaction.

Your Jobbers Can Get Them
For You

WALLACE FISHERIES LIMITED
VANCOUVER

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

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

R. E. BOYD & COMPANY

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

QUAKER BRAND GOODS WILL PAY

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

We will need the Grocers' co-operation.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**DIRECTORY****Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS***Take advantage of our Service*
WINNIPEG MANITOBA**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**F. MANLEY**Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG**W. L. Mackenzie & Co., Ltd.**
Head Office: WinnipegBranches at
Regina, Saskatoon, Calgary, EdmontonMention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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.



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of

Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

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

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jirch Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

J. D. McLeod & Co.

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

B. M. Henderson Brokerage, Ltd.

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

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

Calgary Storage & Cartage Co., Limited

Warehousing and Distributing Our Specialty

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

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

WHEN ANSWERING ADVERTIS-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

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

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

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

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

WANTED

Agencies for food products for the City of Montreal, best references.

SILCOX & DREW
33 NICHOLAS ST., MONTREAL

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

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

BRITISH GUIANA

Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?

McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara,
British Guiana
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

MARITIME PROVINCES

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

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

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

REX PRODUCTS

are now being sold in all parts of Canada.
Are you selling them?

Rex Cedar Oil
Rex Floor Wax Rex Furniture Cream
Rex Washing Powder

Order from your Jobber or Wholesaler.

REX CHEMICAL CO.

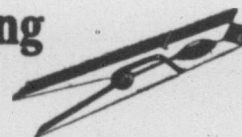
103 Wellington St., MONTREAL

McDONALD ADAMS
WINNIPEG
GAETZ CO.
HALIFAX

S. H. MOORE & CO.
TORONTO
W. S. CLAWSON CO.
ST. JOHN

KING & SOUTHCOT
VANCOUVER
J. N. DION
QUEBEC

Dominion Spring Clothes Pins



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

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



YOU WILL BE SURPRISED

when you see how easily you can make the finest pastry, cakes, pies, biscuits, etc., by using

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

It is with this fine, smooth, always uniform flour that are always made those rich, light, wholesome pastries that please the eye and tempt the palate.

Try it with your favorite recipe and you will not fail to notice how different it is from ordinary flour.

REGAL FLOUR does not cost more than other brands of good flour. It is on sale everywhere in bags of 7-14-24-49 & 98 lbs. and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
MONTREAL

Regal Flour

EVERY NEWSPAPER OF THE PROVINCE OF QUEBEC publishes, this week, the advertisement reproduced above in favor of our

REGAL FLOUR

White and Pure as the Lily

the best flour for cakes and pastry. Highly recommended for its high quality, it will please your customers.

How is your stock?

We shall be pleased to fill your orders promptly.

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

St. Lawrence Flour Mills Co., Limited, Montreal

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following :—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN, and ALBERTA

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

BRITISH COLUMBIA

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

NEWFOUNDLAND and LABRADOR

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

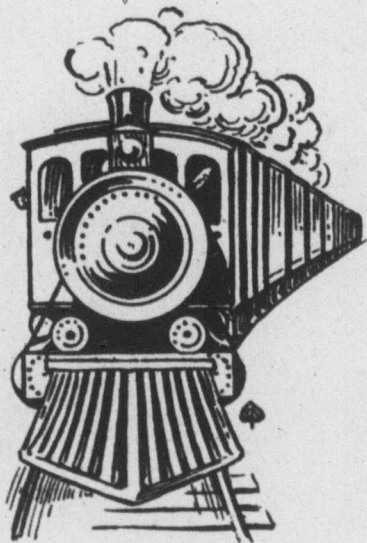
HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

Speed

We pride ourselves on the speed with which we fill and ship all orders.

Every order receives immediate attention the moment it arrives. It is filled from the finest selected first quality lines, carefully packed and shipped at once by the most rapid method of transportation.



Swift
Superior
Service

On all our shipments of Domestic and Foreign fruit insures you that your order will arrive in fine condition. We can supply you *at once* with the highest *quality domestic and foreign fruits, nuts, vegetables, confectionery and sundries at very reasonable prices.* Our price list will interest you. Send for it to-day.

*"The House
of Quality"*

*"The Firm
for Service"*

H. WALKER & SON

Established 1861

GUELPH

ONTARIO

NUCOA

*The Original
Nut Butter*

Nucoa is a **pure**, appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of coconuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

**Canadian Wholesalers
Who Handle Nucoa**

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons

Kingston—J. Y. Parkhill & Co.

Toronto—Whyte Packing Company,
Front Street E.

Galt—Glennie & Moore, Ltd.

Windsor—S. P. Lyttle, 88 Quel-
lette Ave.

Quebec

Montreal—Labrecque & Pellerin, 11

Rue St. Timothee

Sherbrooke—J. A. Cascadden

Manitoba

Winnipeg—A. H. McIntosh, 1307
Union Trust Bldg.

**The Nucoa Butter
Company**

New York Chicago



**BUTTERS BREAD
STAYS SWEET**

Registered



Trade Mark

The Retailer's Extra Profit

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

MACDONALD'S PLUG TOBACCO

Smoking--**BRIER
INDEX**

BRITISH CONSOLS

Chewing--**PRINCE OF WALES
CROWN**

**BLACK ROD (Twist)
NAPOLEON**

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL



Holiday Opportunity

The Oyster is afforded an opportunity this Christmas that it has never previously enjoyed. Poultry is extremely high and many families will feel the necessity of abstaining from poultry.

Aside from the merit Oysters have in a nutritive sense, there can be no question as to the public regarding the Oyster as palatable, and at this season of the year it is the palatable food that appeals.

Sealshipt Oysters in Glass Jars give this opportunity an impetus that is new and the dealer should take full advantage of.



Sealshipt Oysters in glass jars will appeal to the eye, as well as to the good sense of the consumer. This glass jar is fundamentally sound, and we believe delivers more real value to the consumer, than the old method of bulk oyster was capable of.

Sealshipt Oysters in glass jars were not put up to meet a price. They are put up the best we know how. They are strictly a quality proposition. They require constant refrigeration.

Connecticut Oyster Co., Ltd.

"Canada's Exclusive Oyster House"

50 Jarvis Street

-:-

-:-

TORONTO

Count the "Dead Ones" in Your Stock

It will be painful, perhaps, but it will be the best preventive against being "fooled" again.

These "dead ones" just serve to reduce your profits—you gain absolutely nothing from their presence.

TURNOVER MEANS MONEY — CASH!

therefore stick to the "live sellers" and those articles in constant demand, especially

"SALADA" TEA



Our prices are the lowest for guaranteed

ROLLED OATS

ROLLED WHEAT

SPLIT PEAS

STANDARD OATMEAL

*Write for prices of Oat Feed, Shorts
and Hominy Feed*

The Parkinson Cereal Co.

THORNBURY, ONT.

Selling Agents:

T. M. Sibbald & Son

311 King Street East
TORONTO

Owing to the high
freights prevailing

CONTINUE TO IMPORT

supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

SPRATT'S PATENT LIMITED

24-25 Fenchurch St., London, E.C. 3, Eng.

Red Rose Tea "is good tea"

It was "good" when first placed on the market and has been "good" for 25 years.

Stock up with "Wentworth" brand Mincemeat

This popular brand at 16c a pound. It is made from hand-picked apples, peeled and cored, with a generous quantity of fruit and peel.

Caldwell Brand

is a higher grade mincemeat. It is made to meet the demands of the better class of trade and costs you 25c a pound. Packed in leak-proof pails of 40 lbs., and 300 and 600-lb. barrels (1/2c cheaper).

BOTH these grades are excellent sellers. On 300 lbs. or over we pay freight to any part of Ontario. We also manufacture Pure and Blended Jams, Catsup, Worcester Sauce, Etc.

Order through your wholesaler or direct

The Wentworth Orchard Co., Ltd.

Canners and Preservers

Hamilton

Ontario



Robinson's "Patent" Barley

is recommended by over
30,000 physicians as an
IDEAL FOOD.

For Infants and Invalids

there is nothing like Robinson's "Patent" Barley for imparting nourishment and strength.

All the best grocers in Canada sell Robinson's Patent Barley. Do you?

MAGOR, SON & COMPANY, LIMITED

30 Church Street, Toronto

191 St. Paul Street West, Montreal

Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

This is a genuine furniture food. Preserves paint, varnish and all woodwork. Only one cloth necessary.

Contains no acids or kerosene. Non-inflammable and is a pleasure to use.

Mr. Grocer, send for a sample; try it on your own furniture first.

An absolute money-back proposition. **VLIT** must make good or we will.

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED

223 MCGILL ST., MONTREAL

R. C. HANNAN, Sales Manager
(Formerly with Thomas J. Lipton)

MAIN 4927

CANADIAN GROCER

Vol. XXXIII.

TORONTO, DECEMBER 12, 1919

No. 50

Q "I do not foresee any change from our present measure of prosperity for at least five years, probably for seven. The world is face to face with a famine of essentials. The shelves of the grocer, the draper and the hardware merchant are bare, the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price because the goods are not there to purchase. While these conditions last, while all the world is a buyer, there can be no thought of hard times."

The world has been very full of croakers of late years, and a change in the tone of the music comes gratefully to the ear. Certainly no one could accuse Lord Leverhulme of Port Sunlight, England, head of the great Lever Brothers soap business, and one of the largest employers of labor in the world, of being a croaker; no one could accuse him either of being a man of incautious judgment. He stands as one of the big business men of the world and frankly declares himself an "incurable optimist," not only in regard to general affairs, but in regard to the present disturbed business conditions, and the somewhat uncertain future. "I do not foresee any change from our present measure of prosperity for at least five years, and probably seven," stated Lord Leverhulme to CANADIAN GROCER. "The world is face to face with a famine of essentials. There are too few ships to provide for our needs, there are bare shelves. The shelves of the grocer, the draper and the hardware merchant are bare, and the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price, because the goods are not there to purchase. This condition cannot be remedied in a day. It will be years before production can equal demand, and until it does there will be a ready market for everything that can be produced, and that is so, I believe, quite despite present exorbitant prices. People will pay these prices because only by so do-



Prosperity Assured for Years to Come

An Interview with
LORD LEVERHULME.

ing can they supply their needs. While such conditions last, while the world is a buyer, there can be no thought of hard times. That is the condition existing in this first period of reconstruction, as I see it, and that is a condition that I believe will certainly exist for a period varying from five to seven years. I do not think that in this time any conditions can arise that will greatly modify this judgment.

Wage Reduction a Catastrophe

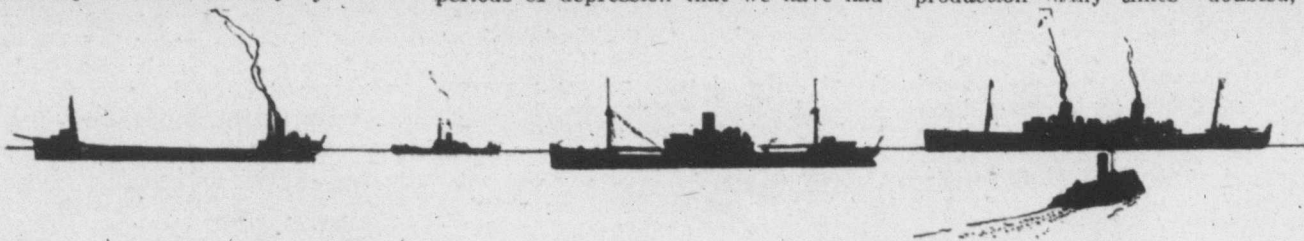
"In what might be called the secondary period, the period that will follow the time when the world's production has again been brought equal to the demand, the stability of business conditions will be contingent upon two factors: the continuance of present wage conditions to the worker, and a reduced production price that will permit of lower prices. In my opinion, any reduction in wages would be a catastrophe and would unquestionably result in one of those periods of depression that we have had

from time to time. Any lowering in the wage market, and such will be the case if indus-

tries are shut down and the labor market becomes flooded with excess labor, will react sharply on business and will bring about a condition of hard times.

"On the other hand the laborer must be brought to see the fallacy of the doctrine held by some that a re-distribution of wealth would afford any remedy. You might as well say that the mortgage on the home could be raised by rearranging the furniture. Re-arrange it as much as you like, but the mortgage would still be there till someone goes out and takes off his coat and earns the money to raise it. The thing we must look forward to is when the working-man's five dollars can buy seven dollars' worth of goods as they are at present prices, but such things can only be if the workers as a whole, and that means most of us, for we are all of us bartering one sort of labor for another, are prepared to work to raise the mortgage. The high prices of goods is ninety per cent. paid by the working class and if they neglect the production that would lower prices they are merely raising prices on themselves."

"A reduced production price depends on the co-operation of labor, and on sound economic handling. For instance," said Lord Leverhulme, "there was a man in here a short time ago showing us a machine that would do the work of ten men. Now when you have one man do the work of ten, then you have a production many times doubled, and



costs reduced, you naturally have a commodity that can be sold at lower prices. What of the nine men whose services are disposed of? They will be making the machine that saves the labor and handling the excess production. It is merely a re-arrangement of labor that leaves everyone employed and producing more.

Larger Production—Lower Prices

"With larger production there must come lower prices; lower prices are made possible by better business system, and with the laborers' wages maintained there is a buyer for all the goods that can be produced. Such conditions will mean an indefinite continuance of prosperity.

Prosperity Outstrips Debt

As for the financial aspect, I do not think that there is ground for fear. At the close of the Napoleonic wars Britain had a debt of eight hundred million. That is taking in the British Empire

alone. Our present debt is estimated at somewhere about six thousand million, add in the debt of all other parts of the Empire and the total debt will yet be less than eight thousand million. Ten times as much as that of the Napoleonic wars, but is anyone foolish enough to believe that our resources are not ten times greater than then? Why, take Canada, her resources are a thousand times and more greater than they were in the Napoleonic era. Australia had only been discovered by Captain Cook a few years before. Africa had practically no resources, and the resources of India were a mere bagatelle. Why our resources were scarcely touched in those days. To-day they are certainly many times more than ten times as great, and if a time of undreamed of prosperity followed on those uncertain days, why should we fear any disastrous financial conditions now? As I said I am an optimist and I can see only good times ahead."

as brooms and brushes, candy, candles, fruit, soap, washboards, wash-boilers, etc.

BROOM PRICES TO ADVANCE AGAIN

The broom market is manifesting considerable strength, and advices received indicate that there will be a further advance of price early in the New Year, if not sooner.

An Eastern Canada manufacturer pointed out to CANADIAN GROCER that the recent increases for wire products would be one of the contributing factors in the increase. In addition to this, handles have recently advanced, and there is also the advance for wire nails recently effective. Of course the high prices obtaining for broom corn have been the big factor, and in addition to this labor is perhaps the largest contributing factor in the cost of brooms to-day.

While actual Government reports indicate that shipments of broom corn have for some months of 1919 been heavier than those of the corresponding months of 1918, this does not prove that the supply is greater. Manufacturers held off buying their raw materials in the hope that something would turn up and supplies be cheaper. This meant that when the 1919 harvest was garnered the various manufacturers rushed their orders in for supplies, having been short of the necessary stock. The consequence has been that of showing larger shipments than formerly.

It is understood that the present movement of brooms is very large and that, despite the high prices ruling, there was been a continued demand from all sources for this commodity.

ABATTOIR COMPANY TO RE-ORGANIZE

Shareholders of the Montreal Abattoirs, Limited, met on Tuesday of this week at Montreal for the purpose of considering a plan to re-organize this company, and which follows a resolution met by the Board of Directors on November 17th 1919.

New Low Price Store Chain for Canada

The L. R. Steel Company Propose to start a Chain of 100 Stores in Canada, Forty of These to be Started During the Coming Year

A NEW chain of stores following the general policy of the 5 and 10 cent stores at present in existence, are about to be opened simultaneously in Canada and the United States. The Canadian Company is known as the L. R. Steel Company Ltd., and has its executive quarters for the present in the Royal Bank Building, Toronto. In the United States the company is known as the L. R. Steel Company, Inc., Lincoln Building, Buffalo. The control of the Canadian company will rest with the United States Company, and all financial dealings will be completed at that end.

The plan is to start a chain of 100 stores in Canada. The stores to be located in cities of over 6,000 population. As far as can be learned, no locations have yet been purchased, but it is understood that this work is in hand, and the first stores will probably be opened early in the spring, and it is expected that before the close of the coming year fully forty stores will be in operation. The organization at present is busily arranging for supplies.

The new chain varies from the well-known chains now in existence in the fact that while they will cater to the needs of the public for a cheaper line of goods, they will not set themselves as low a limit as the stores at present operating.

The new organization opens with a 5c to \$1.00 margin, and this idea arose out of the fact that the war conditions had made the lower limit set by other stores a great element of difficulty, because owing to the advancing cost of many lines, several of the most profitable departments of the 5c and 10c stores had

to be discontinued. With the dollar limit the new company believes that it has a sound proposition, that many lines that heretofore have been too high-priced for these stores, can be listed, and they feel that the public will appreciate the change.

The company will not deal largely in grocery lines. There will be a cafeteria in connection with all the stores, however, and it is the intention to sell a few lines such as coffee and tea in connection with this cafeteria. The beverages will be served in the restaurant, and will so be introduced to the customers.

Sundry odd lines generally sold in the grocery store will also be handled such

Oysters in Glass Need Refrigeration

A CURIOUS impression has gained credence with certain handlers of oysters in the new glass sealer package, that by reason of their being in a sealer they are protected against deterioration, and may be used for display purposes, just as canned fruits in glass are used.

It is to be remembered that the fruit is a processed article, however, and that the package is sterilized by heat. With the oyster the case is entirely different. The glass is merely a convenient and attractive container, and a protection against deterioration from water or other substances. But the oysters themselves are the same as those shipped in bulk and are just as perishable.

Indeed, if anything, they would be slightly more perishable under ordinary store conditions, though when properly refrigerated they will last somewhat longer.

Oysters in glass must be kept in a refrigerator, or in some similar means of refrigeration. If wanted for display they must at least be partially protected by an ice packing. To leave them around the store under the impression that because they are in glass that they cannot spoil is to court trouble. They are fresh oysters, not processed in any way, and it is therefore quite impossible to protect them against deterioration by any other method than by cold.

A FOLLOW-UP ON TRENCH BOXES

Michie & Company, Toronto, the store that was one of the pioneers in the "Boxes for the soldier" idea, are still featuring the overseas trade, realizing that many a man has friends overseas who had none before. Suggestions for timely Christmas boxes outlined in the store advertising.

MICHIE & CO., LTD., Toronto, was one of the first stores to foster the business of boxes for the trenches, and developed the idea, with a thoroughly planned service and a method of ensuring delivery that helped to develop this department into a very important factor in the business. Stores everywhere rapidly adopted the idea, and the trench goods department became an important factor in the store's business. With the end of the war and the gradual return of the soldiers to their native shore, the average store decided that there was nothing in the idea now and dropped it with speed. Probably, in many instances, it was a wise course to drop the matter, but the store that pioneered the idea does not look at it that way. They figure that there are still a goodly number of boys in Britain and in Belgium and France, and that they cannot afford to disregard this greatly depleted list of clients. But there is another slant to the idea that the store has thought out, and that is, that while the boys have been overseas,

they have received kind and courteous treatment at a thousand hands, that could be gratefully remembered at the Christmas season. There will be many men who are eager to send this message of appreciation, and who only need the suggestion to crystallize the thought into action.

Michie & Co. have capitalized this idea and head their advertisement, "To Your Overseas Friend," a hint that will be all that is needed to call the minds of many a man back to some remembrance of kindly faces and kindly deeds.

Helping the Overseas Larder

The advertisement goes on to point out that conditions overseas are not as they are here, that there are deprivations and restrictions that keep many little items of Christmas cheer from the average home. Here, then, is the chance to bring that kindly thought into action. To send overseas a package of good things, the very things that it is now

hard to find in the English and French home. Just little items of food to give an extra flavor to the daily fare.

The same care in the arrangement of details is maintained in this service. Here are assortments for delivery overseas. They contain such items as butter in tins, sugar, maple sugar, biscuits, plum pudding, chocolate candy, glace fruits and taffy. The very items that would be in special favor overseas, for the pinch has come in sugar and all things in which sugar appears, and in butter and similar lines also.

The prices are set. The sender knows what the parcel will cost, and the store assumes the work of delivery.

They have added also boxed apples to their list and will send apples boxed for delivery to any part of England, Belgium and France. The apples are packed in boxes of one and a half and two dozens.

Probably the greatest factor in making this department of the store's business so successful was the persistent and effective advertising, and as the advertisement illustrated here-

Estab.
1835

The Success of Your Christmas Cake or Pudding

depends largely on the quality of the ingredients used. In our Grocery Department you will find the choicest of imported raisins, currants, peel, etc. Your Christmas cake or pudding will have a wonderful richness of flavor if the ingredients come from Michie's.

<p>Currants 25c, 35c, 45c lb. Raisins— Finest Calif. seeded... 25c a pkg. Seedless 25c lb. Finest Valencian 40c lb.</p>	<p>Ground Almonds, in tins— 30c, 60c, \$1.10 Also a full line of the finest flavoring extracts and spices.</p>
---	--

MICHIE & CO. LTD.
7 KING ST. WEST
Telephone Main 7591.

Featuring Christmas cooking ideas—a good type of Christmas advertising.

with will prove there has been no letting down in the force of the appeal, even though the great demand is happily a thing of the past.

BANANA IMPORTS INCREASE

Imports of bananas have been much heavier this year than a year ago because importing companies have been able to get bottoms in which to ship. Last year the shipping was all taken over by the Government for troop movements. Arrivals in November in New York were 285,125 bunches as compared with 177,250 bunches a year ago.

U. S. Retailers Ask 2-Cent Margin On Sugar—Claim Such a Figure Is Essential to Sound Business

Declaring that a maximum margin of at least two cents a pound profit on sugar is necessary for the retailer under present conditions, and prevailing cost of going business, The National Association of Retail Grocers of the United States has submitted the matter to Attorney-General A. Mitchell Palmer. The message of protest reads as follows:

"Respectfully submit that maximum retail profit on sugar should be not less than two cents a pound, based upon cost of doing retail business, which averages 17 to 20 per cent. on selling price. This would be only fair margin on your newly established wholesale price of twelve to seventeen cents and would conform to one and one-half cent margin allowed by Food Administration when wholesale price was about nine and one-half cents. Percentage of cost of doing business has kept pace with increased cost of commodities.

EVAPORATOR COMPANY OPENS ADDITIONAL PLANT IN N.S.

Graham's, Ltd., of Belleville, Ont., has opened up the tenth of its evaporating factories in the Annapolis Valley, Nova Scotia. The last to be operated is the Kentville branch. The company now operates sixty factories. The ten plants in the Annapolis Valley will use up about 8,000 bushels of apples per day. The firm has purchased in Nova Scotia fully a quarter-million barrels of apples for evaporating and export.

For Your Friends Overseas

If you were overseas you made many good friends in England. You will want to remember them this Christmas with something which will be really appreciated.

Michie Boxes

will supply your friends with the Christmas articles which are scarce in England. Every article is up to Michie standard—and chosen expressly because of its scarcity or high price in England. The boxes are not expensive, they offer wonderful value, and they are carefully packed for shipment. Four boxes with their contents are listed below. We have many others, larger and smaller, from which to choose.

Boxes purchased now will reach your friends before Christmas.

- | | |
|---|---|
| <p>No. 6—\$1.75</p> <p>ENGLAND
FRANCE
BELGIUM</p> <ul style="list-style-type: none"> 1 Tin Butter 1 lb. Tea 1 lb. Sugar 1 Cake Maple Sugar 1 Tin Biscuits 1 Plum Pudding <p>No. 14—\$4.45</p> <p>ENGLAND
FRANCE
BELGIUM</p> <ul style="list-style-type: none"> 1 Large Tin Biscuits 1 Tin Crisco 1 Pkg. sugar 1 Tin Butter 1/2 lb. Plain Chocolate 1/2 lb. Milk Chocolate 1/2 Chocolate Nut Bars | <p>No. 7—\$3.35</p> <p>ENGLAND
FRANCE
BELGIUM</p> <ul style="list-style-type: none"> 1 Box Sugar 1 Box Drinking Chocolate 1 Tin Lobster 1 Tin Pineapple 1 Tin Bouillon Cubes 1 Tin Biscuits 1/2 lb. Tea 1 Tin Jam 1 Tin Chicken <p>No. 25—\$5.65</p> <p>ENGLAND
FRANCE
BELGIUM</p> <ul style="list-style-type: none"> 1 lb. Glace Fruits 1 lb. Assorted Chocolates 1 lb. Caramels 1 lb. Assorted Candy 1 Pkg. Victory Toffee 1 Box Crystallized Ginger |
|---|---|
- Fine Canadian apples, specially packed for shipment to Britain, France and Belgium. In boxes of
2 Dozen \$2.25
1 1/2 Dozen \$1.75

MICHIE & COMPANY LIMITED

Est. 1835 7 King St. West Phone M. 7591

An advertisement featuring a new slant to the Trench Box idea, adopted by Michie & Co., Ltd., Toronto, who made a specialty Trench Box.

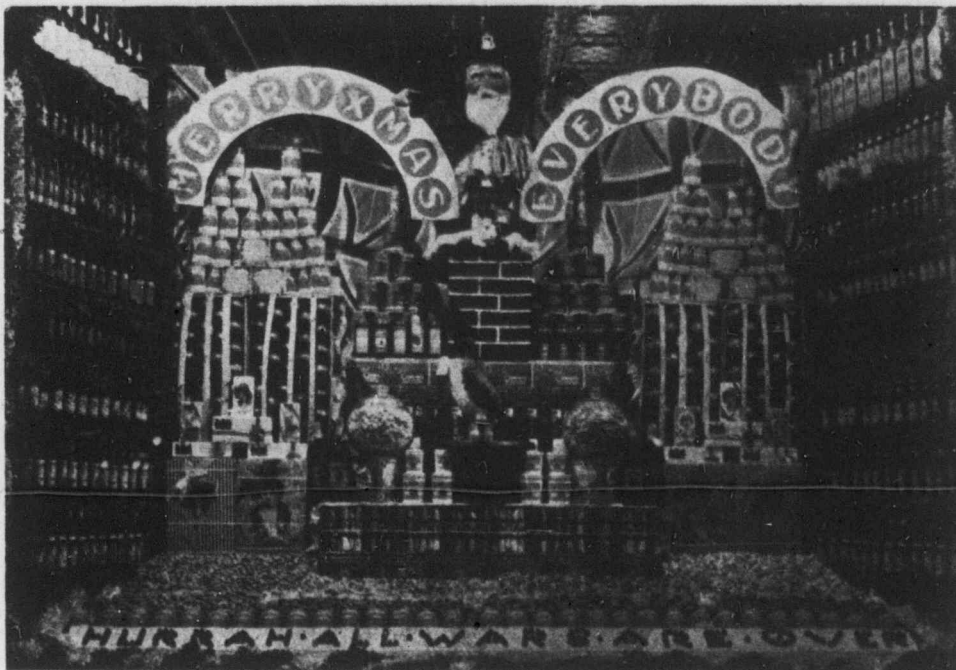
Some Prize Winning Windows

The prize winners in the 1918 Christmas window contest for localities not exceeding 10,000 population—

1. The McKenzie Co., Kelowna, B.C., dressed by Mr. Johnstone.

2. J. F. Fumerton, Kelowna, B.C., dressed by W. G. Lock.

3. B. C. Watson, Leamington, Ont., dressed by Ted Locke.



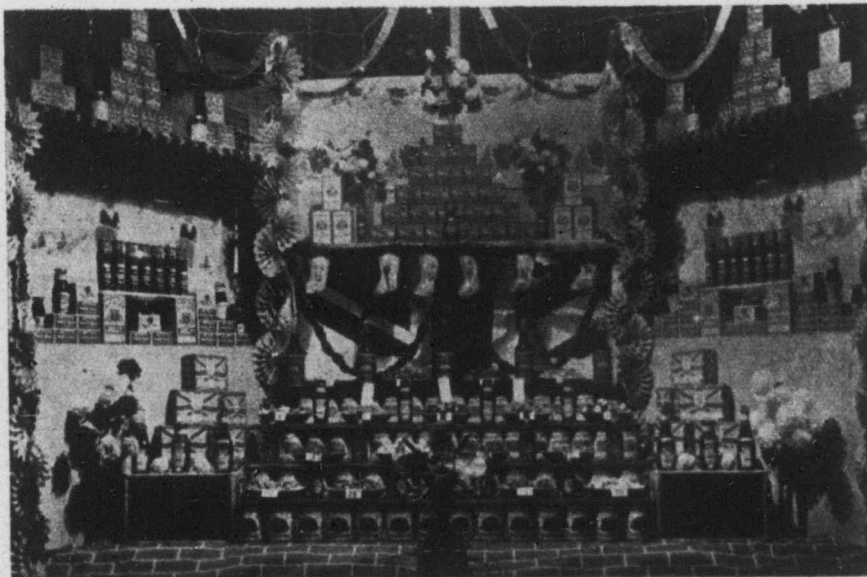
THE second prize window illustrated at the top of the page is decorated with red, white and blue bunting around the entire window. The window is decorated as follows: First, a row of Sun Maid Raisins, then a row of loaf sugar across the entire window, seven inches wide. "Hurrah! All Wars Are Over" is printed with Moir's Opera Chocolates, then a row of Dolton's custard powder, and at either end a Christmas stocking; following, a row of nuts of all kinds, separated by Christmas crackers, followed by packages of figs and assorted candies. The centre pyramid is made up of cases of canned goods of different sizes to make it uniform. At the bottom of the centre pyramid there is a row of Perrin's overseas biscuits. On top of these biscuits is a row of Xmas crackers. The next row up is a glass jar of cranberries in the centre, with a loon on top.

Directly in front of the board a pyramid of McLaren's cream cheese in tin foil. The centre of the next row is an imitation chimney with Santa Claus on top, decorated with all kinds of toys and Xmas stockings. The chimney

is an empty tomato case, painted red. The white lines representing the mortar are of white ink used in showcard printing.

On the right of the picture is a row of red currant jelly in glass jars, and a pyramid of pears. Commencing at the bottom on either side of the pyramid are, first, two large boxes of chocolates, with small boxes above. Directly behind are cases of oranges, the inner side decorated with holly and Xmas stockings.

On top of the cases are pyramids of apricots, and in front are pyramids of comb honey; and behind, honey in quart jars. The arches on either side of Santa Claus are cut out of boards, painted white. The lettering is done with white showcard ink, on red showcard paper which is glued to the board. Then a large flag forms the background.



The third prize window in Class B is illustrated herewith. The window is outlined in paper decorations, and effective use is made of flags as a background. The foreground is canvas painted to represent bricks, and mounting from it is a pyramid with a base of canned goods surmounted by several rows of bottle goods interspersed with dishes containing Christmas nuts and confections. The centre of the window is also outlined in cut paper while the pyramid idea is carried to the top of the window by a display of boxed dates. Note the effective use made of flowers in vases to enhance the Christmas nature of the window. Also note the use of price cards.

SHORTAGE OF COAL MAY AFFECT DELIVERIES

CANADIAN GROCER is informed by a large Canadian manufacturer of food products, including starch and syrups, that a grave shortage of coal for manufacturing purposes confronts the manufacturer. In the course of an interview with this party, he intimated that in some cases car loads of coal destined to them were stopped in transit and diverted elsewhere. This is something, of course, which the consignee has no control over under present conditions. In one instance, where five car loads were on the way to the manufacturers' plant, three of them were stopped and he only received two, and in another case the conditions were almost similar.

This makes a very serious situation for the manufacturer, and confronts him with the necessity of figuring out just how long he can continue to operate his plants. This informant also pointed out the extreme probability of coal shortage continuing for some time. As the miners have been idle in the United States for many weeks, and as the supply used in the Canadian plants come from there, there is every reason to anticipate at least some shortening of the working hours in factories.

When it is remembered that the difficulties of recent weeks in maintaining a continued output of coal from the mines, it will be readily understood that the manufacturer has not been able to lay up surplus stock for any great length of time. In view of this, the suggestion is made that the jobber and retailer should look into their needs for the next few weeks or months. The manufacturer of various products is simply confronted with the possibility of having to close down because of not being able to get coal, and if this continues, his surplus stock which he is now able to lay up, if at all, will soon be depleted. The question of the moment is one of grave interest to manufacturers.

BOXING MATERIAL SCARCE

The present demands of various manufacturers for boxing materials cannot be met, according to advices secured by CANADIAN GROCER. This shortage comes at a season of the year when the condition proves a real hardship, and is due, in large measure, to the shortage of woodsmen, and upon whom the paper manufacturers must depend, in the first instance, for their supplies of pulp.

As showing how acute the situation is, the representative of a Canadian cocoa manufacturing company stated to CANADIAN GROCER that they had just placed an order for several carloads of boxes at open prices. Not only so; the manufacturer accepted the order on the understanding that delivery would be made when possible, and only at such prices as he should find necessary to charge when the stock was manufactured.

This shortage of stock was emphasized by a second manufacturer, and who stated that the outlook was very uncertain for supplies.

Rolled Oats Likely to Go Higher
Continued Strength in Oats Market Warrants Stronger Values on These Products—Advances Are Looked For in Near Future

MANUFACTURERS and jobbers in rolled oats and oatmeal are predicting higher prices for these products within a short time, and the retail trade is well advised to buy at present values. Dealers claim that present prices are really below cost, and owing to the sharp advances taking place in oats on the Winnipeg market, there must before long be higher values named on rolled oats and oatmeal. Number 2 C. W. Western oats, that are largely used in the manufacture of rolled oats, are quoted around 87½ cents

per bushel, which together with cost of storage, freight, etc., will cost laid down at the mills in Ontario, about one dollar per bushel. At this price, manufacturers state that a higher figure is warranted for the oat products. Consequently it would seem that rolled oats in the packages, cases of twenty, are good buying at \$5.60. Rolled oats in the bags of 90 pounds are quoted at from \$4.75 to \$5. With the continued strength of the oat market, there doesn't seem to be any doubt but higher prices on these articles will be put into effect.

New York's Idea of Prices and Margins

THE Fair Price Board of New York City is issuing a series of fair price lists that represent what the board considers a fair margin over cost. The public are invited to report any in-

stances where prices exceed these figures. The figures given herewith, which are for the week of November 17, give some idea of the prevailing prices and the margin allowed.

Article, Kind and Grade—	Cents Per Pound.			
	Wholesale Prices	Maximum margin.	Maximum fair prices	
Beans, pea or medium, imported.....	0 06½	0 07½	0 03	0 09½ 0 10½
Butter, Fresh Creamery Firsts to 91 score..... (good table)	0 65	0 71	0 06	0 71 0 77
Butter, Storage, Firsts (good table)	0 56½	0 65	0 06	0 62½ 0 71
Corn, Canned, No. 2 Standard.....	0 09 1/6	0 11 2/3	0 03½	0 12 2/3 0 15 1/6
Cornmeal, Yellow, Granulated	0 03¾	0 04¾	0 01½	0 05¼ 0 06¼
Eggs, Canned Cold Storage	0 52	0 60	0 06	0 58 0 66
Eggs, Select Canned, Fresh	0 72	0 86	0 07	0 79 0 93
Flour, Wheat	0 06 2/5	0 07	0 01	0 07 2/5 0 08
Lard	0 30	0 31	0 06	0 36 0 37
Oats, bulk, Rolled	0 04½	0 05½	0 01½	0 06 0 07
Onions	0 02	0 05	0 01½	0 03½ 0 06½
Peas, Canned, No. 2 Standard.....	0 12	0 12½	0 03½	0 15½ 0 16
Potatoes	0 02	0 03 1/3	0 01	0 03 0 04 1/3
Rice, Blue Rose	0 12	0 13½	0 02	0 14 0 15½
Salmon, Canned, No. 1 Tall, Pink.....	0 18 1/3	0 20	0 04½	0 22 5/6 0 24½
Sugar, Granulated (bulk)	0 09½	0 01 0 10½
Tomatoes, Canned, No. 2 Standard.....	0 10	0 12½	0 03	0 13 0 15½

Red Clover and Alsike Reach Unprecedented Prices

The scarcity of clover seeds at the present time is inducing a condition of unprecedented prices. The prices at present demanded for alsike and red clover are the highest on record, and there is no indication of any improvement in these conditions. These unwonted prices are the result of a very acute scarcity, the production being far below the actual demand for these seeds. No. 1 fancy red clover is quoted at \$31 a bushel and No. 1 fancy alsike is at \$28, while No. 3 is selling for \$22 and \$19 respectively.

With these high prices prevailing sweet clover has, in many cases, taken the price of the higher-priced seeds. There was a good crop of this seed this year, and a brisk export demand from the United States and Europe was experienced for it, a demand that, in connection with the scarcity of other seeds, had the effect of sending these prices up also, so that now prices are ranging from \$14 to \$15.75 a bushel.

BOILING PEAS FIRM IN PRICE

The present demand in parts of Canada where boiling peas are more extensively used, finds but a short supply to meet this need. Prices are, as a consequence, inclined to advance, and while Japanese green wrinkled peas are said to be available, best Canadian blue peas are selling wholesale at one cent a pound less than the Japanese product. This lower price, in part, is reported due to the exchange difference on currency.

In the Quebec market buyers are very particular as to the class of peas that are offered. The pea must be clear and of natural and uniform color. When boiled it must disintegrate into a creamy mass, otherwise the trade will not purchase. It is such peas as these that the trade is seeking and prices are inclined to advance materially on these grades.

Inland revenue returns for October show an increase of slightly over half a million as compared with October, 1918. The excise tax on tobacco is now the largest source of revenue for this department, the amount collected during October being \$2,767,685, whereas the tax on spirituous liquor and malt brought in only slightly more than \$800,000. War revenue stamps yielded \$1,103,197 for the month.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN President
H. T. HUNTER Vice-President.
H. V. TYRRELL General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

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OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—88 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9183. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 89 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address, Atabek, London, England.

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VOL. XXXIII. TORONTO, DEC. 5, 1919 No. 49

URGE EARLY BUYING

WITH the advent of the Christmas season, it again becomes necessary to stress the point of the need and the wisdom and the kindness of doing the Christmas shopping early. In the grocery lines especially the merchant should lay stress on this idea. He should urge his customers to forestall the possible needs of this season, pointing out to them that in many of the most important Christmas lines stocks are very limited and that once gone it will be impossible to replace them from the jobber. That kind of argument will come with more force to a customer who has not yet placed her order, than to one who has delayed and has found that many of the goods required are unobtainable.

NO REACTION PENDING

THE *Financial Post* in an editorial in the current issue commenting on Sir Vincent Meredith's address at the annual meeting of the Bank of Montreal, has this to say:

"Not only is the report the first of the series from the big financial institutions reviewing conditions in the whole country, but it merits special attention in view of the conservatism which marks the policy of Canada's premier bank. And it is because of this conservatism that the confidence with which President Sir Vincent Meredith views the future may well be regarded as optimism.

"After pointing out that a reaction from the feverish activities and high prices produced by the war

has not yet occurred, Sir Vincent observes that IT CANNOT BE SAID TO BE IMPENDING. There is less optimism with regard to the future than there has been, he says, but 'the great pressure on our agricultural and manufactured resources caused by home and foreign demand shows no sign of abatement.'

"Sir Vincent evidently looks for some readjustment of living costs after another harvest with attendant influences upon wages and commodity values generally, but he points out that the readjustment promises to be gradual in view of the actual shortage of foodstuffs and other supplies throughout Europe."

A FRENZY OF DENUNCIATION

THE *Toronto Globe* works itself up into a passion of righteous indignation quicker, probably, than any other paper in Canada. Here, for instance, is the way that, without knowing anything about the circumstances, it is demanding jail sentences for a few score of fellow citizens:—

"Under a conspiracy existing between certain milling interests and certain Montreal bakers a fixed minimum price for bread was to be charged to consumers. The flour was sold to the bakers with an agreement that the cost of each loaf of bread should not be less than a stipulated figure.

"This direct and definite statement does not emanate from rumor or report. It is not founded upon suspicion. It is an official declaration made by Commissioner W. F. O'Connor, K.C., of the Canadian Board of Commerce, at a conference with master bakers in Ottawa. It is authoritative.

"Mr. O'Connor adds that discovery of the conspiracy may lead to the taking of action against 100 to 125 persons involved.

"Why 'may'? There is no worse—no more heartless—type of combine than that which conspires to fatten on the basic food of the people. The 'may' ought to be 'must.' Official knowledge of the existence of the illegal negotiations should mean immediate and vigorous prosecution. Names and details should be made public. Charges should be preferred, and the guilty parties brought to trial."

The suggestion that details should be made public is apparently a reasonable enough suggestion. Here, then, are the details. A number of smaller French bakers in Montreal started to cut prices in a manner that resulted in a bread war, in which the warfare grew so intense that there was strong probability that the majority of these bakers would be forced into the bankruptcy courts. This being the case, a traveller for a large Montreal milling concern, quite on his own initiative, met these warring bakers and pointed out the dangerous nature of the course they were taking, and stating that he could not continue to sell them flour if their methods jeopardized the investment. There is no suggestion that any effort was made to increase prices beyond an actual living price level. It was merely an effort to protect certain parties against their own foolishness. One wonders will the *Globe*, knowing the facts, be as liberal in its jail sentences?

THE WINDOW CONTEST

OF all times of the year the Christmas season represents the best selling opportunity for the merchant. He wants to make the most of it, to build up this opportunity till it yields him the very acme of results. To do this every agency of the store must be used to the limit. The window is possibly the greatest single selling agency the store has. To encourage the better use of this outstanding asset CANADIAN GROCER has made it a practice to hold a regular window contest at this season. We are not stressing the matter of prizes, we give them as an added inducement, but the real argument for the contest is that the entry will bring credit to the store who enters it, and help to elevate the general standard of displays in the country.

ADVERTISING FRUIT JARS IN DECEMBER

THE merchant in many a smaller place has an impression that the large city stores have before them some road to success that is not open to the man in the smaller town. As a matter of fact, these large stores have no secret of success. They have the goods and they tell people about them, tell them convincingly and often finding out what the customer is most interested in knowing about the goods and laying stress on that point. There is no reason in the world why the merchant in the smaller town

should not adopt exactly the same methods, and many indeed are doing it. It is a sad fact, however, that there are still a large number of merchants who while having an inward feeling that advertising is a good thing, but who miss the whole idea of appealing to the public taste. From a Carleton Place, Ont., paper of Dec. 6, we clip the following advertisement:

"THE PRESERVING SEASON IS AT HAND"

The advertisement goes on to tell that the store has a full line of self-sealers, and that they handle fresh fruit as usual. But advertising preserving goods in December is not likely to put much of a crimp in the department store business. They would never make such a mistake as advertising goods that could not possibly be of interest for six months or more. And, moreover, if they had advertised sealers it would probably be to explain to the housewife how easy they were to seal, and how safe a protection they were for the fruit.

And still all the while merchants are ready to sit still and encourage themselves in the idea that the Mail Order House has some talisman of success that they cannot possibly have. Of course the only advantage they have is that they use the brains that God gave them as a rule to better effect, and when the average merchant puts the same amount of grey matter and the same amount of energy into his business that the Mail Order Houses do, he will be able to sit back and smile at their competition.

The Christmas Window Contest

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

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

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

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

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

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

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

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

Rules and Reflections on Credit Giving

It is Impossible to be "Too Particular" About Observance of Credit Rules

By HENRY JOHNSON, Jr.

IT is no very difficult thing to get credit accommodation from Park & Tilford, the big New York grocers. But no matter whom you may be, when the bill is due, you will find it must be paid—paid promptly—paid according to their rules, not your own. If you do not pay at once, you get a curt note, which reads about this way: "Your account, due 1st of this month, is still unpaid. All our prices are based on cash payments, credit being extended merely as an accommodation to you. The accommodation must be limited strictly by our rules, which are payment in full the first of each month; otherwise we cannot continue the arrangement. Please send remittance by return mail."

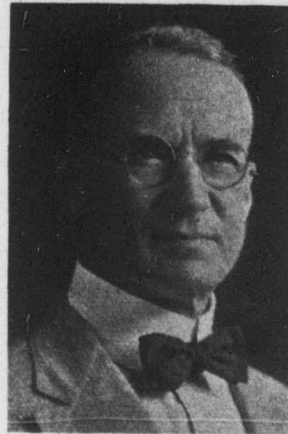
Nothing very diffident or apologetic about that? Why should there be? That firm knows precisely how to cater, most adroitly, to the best trade; but it caters to nobody by any breach of its credit rules.

There is a lot of misunderstanding about credit and its effects on character. Credit, properly handled within the correct limitations, it is a distinct benefit to both merchant and customer. It is just as much a legitimate item of service as any other thing you do for your trade—so long as its limitations are respected.

Your credit buyer, the housekeeper who habitually pays you, say, \$38 per month for her groceries, soon acquires habits of system in all her affairs. The first of each month she gets all her bills. She checks them over carefully. If yours is \$36, she looks over it to see wherein she made the saving of \$2. If it is \$39.50, she scrutinizes it minutely to see how she came to spend that excess \$1.50. Thus she is a good manager, knows what she is doing with every cent, makes every penny count to best advantage. She is the woman who helps her husband accumulate a fine family, to which she gives the best education, while acquiring a home, life insurance and a bank account.

For the merchant such customers are a joy and an anchor to windward. He can depend on their trade, so he devotes his best energies to their service. They do not flirt around. They stay put so long as the grocer does his part. I have had them come to me and order a new cedar washtub; and do you know that one you sold me twelve years ago when I started housekeeping has only just worn out? I thought you'd like to know that."

Meantime, the cash customer may buy for less, though it is doubtful whether she does in the long run. She is nobody's customer and gets indifferent service. Her money goes more easily; because un-



Henry Johnson, Jr.

systematically. Usually she saves nothing and lives in rented quarters.

It is desirable to hold customers, but no individual customer is important enough for a breach in your credit rules. Hence, when this same superior lady asks for an extension of her account for 90 days, decline. Decline with care and tact, but decline. She'll feel hurt, but she'll think it over and continue. Then never again will she seek to infringe your rules. In the long run she will know you are right and respect you for it.

But if, just supposing, she should frown the coop? Why, in that case—stick to your rules. Business, like nature, cares much for many customers, but also like nature, it sacrifices the individual for the benefit of the whole, which, in this case, is your ultimate prosperity.

Following the "War of Sections" there were high prices. To beat the then high living cost, when common gunpowder tea, for instance, sold for \$2.85 a pound, many turned to cash buying and selling. Cash was king and would get old H. C. L. good and proper. Over the country men opened stores and put up the sign: "Cheap John." They did a rushing business. Others went into the cash business. Then there was keen competition. As the only bid was price, quality and service must suffer—and they did. So the Cheap Johns failed, and "cheap" has since come to be regarded as connoting off quality.

That was the "cash-and-carry" of 1876. The pendulum swung backward to the old reliable, conscientious, credit-service merchant. He will survive when the present other styles are forgotten. Provided he runs credit right, that is,

It is impossible to be "over particular" about your credit rules. The laws of the Medes and Persians were not more changeless than must be yours about

credit, or you'll fall into the discard.

What are you working for anyway? A worthy aim is to accumulate a competence for old age—for yourself when you have passed the age of usefulness. Accounts of doubtful value are not a good foundation for a competence.

You have \$2,000, \$4,000, \$8,000 outstanding. What is that investment worth? Can you go to a mirror, look yourself in the face and say that you believe it is worth 100 cents on the dollar? Can you say 95c? If not, you are failing in your duty—you are not making good. It must be worth 95c for a clean-up at any time—forced collection without notice, in event of your death. Is it? Do you know?

This is no "easy-going" job—this task of being trustee for that man who will be you 30 or 35 years hence. Not for a minute, not in a single instance, are you at liberty to break the rules to meet the convenience of some favorite or insistent customer.

Your first obligation is to your business—your duty as trustee is paramount. Are you making good now? It's up to you!

Years ago there was a remarkable character in Fond du Lac, Wisconsin, who kept a grocery store. His name was Boyd—an old soldier so crippled that he could only sit and watch his store. But he did sit and watch it to the best possible advantage. Nobody put anything over on him. He sold for cash.

Over Boyd's head, hanging on the wall was a glazed frame in which was a card on which, very elaborately, was painted a large No! That was Boyd's business creed—No! Was it any easier? Did it require any less character for Boyd to say no to everybody, friend and stranger, who might ask for just a day's accommodation, than for you to say no to one who seeks to get credit extended beyond your limits?

It did not. The successful cash merchant has no snap. And your motto must be No, too, if you are going to be a good trustee, worthy of the trust.

It costs something to run a credit business. There is an inevitable "attrition" of small losses. That is just as much a legitimate expense as horse feed, light or gasoline. But its limit is one-half per cent. on sales. That means, specifically, that a business of \$30,000 annual sales can sustain credit losses of \$150 a year, total, outside limit. That amount must be charged off, into the expense account, every year, or allowed for in all calculations and the actual losses charged off. Now notice:

Continued on page 48

CURRENT NEWS OF THE WEEK

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

MARITIME

The Robert B. Adams property on Queen Street, south-east of Regent Street, St. John, N.B., has been selected as the headquarters for Fredericton's first co-operative store.

If the deal for this property has not been completed already, it will soon be, and it is said that the Labor Council have already reached a working basis with the United Farmers of New Brunswick. The price is said to be about \$7,000.

Martin and Violette, general merchants, St. Leonard, N.B., have sold to David Martin.

QUEBEC

The Port of Montreal was officially declared closed on Monday, December 8th. The open season has been a lengthy one.

Headquarters of the Wheat Export Company, according to official advices, are being removed from Winnipeg to Montreal.

After touring various parts of Europe, George A. Benington, of Grace and Co., Limited, Montreal, returned home last week. Mr. Benington was investigating trade possibilities in Europe and Eastern points.

In the interests of the Associated Chambers of Commerce, of New Zealand, F. E. Jones of W. H. Simms and Sons, Christchurch, N.Z., visited Montreal last week, and will investigate trade possibilities between Canada and his own country.

Hon. Phillippe Roy Canadian Trade Commissioner to France, who has been in Canada for several months, is returning to Europe. Through better steamship service, Mr. Roy expects to see a great improvement in trade development between the two countries.

The Montreal Board of Trade plans to send delegates to Ottawa to confer with the Department of Finance relative to newly-imposed regulations regarding the "fair market value" of goods for the purpose of the customs duties, and which requires that these values be in the currency of the country from which exported.

ONTARIO

W. E. Bockus, grocer, Mystic, has sold to Kenneth Smith.

G. Croft, grocer, Toronto, has sold to Robert Walker.

Chas. Rigby, grocer, Toronto, has sold to Wm. Kellett.

Ellen Collard, grocer, Toronto, has sold to E. A. Whitley.

Mrs. Jennie Little, grocer, Toronto, has sold to Cox Bros.

John Layden, grocer, Toronto, has sold to F. J. Frechette.

Robert Donaldson, grocer, Teeswater, has sold to Donaldson & Good.

D. F. Jamieson, general merchant, Smith's Falls, is selling out.

W. A. Smith, general merchant, Cam-lachie, has sold to S. King.

Ed. Bockmer, grocer and confectioner, Chesley, has sold to J. Christie.

Geo. R. Church, general merchant, Singleton, has sold to C. S. Coon.

H. M. Willeston, general merchant, Fergussonville, has sold to Geo. Muir.

S. Bateson, grocer, Toronto, has been succeeded by R. W. and Annie Aljoe.

Chas. A. Saunders, grocer, Toronto, has been succeeded by A. E. Hunter.

E. A. Rogers has purchased the business of H. Soward & Son at Minden, Ont.

W. V. Webster, grocer, Gananoque, has taken over the Albert Glover store, Kingston, and will operate it in addition.

The grocery store of Mrs. Wm. Engley, of Pembroke, was entered by burglars recently, who carried away \$15 in cash and some goods.

Martin McKee, one of the pioneers of East York Township, Ont., passed away recently at his home on Jones Ave., Toronto.

Stover Bros., Orillia, has purchased the store occupied by T. M. Brown as a grocery, and will conduct a confectionery business.

Wm. Jones, purveyor, 2183 North Yonge street, Toronto, has disposed of his business to Geo. B. Stevenson, who until recently travelled for Armour's Packing Co.

H. C. Hampton, of 946 Bloor West, has sold to H. Soward & Son, who will run the business under the name "The Quality Grocery." Mr. Soward had a general store at Minden, Ont., for over twenty-three years.

C. H. Griggs, Heath & Co., of Colombo, Ceylon, and buyer for the T. H. Estabrooks Co., Limited, has been visiting the St. John Toronto, and Winnipeg branches of the company on his way around the world, via London, Australia and New Zealand.

Mr. McKee was born in Belfast, Ireland, and came out to Canada in 1863. After a short period with the late P. G. Close, then doing business on old Front Street East, Toronto, Mr. McKee purchased a site in Leslieville, Ont., and engaged in business as a general store-keeper.

Geo. R. Loggie, of Loggie, Sons & Co., manufacturers' agents, Toronto, has returned from a three weeks' trip down

East. He was as far as Sherbrooke, Que., but spent most of the time in Montreal. "Second to none," is the way Mr. Loggie describes business in Quebec Province.

The newly-organized local branch of the co-operative society at Woodstock, Ont., has elected John A. Mackenzie president, and H. Webster vice-president. It is not expected that a local store will be established for at least two months, when it is expected that the branch will have secured enough members and finances to warrant opening a store.

Mr. George H. Tattle, who fourteen years ago was a grocer on Yonge Street, Toronto, died at his home, 14 Rosehill Avenue, after a prolonged illness. The late Mr. Tattle was born in Toronto forty-nine years ago, and throughout his life he had lived in the city. Some years ago he gave up his business on Yonge Street, and during the later years of his business life he had been with E. Grainger & Company, florists. He was also interested in real estate in the north end of the city.

The Empire Flour Mills, Limited, St. Thomas, Ont., have sold their mill at Blenheim, Ont., to the Rutherford Milling Company, a new concern headed by James Rutherford. Thirty years ago Mr. Rutherford was a partner with the late John Campbell, the founder of the Empire Flour Mills' main plant here. Mr. Rutherford's sons will be associated with him.

J. Laporte, of Laporte, Martin Ltee, wholesale grocers, Montreal, was in Ontario last week for a few days. His trip included Toronto, Hamilton and Ottawa. While in Toronto, he visited the Toronto office of CANADIAN GROCER. Mr. Laporte reports that the grocery business in the East is in a very flourishing condition.

TORONTO TEA MAN DIES SUDDENLY

Walter H. Green, assistant manager of the Anglo-American Tea Trading Company of Toronto, died suddenly on Dec. 6. Mr. Green had been ill only a short time and his death came with unexpectedness to all his friends. He was the son of the late Andrew Green of Cobourg, and resided at New Toronto.

OVER 50 YEARS IN BUSINESS

R. Graham & Son, Lakefield, Ont., have completed their 55th year in business and started out on their 56th year on Friday, Nov. 28th.

The

Goodwin's
LIMITED

MONTREAL November 25th 1919

Messrs Eggo Baking Powder,
Attention Mr. E.C. Willard,
Hamilton, Ont.

Dear Sirs:-

We are mailing under separate cover
a report from Dr. Milton Hersey, our analyst, regarding
lack of arsenic in Eggo Baking Powder.

We are very pleased to receive a report
of this nature regarding your product, and hope that
your demonstration, which has been installed in our
store, will prove a success.

Yours truly,

GOODWIN'S LIMITED.

Per *T.S.*

IN REPLY
REFER TO FILE

No. 979

health.

Eggo Baking Powder Co.,
Hamilton,
Ont.

Dear Sir,

Atte

I have yours of
copy of Bulletin No. 411. The
as to specially draw attention
Powder, which was found to con
2 parts per million. No refer
powder reported in the same Bu
tained less than one part per
that, since commercial Sulphur
acid phosphates of lime and so
sodic, this impurity is very
and may occasionally be prese
excess is a rare occurrence i
411 contains the results of a
most of them containing acid
number showed more than 1 per
contained 2 parts per million
4, 5 and 25 parts. This last
it is entirely exceptional, a
phosphate is proved by the re
not specially characterize yo
other samples of Eggo Baking

The only fair
is that during war conditions
phate of lime, allowed occas
pure than usual, and it was
some of this impure acid pho
ed by you is of good quality
65393.

I cannot but
Bulletin 411 which you enclo
represent your baking powder
reputable manufacturer woul

EGG-O

DR. MILTON L. HERSEY, ANALYST
ANALYSES AND ASSAYS
CEMENT TESTS
INSPECTION AND CONSULTING ENGINEERING
EXAMINATION OF MINERAL PROPERTIES
CHEMICAL AND EXPERIMENTAL WORK
DESIGNING AND INSPECTING OF APPARATUS

J. C. ROSS
CONSULTING MECHANICAL ENGINEER
CHARLES A. HULLER
DIRECTOR OF PUBLIC DEPARTMENT

ROBERT J. A. A.
VICE PRESIDENT
C. B. HAZEN, M. E.
VICE PRESIDENT

MILTON HERSEY CO. LTD.
INDUSTRIAL CHEMISTS, ENGINEERS AND INSPECTORS
MONTREAL WINNIPEG NEW YORK
04 ST. ANTOINE STREET,
MONTREAL Nov. 4th. 1919.
43144 SAMPLE OF BAKING POWDER MARKED "EGGO"

Messrs. Goodwins Limited,
St. Catherine Street, West,
Montreal, P.Q.

Dear Sirs:-

ATTENTION OF MR. E. B. CARRUTHERS
We have tested the sample of Baking Powder
marked as above, with the following results:-
Arsenic..... None

This Baking powder is a phosphate
producing power equal to Cream of Tartar Baking Powders
or other high grade phosphate powders.

Very truly yours,
MILTON HERSEY COMPANY Limited,
C. H.
VICE PRESIDENT.

ORH/MC.

MONTEB

Never Knock A Dead One

THERE are times when a live one is knocked so hard that in justice to himself he is forced to take action. In our case we propose telling the trade and the public the truth, exposing the misuse of Government Bulletin No. 411, letting the public be the judges.

Early in 1918 the Inland Revenue Dept. called for samples of Baking Powder to be tested for arsenic, and away out in New Westminster, B.C., was found one sample of Egg-O Baking Powder containing excess arsenic to the extent of 25 parts per million or less than an ounce of arsenic to a ton of baking powder. This is a far smaller proportion than found in many foods and vegetables.

This bulletin was published in July, 1918, and notwithstanding the fact that all baking powders, even our competitor's baking powder, containing acid phosphate of lime shows traces of arsenic, our competitors immediately saw their chance to discredit us. They sent marked copies of the bulletin to their salesmen and house to house canvassers with the record of the sample containing excess arsenic heavily underlined in red ink. No mention is made of two other samples of Egg-O noted as practically free of arsenic.

These demonstrators went from house to house throughout Canada. In Winnipeg they called at the home of our sales manager, telling his wife


how much arsenic Egg-O contained. They did the same in Ontario. The manager of a large wholesale grocery firm in an Eastern Ontario town stood inside his own home and heard a demonstrator tell a similar story to his wife. The same was done in Ottawa. Our many friends there wrote us about it.

This year we were very successful in introducing Egg-O Baking Powder in the Province of Quebec. Our competitors have been exceedingly active there in the misuse of Bulletin 411, and a serious attempt was made to discredit us with the grocers and departmental stores throughout the province. This forced the manager of a prominent departmental store in Montreal to stop the demonstration and sale of Egg-O and the use of it in their store's kitchen and bakeshop, until such time as he could satisfy himself as to the truth of our competitor's statements.

The gratifying result was the receipt of the two letters on the opposite page and substantial orders from the management.

The continued efforts of our competitors to discredit us in other departmental stores led to the discovery of one of the marked bulletins which eventually reached the chief Government Analyst at Ottawa. This, with a letter of protest from us had the following result. He wrote us the letter which appears on the opposite page. More than that, we know that our competitor's representatives have been instructed to pick up these bulletins wherever obtainable. This is satisfying evidence of their guilt.

As to the purity of Egg-O, the Government Bulletin 411 implies nothing against this brand of baking powder except as regards its content of acid phosphate of lime. There is nothing to prove that Egg-O Baking Powder is a less desirable product, so far as its arsenic content is concerned, than any other made with acid phosphate of lime.

Department of

 CANADA

*Foods and Drugs
 Laboratories
 317 Queen St.*

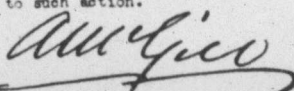
Ottawa, 29th November 1919.

Dear Mr. Willard

The 27th inst. with enclosure of a copy in question is marked in such a way as to sample (No. 76259) of your Baking Powder containing an excess of arsenic above the permitted limit of 10 parts per million. It is made to two other samples of your Baking Powder (Nos. 81818 and 65393) which contain only 6 parts per million of arsenic. I have pointed out the fact that acid phosphate, as employed in the manufacture of Baking Powder, always contains at least traces of arsenic, and that it is possible to be introduced into such phosphates in excess of standard limits. That such a thing is established by the fact that Bulletin No. 411, which contains an analysis of 152 food samples of varied kind, including phosphates of lime or soda, only 6 of which contain more than 10 parts per million of arsenic. Four (4) samples of Baking Powder and three (3) other samples respectively of acid phosphate are undoubtedly excessive; but that this is by no means characteristic of acid phosphate of lime, considered as a whole. That it does not apply to the product is shown by the fact that two other samples of Baking Powder are practically free from arsenic.

No inference is to be drawn from this report as to the manufacture, the producers of acid phosphate, or the shipments to come into commerce less than a misfortune to come into possession of the material. That the material ordinarily employed in the manufacture of Baking Powder is shown by results with samples 81818 and 65393.

Characterize the use made of the copy of Bulletin 411 as disingenuous, and an attempt to mislead for purposes of profit. I am sure that no one will countenance such action.

Yours truly,

 Chief Analyst.

BAKING POWDER CO., LIMITED

HAMILTON

CANADA

MONTREAL FIRM PURCHASES OLD LANDMARK

J. A. Paulhus, proprietor of D. Hatton Company, Montreal, has purchased the premises adjoining his present property on Bonsecours Street, Montreal. This gives the firm a considerable frontage on this street, and they will now own from number 6 to 22. The new property will be used for the purposes of a garage for delivery trucks and other vehicles and also for stables.

Mr. Paulhus pointed out to CANADIAN GROCER that the property just bought is one of the oldest buildings in Montreal, having been erected about 1750 or 1760. Added interest attaches to this purchase because of the fact that the property was originally owned and occupied by the famous Louis Joseph Papineau, of Canadian historical connection, and who figured in the 1837 incident. This interesting figure was born and brought up in this property, which was formerly a residence and was bequeathed to his descendants, who have since had the property in the family.

MONTREAL TO HAVE FAIR MILK PRICE COMMITTEE

Advices to hand indicate that the Montreal milk question, and which has been giving a great deal of concern to all interested parties for some time, will shortly have a Fair Price Committee. This committee will be composed of an equal number of producers and consumers under the chairmanship of Lieut.-Col. LeFleche, and who is Montreal representative of the Board of Commerce.

FORMER MONTREAL WHOLESALE PASSES

Peter Rowan, for many years identified with the wholesale grocery business in Montreal, died at his home, at Viauville last week.

Mr. Rowan was in his seventieth year, having been born at Rawdon, Quebec. Coming to Montreal while still a boy, he began business life with his uncle, Peter Skelly, a member of the wholesale grocery firm of Thomas Tiffin & Company, St. Paul Street. Some years later Mr. Rowan entered into business on his own account, and retired from active work in 1896.

Although Mr. Rowan had been in failing health for some time he had only been seriously ill two or three weeks. He is survived by a widow, two brothers and one sister.

NEW TRADE COMMISSIONER FOR MONTREAL

Captain E. J. Edwards of London, England, will shortly come to Canada as Senior Trade Commissioner in succession to G. T. Milne, who is shortly leaving to accept his new post of commercial secretary to the British Legation in Cuba.

Captain Edwards has been sales manager for a large firm for some time. He was also connected with the Royal Navy Volunteer Reserve, and was an

overseer of airship works in the Old Country. Captain Edwards is expected to reach Montreal early in the new year.

POLISH CONSUL-GENERAL WELCOMED

Joseph Okolowicz, newly-appointed Consul-General to Canada from the Republic of Poland, was formally welcomed to Montreal by a company of his countrymen early this week. Over one thousand attended a reception held at one of the schools, while later, a dinner was tended the official at the Windsor hotel.

In reply to the addresses of welcome presented, Mr. Okolowicz pointed out, among other things, to the hopes he entertained for a return of the Polish people as a factor in manufacturing directions. There were many difficulties to be overcome, and the Bolsheviks had still to be combatted, but the speaker looked for a change for the better ere long.

BEST TEAS VERY ACTIVE

A large importer, speaking with CANADIAN GROCER this week, said that sales of tea have been remarkably heavy, records having been attained. The movement is largely in the better teas, and where the teas go to is sometimes a wonder, even to those who have been closely connected with marketing conditions in Canada for years. Price tendencies are firm, and while advances are not suggested, there is little, importers state, to suggest any lowering of prices.

TRAVELLERS PLAN REORGANIZATION

At the quarterly meeting of the Dominion Commercial Travellers' Mutual Benefit Society held last week, the following officers were elected: President, John McLellan; vice-president, S. S. Woodward; treasurer, S. F. Cote; trustees, Charles Roberts, Maxwell Murdock, J. Corcoran, J. B. Cullens and G. H. Burns.

It is proposed to advance rates for older members so that in future they will pay into the funds of the society in proportion in the matter of assessment. In doing this it is hoped that the cost of benefits to the subscriber will be proportionately spread. This matter, however, will be contingent upon the decision of the annual meeting to be held in the Board of Trade Building on January 17.

ARMED ROBBER HOLDS UP ANNA-POLIS VALLEY STORES—FOUR STORES ENTERED IN THREE NIGHTS

A highwayman, who has been apparently operating on a large scale in the Annapolis Valley, Noya Scotia, entered Howse's grocery, Bridgetown, N.S., and took fifteen dollars from Johnson Howse, who was alone in the store at the time. He wore a gas mask, and carried two German revolvers. Two nights previous, two stores were robbed at Middleton, N.S., and gas masks and guns were stolen, while on the previous night a youth, wearing a military button, enter-

ed the store of H. H. Whitman, Lawrencetown. He pointed a revolver at Whitman, but it would not go off, and the marauder fled, Whitman pursuing with an axe.

CANADIAN MILK PRODUCTS COMPANY

To Erect Sixth Plant at a Cost of One Hundred Thousand Dollars

The Canadian Milk Products Company is shortly to open a No. 6 plant to take care of the growing demand for prepared milk. The exact location of the new plant has not yet been decided upon, but several sections are under consideration and the decision will probably be made in the near future. The new plant will entail an outlay in the neighborhood of \$100,000, and will materially increase the output of the plant.

ORGANIZES NEW ADVERTISING AGENCY

James Fisher has resigned the position of manager of the Toronto office of McConnell & Fergusson, to organize a new agency, to be known as "The James Fisher Company." W. H. Bowman, E. W. Reynolds and W. M. Chisholm—all of whom have been connected with McConnell & Fergusson—are associated with Mr. Fisher. Mr. Fisher has been nine years with McConnell & Fergusson.

CATALOGUES and BOOKLETS

Early Closing Card

The Red Rose Tea Co., Front St. E., Toronto, have issued an "Early Closing" card for the grocers in Toronto, in view of the passing of the early closing by-law. This card points out that "In compliance with the city by-law, effective December 12, 1919, this store will close at 7 p.m., except Saturdays and nights before holidays, etc. The Red Rose travellers and drivers are presenting these cards to the trade. A phone message will bring one. The card is 14 x 11 inches in dimensions.

Card Announcing Moving Pictures

The Cowan Co. have issued an attractive four-page folder, entitled the "Story of the Cocoa Bean," and are distributing it among the travelling salesmen of Montreal wholesale and jobbing houses. The folder shows half-tone pictures of the process of manufacturing cocoa and chocolate and also calls attention to the moving pictures that are being shown at their headquarters in Montreal of gathering the cocoa beans in the tropics and the process of manufacturing in the Cowan plant. The moving picture film may be seen at their headquarters, 236 Lemoine St., Montreal, every Saturday, from 11 a.m. to 12.30 p.m.

NEWS FROM WESTERN CANADA

Western

H. Hestirn, 612 Ellice Ave., Winnipeg, has sold to C. Apter.

Johnson Bros., grocers, Winnipeg, have sold to Frank Roberts.

M. Averbrook has opened a grocery and confectionery business, Winnipeg.

J. Smith has taken over the grocery and provisions of T. Kerr, 732 Osbourne St., Winnipeg, Man.

J. Yeardie, 764 Ashburn street, Winnipeg, has disposed of his grocery and confectionery business, and it is now being operated as Macx Grocery.

The Elite Company has opened a new grocery and confectionery store on the corner of Arlington St. and Notre Dame Ave., Winnipeg.

Foley and Brickland have disposed of their grocery and butcher business situated at 270 Lilac St. South, Winnipeg, to Bradshaw and Bull.

J. Smith has opened a new grocery and meat market at 68 Lansdowne Ave., Winnipeg, known as the Smithfield Market.

Mr. Bissell, sales manager Atlantic Sugar Refinery, has been spending a few days with H. P. Pennock, Winnipeg, their local representative, calling upon the wholesale trade here.

I. Hamer, proprietor of the Crown General Store, Regina, is building a very modern store at 1510 10th Ave., where he expects to be ready for business shortly after the new year.

A. B. Sparks, Regina, has sold his butcher business to W. Allen. Mr. Sparks has been in business in Regina for the past seven years.

T. Sykes, who spent the last two years in England, has just returned and has taken over the business of M. Eddie at 251 Hugo St., Winnipeg. Mr. Sykes is a firm believer in advertising, using the local dailies as a medium.

The business known as Nicholls' Cash Grocery, on the corner of Stafford St. and Grosvenor Ave. South, Winnipeg, has changed hands and is now being operated as a grocery and butcher business by Williams and Fowler.

Ernest J. Conway has opened a new grocery business at 2923 15th Ave., Regina. Mr. Conway has previously run a grocery and confectionery store at Regina Beach during the summer months. He will now operate both.

J. Labihen has built and opened a new store, corner of Kennedy St. and Sargent Ave., Winnipeg, Man., for the sale of delicacies, cooked meats and home cooking. Mr. Labihen has been for the past eight years in this capacity with the T. Eaton Co., Ltd.

Geo. Carrier of the Davis Co-operative store was a visitor in Prince Albert recently.

Harry Hall & Co., Ltd., have moved to larger quarters on the 14th floor of the Standard Bank building, Vancouver.

Mrs. Robinson, general merchant, Kealy Springs, Sask., has sold to C. J. Abraham.

The Okanagan Co-operative Association, Limited, Vernon, B.C. advertise the opening of their store for business on Monday, December 1st, at 1.30 u.m.

Murray Hall, manager of the Grain Growers' Co-operative store at Eyebrow, Sask., was a visitor in Regina recently.

A disastrous fire visited Muenster, Sask., destroying Leo Woell's store, the Banque d'Hochelaga and the telephone office.

The Saskatchewan Co-operative Creameries, Limited, are planning on the building of a \$100,000 creamery and cold storage plant at Weyburn, Sask., next spring.

Headquarters of the W. A. Caswell Co. has been removed from Qu'Appelle to Regina, Sask., McCallum and Hill block. This firm has stores at Qu'Appelle, McLean, Avonhurst and Odessa, Sask.

O'Loane, Kiely Co., Ltd., Vancouver, B.C., have just completed the preparation of a suite of offices in the Dominion Building, 11th floor. While retaining the warehouses on Water Street, all mail will now be addressed to the Dominion Building.

An innovation interesting to merchants generally, is that introduced by McKinnons', Ltd., departmental store, Weyburn, Sask., in connection with their community week sale. The firm are donating a fully paid-up Victory bond for \$50 to any church, society or organization which will have \$500 worth of purchases credited to it at the end of the week. Shopping will be done with the aid of a transfer card.

SALES ONLY IN HALF-CASE LOTS

The Maple Leaf Groceteria has opened in the Windsor Hotel block, Kerrobert, Sask., with L. Snell as manager. Mr. Snell returned last summer from spending four years as a prisoner of war in Germany. The new business is novel in that goods will only be sold in half-case lots on a strictly cash basis. This does not necessarily mean a half-case of any one article, but that a half-case of case will be sold, made up of various articles. It is expected that in this way the groceteria will be able to meet and compete with prices of the mail order houses, thus keeping money in the community which is now going elsewhere.

MAY SEND FOOD TO GERMANY

Foodstuffs may now be sent to Germany by parcel post. Notification to this effect has been received by the post office here from the Postmaster-General, Ottawa. However, a considerable list of articles is prohibited.

No package may contain more than two pounds of any one of the following: Margarine, fats, bread, pastes, sweetmeats, coffee, teas, cocoa, and chocolate products.

The following articles are absolutely prohibited: Butter, meat, bacon, flour, sugar, pineapples, ginger, vanilla, caviare, caviare substitutes, caviare pickles, crabs, lobsters and oysters.

TO ENCOURAGE SALE OF LOBSTER

Prince Edward Island lobstermen met in Moncton to-day to discuss joint action with the Canadian Manufacturers' Association in the securing of an enlarged market for the lobster factories output. The question was discussed with H. R. Thompson, secretary of the Maritime Branch of the Canadian Manufacturers' Association, who promised the island lobster packers that he would take up the subject of the conference with the association.

Western Manufacturer Expands

National Biscuit & Confectionery Co., Ltd., Vancouver, Acquire Plant of the Prairie Biscuit Co., Saskatchewan

THE National Biscuit & Confectionery Company of Vancouver, B.C., have completed negotiations whereby they acquire the plant of the Prairie Biscuit Co., Regina, Sask. The Vancouver company has been handling an increasing amount of biscuit business throughout Alberta and Saskatchewan and negotiations have been underway for several months toward buying the Regina plant.

Along with the other coast biscuit

manufacturers, the National factory has been working steadily to take care of export business and the manufacturers believe that the operation of a factory at Regina to supply the West with the Red Arrow line will insure better service all round. E. H. Smith, the secretary of the company, will reside in Regina and manage the Regina plant. The Regina factory will add about five carloads a week to the Red Arrow output and is already in operation.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets this week are generally steady with advances recorded in a few lines. All markets are very strong. The sugar situation is not improved to any great extent. All refineries are now on the same basis. The scarcity of raisins is reported from all centres.

MONTREAL—All sugar refineries are now on the basis of \$12 per cwt. for refined, Canada Sugar Refineries having advanced on December 3rd to this figure. Lyle's English syrup is reduced one dollar per case. Sauerkraut and rhubarb are lower. Canned molasses has advanced. Egg and custard powder is marked higher. Gallon peaches also are higher in price. One brand of wheat flakes are quoted higher and there is likely to be an advance soon for package oats. Welch's grape juice is 50c per case higher on the large and the small sizes. Castoria is marked higher. Ammonia powder is higher. Baker's chocolate is up 40c per pound for the ¼'s. Cotton rope and twine are marked higher. Rio coffees are two cents lower and better grades one cent higher. One line of soup is marked down—Snider's. Peanuts are easier in the undertone, but the nut list, generally, is firm. Dried fruits are active and firm and supplies are daily arriving in this market. Boiling peas are very firm and likely to advance more. Tapioca is somewhat easier. Barleys, pot and pearl, are firmer. Flour sales are improved. The markets, generally, are very active in all quarters.

TORONTO—A heavy demand for all groceries, with scarcity very pronounced in some instances, characterizes the markets this week. In a great many lines the shortage of goods is very acute and most particularly is this true in the case of raisins. Many of the wholesalers are without stocks at all and where they are obtainable the price for Thompson's seedless in bulk is 24 cents and for the packets 21 and 22 cents. Seeded raisins are practically off the market temporarily. Rolled

oats show a strong market and an advance in the very near future is not at all unlikely. The trade is well advised to buy at present prices as quotations now are ridiculously low considering the strength of the raw oats market. An increase in prices is inevitable. The sugar situation does not improve quickly and supplies coming forward from week to week do not show the desired improvement. Prices are steady and very strong, all the refineries now selling on the basis of \$12.21 per cwt., Toronto delivery. Citron peel is almost unprocurable and any wholesaler who has any in stock is asking 75 cents per pound for it. Orange and lemon peel are supplying the inquiry, but are none too plentiful. The new prunes on the market are selling well at strong prices. A shipment of top quality peaches is expected to arrive this week and should be available to the trade in the next few days. Rice is very firm, but there appears ample for the demand. White beans of good quality are selling freely and prices for the same are strong.

In produce, rapidly advancing quotations on butter is the feature. Prices are again up from one to two cents this week. Eggs are very strong and cheese is steady and firm. Fresh meats show a slightly higher tendency as there is a great demand for high-class beef for the Christmas trade. Pork products generally are steady.

WINNIPEG—The tendency in the grocery markets this week is generally higher. Prices are very strong and there is a very active demand for all supplies. The scarcity of seedless raisins is giving some concern at a time when there is a very heavy inquiry for them. Santos coffees show advances and bulk cereals are very active sellers at firm figures. In produce lines butter and eggs are higher. Live hogs have also advanced. Lard is very scarce. Fish is selling freely and quotations show no change.

QUEBEC MARKETS

MONTREAL, Dec. 10.—The movement of groceries to the trade is heavy these days and the items of greatest interest are those of holiday goods, as well as the staple lines that are so extensively used at this season. Very few declines are made and some lines have advanced.

Soup is Lower and Tinned Molasses Up

Montreal.

SOUP, MOLASSES.—Prices are up on molasses in cans. The following prices are now quoted by the jobbing trade for Domolco brand. Two lb. tins advanced from \$5.50 to \$6 per case; 3 lb. from \$7.85 to \$8.25; 5 lb., \$6.35 to \$6.80, and 10 lb., \$6.20 to \$6.65. This is for the regular brand. "Gingerbread" molasses in tins is also higher, No. 2 being advanced from \$3.50 to \$3.85 per case, and No. 3 from \$4.75 to \$5.

Snider's tomato soup is lower, the 16 oz. being quoted at \$1.45 instead of \$1.85, the previous price.

Custard Powder Higher; Cotton Rope Twines Up

Montreal.

CUSTARD POWDER, ROPE, TWINES.—An advance of price is reported for Club Brand egg and custard powder, 6 ounce-tins being quoted by one jobber at \$1.25 per doz., and 1 pound size at \$3.

Cotton rope has advanced, and also cotton twines. The new price on 3-16 inch cotton rope is 78c per lb., and 77c on larger sizes. Cotton twines are also up materially, 4c being added to 4-ply balls, making the quotation 78c; 3-ply, 3c advance to 74c, while cones, 3-ply are now 71c per lb. and 4-ply 75c.

Amm. Powder, Medicine, Chocolate; Juice Higher

Montreal.

VARIOUS LINES.—Ammonia powder is marked higher. Bulldog Brand is now quoted at \$2.70 in 1½ lb. packages. Castoria is also marked up, the present quotation being \$3.25, less 5 per cent. Baker's chocolate, in jobbing circles, is marked higher to the extent of one cent a pound, the present price being 40c, in quarter pounds, per pound. Welch's grape juice is marked up 50c per doz. for the large and small sizes, the respective prices now being \$6.25 and \$7.

All Sugar Prices Now on Same Basis

Montreal.

SUGAR.—Refineries are all selling now on the same basis, that of \$12 per cwt. for refined. The last advance was that made on Dec. 3rd for the product of the Canada Sugar Refineries.

There is little to report, excepting that the market undertone still is

strong. Supplies are not heavy, but the jobbers are getting frequent shipments, so that they are able to "carry on" in a fairly satisfactory manner, considering the acuteness of the situation in some parts of the continent. All tendencies point to an upward trend, rather than otherwise.

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

Gallon Peaches Up; Rhubarb; Kraut Down

Montreal.

CANNED GOODS.—The features of the market this week are those of an advance for canned peaches, in gallon tins, the prices going \$1 to \$1.50 per dozen higher. On the other hand, rhubarb is lower, and sauerkraut, too, is reduced 15c per doz. to \$1.60. There has been a fair movement of the various lines, seasonably speaking.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 25
Corri (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 76
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	1 50	1 50
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	1 60	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	1 50	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00

Do., fancy, 20 oz.	1 57½
Do., 2-lb. tins	2 75
Peas, Imported—	
Fine, case of 100, case	27 50
Ex. Fine	30 00
No. 1	23 00
No. 2	20 00

CANNED FRUITS

Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2½	4 80	5 15
Do., gallon, "Pie," doz.	9 50	
Do., gallon, table	10 00	
Pears, 2s	4 25	4 50
Do., 2½s	5 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	
Do., 2-lb. talls, doz.	2 30	
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	

CANNED FISH

Salmon—		
Chums, 1-lb. talls	2 00	
Do., ½s, flat	1 20	
Sockeye, 4s, 1s, doz.	4 75	
Do., 96, ½s, doz.	2 50	
Red Springs, 1-lb. tall	4 00	4 30
Do., ½ lb.	2 00	
Cohoes, 1-lb. tall	3 75	
Do., ½-lb. flat	1 90	
Pinks, 1 lb.	2 55	
Do., ½ lb.	1 30	
White Springs, 1s	2 00	
Chums, 1 lb., talls	2 00	
Do., ½s, flat	1 10	
Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador, 1-lb. flat	3 60	
Alaska, red, 1-lb. tall	4 25	4 60
Herrings, imported, tomato sauce	3 25	
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	1 85	
Do., kipp., Canadian, 4s, 1s	1 50	
Do., plain, case of 4 doz.	6 75	
Do., ½s	1 65	
Haddies (lunch), ½-lb.	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case	6 25	6 75
Whale Steak, 1-lb. flat	2 00	
Pilchards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (¼s)	24 00	25 00
Oysters (canned), 5 oz., doz.	2 60	
Do., 10 oz., doz.	4 20	
Lobsters, ¼-lb., doz.	3 40	
Do., ½-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls	12 00	
Do., ¾-lb., doz.	6 00	
Do., 1-lb. flats	12 00	
Lobster paste, ½-lb. tins	2 40	
Sardines (Amer. Norweg'n style)	14 50	
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	24 00	
Scallops, 1-lb., doz.	3 25	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 40	2 80
Do., 1½s	4 50	
Crabs, No. 1 (case 4 doz.)	6 75	
Crab meat (Japanese), doz.	6 50	
Clams (river), 1 lb., doz.	1 90	
Scotch Snack, No. 1, doz., Montreal	2 35	
Meats, English potted, doz.	2 00	

Peanuts May Decline; Present Market Active

Montreal.

NUTS.—Market conditions on peanuts are ruling easier, that is, for Vir-

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ginias. The farmers seem to have more time, and a more ready inclination now, to deliver, and the market supplies are heavier. It was stated this week to CANADIAN GROCER that the prices had dropped one cent in the South, and there may be lower prices here later.

Most other lines are firm, and there is a big demand from all sources for supplies. Recent shipments from the Orient and from New York markets have been heavy, and the distribution a wide one.

Almonds, Tarragona, per lb.....	0 28	0 30
Do., shelled	0 60	
Do., Jordan	0 75	
Brazil nuts (new)	0 26	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.....	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo.....	0 35	
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	
Do., Shelled, No. 1 Spanish.....	0 24	0 25
Do., Salted, Spanish, per lb....	0 29	0 30
Do., Shelled, No. 1, Virginia....	0 16½	0 18
Do., No. 1 Virginia.....	0 14	
Peanuts (Salted)— Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	
Pecans, new Jumbo, per lb.....	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.....	0 33	

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

**Excellent Market;
Dried Fruits Steady**

Montreal.

DRIED FRUITS. — The importing trade is very well satisfied, in some quarters at least, with the recent heavy shipments of prunes, apricots, peaches, raisins, etc., which have arrived. These are coming along better, even, than some had hoped for. Prices are firm and steady, and there is nothing at present, advices indicate, to show material reductions, if any.

Apricots, fancy	0 36	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 23½	0 24
Peaches (fancy)	0 28	
Pears, choice	0 25	0 26
Drained Peels— Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 68	
Peels (cut mixed), doz.	3 25	
Raisins — Bulk, 25-lb. boxes, lb.....	0 18	0 23
Muscatsels, 2 crown	0 16	
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 18½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	0 23	
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded	0 17	
15 oz.	0 21	0 22
Currents, loose	0 22	0 25
Do., Greek, 15 oz.	0 25	
Dates, Excelsior (36-10s), pkg.	0 15½	
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.).....	0 19	
Packages only, Excelsior	0 20	
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	
Do., 2¼s, lb.	0 45	
Do., 2½s, lb.	0 48	
Do., 2¾s, lb.	0 50	
Figs, white (70 4-oz. boxes).....	5 40	
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	

Figs, mats	4 50	
Do., 28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)— 20-30s	0 33	
30-40s	0 30	
40-50s	0 25	
50-60s	0 22	
60-70s	0 21	
70-80s (25-lb. box)	0 20	
80-90s	0 18½	
90-100s	0 17½	
100-120s	0 17	

**Quiet Bean Markets;
Scarcity Boiling Peas**

Montreal.

PEAS AND BEANS.—The market for beans is not very active, and while the supplies are ample for immediate requirements, the holdings are such as to maintain a steady basis, with firmness the characteristic feature. Best Canadian whites are selling from \$5.10 per bushel to \$5.40.

The present supply of boiling peas is said to be inadequate for the requirements, and prices, as a consequence, are likely to advance materially, and already have stiffened.

BEANS— Canadian, hand-picked, bush....	5 10	5 40
Japanese	5 25	
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS— White soup, per bush.	4 00	
Split, new crop (98 lbs.).....	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.....	0 10½	0 11

**Steady But Limited
Honey; Maple Sales**

Montreal.

HONEY, MAPLE PRODUCTS. — Prices have ruled without change on various grades of honey, and while there is a steady demand, this is what might now be expected. Maple syrup and sugar, too, have been steadily held, and the movement is just a moderate one.

Maple syrup— 13½-lb. tins (each) (nominal)		
10-lb. cans, 6' in case, per case	14 70	
5 gal. (Imperial), crated.....	16 60	
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case.	9 00	
In cases of six, 5-lb. blocks, cs.	9 60	
Honey, Cloyer— Comb (fancy)	0 30	
Comb (No. 1)	0 26	
In tins, 60 lbs., per lb.	0 24	
30-lb. pails	0 25	0 26
10-lb. pails	0 26	
5-lb. pails	0 25	
Buckwheat (60 lb. tins), lb.....	0 19	

**Rices Are Holding;
Tapioca Tends Lower**

Montreal.

RICES, TAPIOCA.—The rice market is steady and unchanged. Demand is fairly active, though not very heavy, and jobbers report a strong undertone. On the other hand, tapioca is rather easy in its tendency and it will not be surprising if prices are somewhat lower ere long.

RICE— Carolina, ex. fancy	17 50	18 00
Do. (fancy)	17 00	
Do., No. 2	16 50	
Do., broken	13 50	
Siam, No. 2	12 50	
Siam (fancy)	16 00	
Rangoon "B"	11 75	13 00

Rangoon CC	11 75	12 90
Mandarin	13 75	
Sparkling	15 75	
Japan	13 50	
Do., special	9 50	
Patna	0 14½	0 15½
Broken rice, fine	7 00	
Do., coarse	9 00	
Tapioca, per lb. (seed).....	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

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

**Tinned Molasses Up;
Line of Syrup Lower**

Montreal.

SYRUPS AND MOLASSES.—Prices have been maintained on fancy molasses. This week, an advance became effective for syrup in tins, and this follows the recent increase for bulk fancy molasses.

Lyle's English syrup is again on the market and is quoted at \$19 per case of 112 tins, and at \$17.50 per case of 56 tins. This reflects a reduction of \$1 per case.

The outlook for molasses suggests even higher prices than those at present ruling.

Corn Syrups— Barrels, about 700 lbs., per lb.	0 08½
Half barrels	0 18½
Kegs	0 08½
2-lb. tins, 2 doz. in case, case.	5 45
5-lb. tins, 1 doz. in case, case.	6 05
10-lb. tins, ½ doz. in case, case	5 75
20-lb. tins, ¼ doz. in case, case	5 70
2-gal. 25-lb. pails, each.....	2 60
3-gal. 38½-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25
White Corn Syrup— 2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, ½ doz. in case, case	6 25
20-lb. tins, ¼ doz. in case, case	6 20
Cane Syrup (Crystal) Diamond— case (2-lb. cans)	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for	
Barbadoes Molasses—	Island of Montreal
Puncheons	1 20
Barrels	1 23
Half barrels	1 25
Fancy Molasses (in tins)— 2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ¼ barrel prices.

**Rio Coffees Down;
Better Grades Are Up**

Montreal.

COFFEE, COCOA.—A two-cent reduction on Rio coffee was made toward the close of last week, the present range being 35 to 37½c per lb. Better grades, including Bogotas, Maracaibos and Mocha types are one cent lower. Some of the importers have been obtaining certain supplies from England. There is an active demand, and supplies are now coming to hand that were shipped a couple of months ago. These having been purchased on a more favorable market has allowed for the present reduction on Rios.

COFFEE— Bogotas, lb.	0 46	0 48
Maracaibo, lb.	0 44½	0 46
Mocha (types)	0 45	0 48
Jamaica	0 42	0 45

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Mexican, lb.	0 44	0 46
Rio, lb.	0 35	0 37½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45
COCOA—		
In 1-lbs., per doz.	5 25	
In ½-lbs., per doz.	2 75	
In ¼-lbs., per doz.	1 45	
In small size, per doz.	1 10	

**Tea is a Big Seller;
Market Steady; Firm**

Montreal.

TEAS.—The movement of teas is quite heavy, in fact very excellent, some importers have stated to CANADIAN GROCER. If this demand continues it will have reduced stocks even to a greater extent, and some report better grades to be well; and almost fully sold up. The undertone is firm.

JAPAN TEAS—

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

Javas—

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

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

**Oat Markets Strong;
May Be Increases**

Montreal.

CEREALS.—Prices are firmer on rolled oats and some of the handlers in this market anticipate a firming of the basis. Good milling oats are scarcer, and the grain market tendencies are upward. Cornmeal is quite firm. Pot and pearl barley are firmer, too.

Cornmeal, golden granulated	6 25	
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	7 60	
Buckwheat flour, 98 lbs. (new)	6 80	
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 35	6 60
Rolled oats, 90-lb. bags	4 75	5 10

**Price List Strong;
May Revise Upward**

Montreal.

SPICES.—The packages question has given the trade some anxiety, and the difficulties of obtaining these are even greater than they were, delivery dates not being promised by the makers. One large importer stated to CANADIAN GROCER this week that he would not be surprised if there were revisions, upward, after the turn of the year. The sales have been steadily active for some weeks.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocunut, pails, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 36	
Chicory (Canadian), lb.	0 20	
Cinnamon—		
Rolls	0 35	
Pure, ground	0 35	0 40
Cloves	0 85	
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins	1 00	
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	
Nutmegs, whole	0 60	0 70
64, lb.	0 45	

80 lb.	0 43	
100, lb.	0 40	
Ground, 1-lb. tins	0 65	
Pepper, black	0 38	0 40
Do., special	0 32	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 80	
Do., per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

**Wheat Flakes Higher;
Package Goods Active**

Montreal.

PACKAGE GOODS.—Prices have been marked up on one line of flaked wheat, and the tendencies are higher for packaged oats. There is a good movement, and for most lines the markets are firm, particularly in view of the fact that the difficulties of obtaining packages are becoming greater.

PACKAGE GOODS			
Breakfast food, case 18	2 85		
Cocunut, 2 oz. pkgs., doz.	0 78½		
Do., 20-lb. cartons, lb.	0 36		
Corn Flakes, 3 doz. case	3 50	2 65	4 15
Oat Flakes, 20s	5 40		
Rolled oats, 20s	5 60		
Do., 18s	2 00		
Do., large, doz.	3 00		
Oatmeal, fine cut, pkgs., case	6 75		
Puffed rice	5 70		
Puffed wheat	4 25		
Farina, case	2 35		
Hominy, pearl or granu., 2 doz.	3 65		
Health bran (20 pkgs.), case	2 60		
Scotch Pearl Barley, case	2 60		
Pancake Flour, case	3 60		
Pancake Flour, self-raising, doz.	1 50		
Buckwheat Flour, case	3 60		
Wheat food, 18-1½s	3 25		
Wheat flakes, case of 2 doz.	2 80		
Oatmeal, fine cut, 20 pkgs.	6 75		
Porridge wheat, 36s	6 45		
Do., 20s	6 25		
Self-raising Flour (3-lb. pack.) doz.	2 90		
Do. (6-lb. pack.), doz.	5 70		
Corn starch (prepared)	0 11½		
Potato flour	0 16½		
Starch (laundry)	0 12-		
Flour, Tapioca	0 15	0 16	

**Large Flour Sales;
More Orders Received**

Montreal.

WHEAT FLOURS.—There is an active demand for flour, from a domestic standpoint, and the supplies are adequate. Some orders have been received from export sources, although the extent of these is not clear at present. The undertone is firm.

Standard Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl. in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 80
Winter wheat flour (bbl.)	10 75

**Little Hay Delivered;
Barley Scarce; Oats Up**

Montreal.

HAY AND GRAIN.—The farmers in this section of the country are still holding out for present prices on hay and

there is little inclination to part with it for less. The movement is still limited. Grain prices are very much firmer and advances of two cents are made for oats. The local buyers have no barley to offer.

Hay—

Good, No. 1, per 2,000-lb. ton	24 00
Do., No. 2	23 00
Do., No. 3	21 00
Straw	11 00

Oats—

No. 2 C.W. (34 lbs.)	1 02
No. 3 C.W.	1 00
Extra feed	1 00
No. 1 feed	0 97
No. 2 feed	0 95

Barley—

No. 3 C.W.	
No. 3	
No. 4 C.W.	

**Big Sale For Fruit;
Cranberries Firmer**

Montreal.

FRUITS.—The markets are very firm and the sales of various kinds of fruit are seasonably active and heavy. Fancy fruits, in particular, are in demand for the holiday trade.

Apples—

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

**Onions and Potatoes
Are Ruling Higher**

Montreal.

VEGETABLES.—Very high prices are ruling for onions, and the tendencies are that market prices will be high this winter on good stock. The same applies to potatoes, and those in close touch with the conditions predict that prices will be very high. This is borne out in the present market prices now ruling here. There is an active sale for all classes of vegetables.

Beans, new string (imported) hamper	5 00	6 00
Beets, new, bag (Montreal)		1 50
Cucumbers (hothouse), doz.		3 00
Chicory, doz.		0 75
Cauliflower (Montreal), doz.	2 00	4 00
Cabbage (Montreal), barrels		2 00
Carrots, bag		1 00
Celery, doz.		1 00
Do., California, 5-7 doz. crate		11 00
Garlic, lb.		0 28
Horseradish, lb.		0 25
Lettuce (Montreal), curly, doz.		0 75
Do. (Boston), head, crate		3 75
Lettuce (Montreal), head		0 50
Leeks		1 50
Mint		0 30
Mushrooms, lb.		1 25
Do., basket (about 3 lbs.)		3 50
Onions, Yellow, 75-lb. sack		5 00

Why Not Help the Other Fellow by Letting Him See Your Window?

Do., red, 75 lbs.	7 00	7 50
Do., crate	2 75	3 50
Do., Spanish, case	7 00	7 50
Parsley (Canadian)	0 20	0 20
Peppers, green, doz.	0 10	0 10
Do., red, doz.	0 10	0 10
Parsnips, bag	1 50	1 50
Potatoes, Montreal (90-lb. bag)	2 50	3 00

Do., New Brunswick	2 75	3 00
Do., sweet, hamper	3 00	3 50
Radishes, doz.	0 25	0 25
Spinach, box	1 00	1 25
Squash, Huber, doz.	2 00	3 00
Turnips, Quebec, bag	1 50	1 50
Do., Montreal	1 25	1 25
Tomatoes, hothouse, lb.	0 35	0 35

ONTARIO MARKETS

TORONTO, Dec. 12—General grocery markets are very strong. A feature this week is the report that rolled oats both in packages and in bulk are likely to advance. The market is very strong and it is claimed that present quotations are low in view of the strength of values of raw oats. Raisins are still very scarce and the shortage is causing some concern on account of the demand for Christmas. Peels are also scarce and high. The sugar situation is still one of light supplies and no great improvement is looked for until late in January.

Sugar Quotations Steady and Strong

Toronto.

SUGAR.—No further changes are reported in quotations on sugar this week. The market is very strong, and there has not been a great deal of improvement as far as supplies are concerned. A certain amount of caution has still to be exercised in the matter of distribution. Wholesalers do not look for much heavier receipts before the end of January. The new crop of raws will be in the hands of the refiners early in the new year, and supplies then should be fairly good. All refineries are selling sugar to the trade on the basis of \$12.21 per cwt., Toronto delivery.

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

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c. Yellows same as above.

No Changes in Molasses and Syrup

Toronto.

MOLASSES, CORN SYRUPS.—No changes are reported in the market for molasses and corn syrups. As stated before in CANADIAN GROCER, all indications point to higher prices for molasses in the new year, when the new crop comes on the market. There is a very active demand for both molasses and corn syrups at the present time.

Corn Syrups—		
Barrels, about 700 lbs., yellow	0 08 1/4	
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 05	
Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25	

Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, 1/4 c over bbls.; 1/4 bbls., 1/2 c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels	1 00	1 00
West India, bbls., gal.	0 40	0 40
West India, No. 10, kegs	6 50	6 50
West India, No. 5, kegs	8 25	8 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case 2 doz.	4 70	6 60
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case		
West Indies, 1 1/2s, 42s	4 60	6 05
of 1/2 doz.	3 60	6 00

Package Lines Selling Freely

Toronto.

PACKAGE GOODS.—The market is generally very strong on all packaged lines, and higher quotations in the near future are not unlikely. Rolled oats are selling very freely, as are all breakfast foods at the present time.

PACKAGE GOODS		
Roller Oats, 20s round, case	35 60	
Do., 20s square, case	5 10	5 60
Do., 36s, case	4 00	4 00
Do., 18s, case	2 00	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	6 00	6 00
Do., 20s, family, case	6 80	6 80
Cooker Package Peas, 36s, case	4 20	4 20
Cornstarch, No. 1, lb., cartons	0 11 1/2	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/4	0 10 1/4
Laundry starch	0 10	0 10
Laundry starch, in 1-lb. cartons	0 12	0 12
Do., in 6-lb. tin canisters	0 18 1/4	0 18 1/4
Do., in 6-lb. wood boxes	0 18 1/4	0 18 1/4
Potato Flour, in 1-lb. pkgs.	0 16	0 16
Fine oatmeal, 20s	6 75	6 75
Cornmeal, 24s	3 65	3 65
Farina, 24s	2 60	2 60
Barley, 24s	2 60	2 60
Wheat flakes, 24s	5 60	5 60
Wheat kernels, 24s	4 50	4 50
Self-rising pancake flour, 24s	3 30	3 30
Buckwheat flour, 24s	3 30	3 30
White flour, 24s	5 50	5 50
Graham flour, 24s	5 75	5 75

Higher Prices on Rolled Oats Likely

Toronto.

CEREALS.—Cereals in bulk are at very strong levels, and a higher market is looked for. Fancy yellow cornmeal is quoted at \$6.50 in bags of 98 pounds. Corn flour is selling at \$5.50 and rye flour at \$5. There is a heavy inquiry for split peas at from 8 to 8 1/2 cents per pound, and marrowfat peas at 11 1/4 cents per pound.

		Single Bag Lots
		F.o.b. Toronto
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s		6 00
Barley Flour, 98s		4 50
Buckwheat Flour, 98s		6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour		
Corn Flour, 98s		5 50
Rye Flour, 98s		5 00
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag		6 50
Breakfast Food, No. 1		6 25
Do., No. 2		6 25
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s	0 08	0 08 1/2
Blue peas, lb.	0 09	0 10
Marrowfat green peas		0 11 1/4

Active Inquiry For Canned Goods

Toronto.

CANNED GOODS.—All canned goods are selling freely at prices unchanged as compared with last week. There is a brisk demand for canned salmon. Some lines of canned vegetables have been pretty well cleaned up, and the fruits, too, have had an unusually heavy inquiry. Quotations have been holding very steady and firm.

Salmon—		
Sockeye, 1s, doz.	4 75	4 75
Sockeye, 1 1/2s, doz.	2 75	2 75
Alaska reds, 1s, doz.	4 25	4 50
Do., 1 1/2s		2 50
Cohoos, 1/2 lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., 1 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1 1/2s, doz.	1 35	1 50
Lobsters, 1/2 lb. doz.		6 00
Do., 1/4-lb. tins		3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen		1 45
Tomatoes, 2 1/2s, doz.	2 00	2 05
Peas, standard, doz.	2 00	2 05
Do., Early June, doz.	2 17 1/2	2 22 1/2
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.		2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s, doz.		2 50
Canadian corn		1 85
Pumpkins, 2 1/2s, doz.		1 25
Spinach, 2s, doz.		2 15
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	4 52 1/2
Do., standard 10s doz.		5 00
Apples, gal., doz.		
Peaches, 2s, doz.	3 60	3 70
Pears, 2s, doz.	4 00	4 05
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 10	2 36

A Good Window is Worth Photographing. Keep This in Mind

Jams—

Apricots, 4s, each	0 90
Black Currants, 16 oz., doz.	4 50
Do., 4s, each	1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 88
Red Currants, 16 oz. doz.	3 45
Raspberries, 16 oz., doz.	4 50
Do., 4s, each	1 05
Strawberries, 16 oz., doz.	4 50
Do., 4s, each	1 25

Scarcity of Raisins Very Pronounced

Toronto.
DRIED FRUITS.—The feature of the market for dried fruits is the very pronounced scarcity of raisins. Some wholesalers are absolutely without supplies, and are not quoting them at all. There are some who still have a few cases of packaged seedless raisins in stock, but Thompson's seedless in bulk are almost unobtainable. An importer told CANADIAN GROCER that he had three cars of raisins rolling, the arrival of which should help the situation somewhat. However, a scarcity of raisins is likely to be felt in the trade for some time. Prices are very strong and all wholesalers who have any on hand, have advanced their quotations. New Halloween dates are selling to the trade at 20 cents per pound. New prunes are selling freely at strong prices. Peels are still very high, lemon and orange being quoted at from 44 to 46 cents per pound.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s.		4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron		0 75
Currants—		
Green, per lb.	0 22	0 23
Austrian, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 50	
Dromedary, 3 doz. in case	7 00	
Fard, lb.	0 28½	0 28¾
New Halloween dates, per lb.	0 20	
Figs—		
Taps, lb.	0 17	
Malagas, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 16	0 19
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
Per lb.		
40-50s, 25s	0 25¼	
50-60s, 25s	0 22½	
60-70s, 25s	0 19¾	
70-80s, 25s	0 18¾	
80-90s, 25s	0 17¾	
90-100s, 25s	0 16¾	
Sunset prunes in 5-lb. cartons, each	1 15	
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins —		
California bleached, lb.		
Extra fancy, sulphur blech., 25s	0 24	0 25
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets	0 20½	
Seedless, Thompson's, bulk e.	0 23	0 24
Crown Muscatels, 25s		0 20
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

Primary Teas Steadily Higher

Toronto.
TEAS.—Cable advices from India and Ceylon announce further advances in rupee exchange. The present quotation is at 2s., 4¼d., and this abnormal condition of rupee exchange is reflected in

the stronger situation in tea prices. All primary markets in teas are exceedingly strong. The initial cost of Indian and Ceylon teas at the present time is fully ten cents per pound higher than spot quotations. Stocks of teas in first hands are not heavy, but some wholesale houses have fairly good supplies, and those retailers who took advantage of the low prices that were prevailing a year ago, and bought in good amounts, are now reaping the benefit. Spot quotations are unchanged as compared with a week ago. Some houses a fortnight ago put up their prices three cents, but no advance has taken place since.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 46	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Coffees Holding at Strong Prices

Toronto.
COFFEE.—The market for coffees is very strong, and prices, while showing no changes as compared with a week ago, are very strong, and higher quotations are not unlikely. Stocks in importers' hands are very low, and receipts coming forward have been greatly delayed. Good coffees are in exceedingly scant supply.

Java, Private Estate	0 61	0 63
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica	0 53	
Mocha, lb.	0 55	
Rio, lb.	0 36	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.	0 54	
Chicory, lb.	0 25	
Cocoas—		
Pure, lb.	0 31	
Sweet, lb.	0 31	

Spices Likely to Advance

Toronto.
SPICES.—Spice dealers report a very strong market, and advances in the near future are not unlikely. White near future are not unlikely. Quotations this week show no changes as compared with last. White pepper, particularly, shows a tendency to go higher, and an increase in price at an early date is probable. In fact the whole line of spices is very firm. Cream of tartar is in small supply, but the dealers have not advanced their prices as yet. The market is steady, but very firm.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon		0 55
Cloves	0 50	0 90
Cayenne	0 33	0 37
Ginger	0 39	0 40

Herbs — cage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole		0 35
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 50

Mixed Nuts at 32 Cents Per lb.

Toronto.
NUTS.—Mixed nuts in bags of 50 pounds are quoted at a reduction this week at 32 cents per pound. Shipments of walnuts from California have been delayed, but it is hoped that they will arrive in time for the Christmas trade. Walnuts are not very plentiful on the Toronto market. Almonds and filberts are in good supply. Supplies of shelled walnuts are getting low. Bordeaux shelled walnuts are selling to the trade at from 85 to 88 cents. Peanuts are very strong, the Spanish peanuts being very scarce. The latter are selling to the trade at 25 cents. Stocks of coconut are small and prices very strong, at 40 cents for the unsweetened, and at 45 cents for the sweetened.

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

Rice Quotations Continue Firm

Toronto.
RICE.—The market for rices continues very firm. Quotations show no change as compared with a week ago. Stocks appear to be ample to meet all requirements. Wholesalers are quoting Blue Rose rice this week at 16 cents in bags, and at 17 cents per pound in broken lots. Tapioca and sago are strong and unchanged.

Honduras, fancy, per 100 lbs.		
Blue Rose, lb.	0 16	0 17
Siam, fancy, per 100 lbs.	15 00	16 00
Siam, second, per 100 lbs.	13 50	14 50
Japans, fancy, per 100 lbs.		17 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	13 00	14 00
Do., Simiu		16 00
Do., Mujin, No. 1		16 00
Do., Pakling		14 00
White Sago		0 14
Tapioca, per lb.	0 14½	0 15

We Want Every Clerk to Take an Interest in This Contest

Hand-Picked Beans Are in Demand

Toronto.

BEANS.—There is a very active demand for beans at the present time, and prices are holding very firm. Hand-picked beans are selling to the trade at \$6 per bushel, and the 1-lb. to 2-lb. pickers at from \$5.25 to \$5.50 per bushel. Marrowfats are from \$6 to \$6.50 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 25	5 50
Do., hand-picked, bus.		6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotosashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Honey Stocks Selling Freely

Toronto.

HONEY, MAPLE SYRUPS—Honey is selling very freely, and prices are holding at strong levels. The five-pound tins are selling to the trade at 28 cents, and the 2½-lb. tins at 29 cents. Maple syrup is pretty well cleaned up, and the stock is now pretty much in the hands of the retail trade.

Honey, Clover—		
5-lb. tins		0 28
2½s, tins		0 29
10-lb. tins		0 26
60-lb. tins		0 26
Buckwheat, 50-lb. tins, lb.		0 18
Comb. No. 1, fancy, doz.		
Do., No. 2, doz.		
Maple Syrup—		
8½-lb. tins, 10 to case, case.	18 00	
Wine qt. tins, 24 to case, case	23 00	
Wine ½ gal. tins, 12 to case, case.	20 00	
Wine, 1 gal. tins, 6 to case, case	24 00	
Imp. 5 gal. cans. 1 to case, case	20 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Imported Fruits Have Active Sale

Toronto.

FRUITS.—There is a very active demand for all fruits, and the imported varieties are selling freely. Valencia oranges are in brisk demand, selling at from \$4.50 to \$6 per case. California lemons are from \$5.50 to \$6.50 per case. Apples show no changes and are in big demand. Grapes and cranberries, too, are having a big inquiry. New Messina lemons are on the market and are selling to the trade at \$5.75 per case.

Bananas, Port Limons		0 08
Valencia Oranges—		
150s and 126s	5 50	5 75
176s, 200s, 216s		6 00
96s, 100s, 250s, 288s, 324s	4 50	5 75
Lemons, Cal., 300s, 360s	5 50	6 50
Lemons, Messinas, 300s		5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Do., Isle of Pines, 46s, 54s, 64s, box		3 50
Apples—		
Nova Scotia Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box		3 75
Jonathans, box	3 35	3 50
Kings, box		3 25
Spys, Ont., box		2 75
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s	3 75	4 00
Delicious, 80s, 88s, 100s, 112s, 126s, 138s, 150s, 168s, box.	4 00	4 25
Cal. Pears		5 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	4 50	5 50
Grape, Cal., Emperor, kegs		4 50

Do., barrels	7 75
Do., Spanish Malagas, keg	15 00
Cranberry, Cape Cod, bbl.	14 00
Do., half bbl.	7 50
Do., boxes	4 50
Pomegranates, boxes	4 00
Can. Chestnut, lb.	0 25

Potatoes Hold Steady at \$2.60

Toronto.

VEGETABLES.—Vegetables show few changes as compared with a week ago. Ontario potatoes are selling to the trade at \$2.60 per bag, and supplies appear to be ample for the demand. Cabbages, turnips, carrots, and onions are all steady and firm. Theford celery is selling at \$6 per crate. Wholesalers are quoting holly for decorations this week. The wreaths, well-berried stock, are \$2.50 per dozen, and a case of holly is \$7.

Cabbage, bbl.	2 75
Carrots, per bag	1 25
Parsnips, bag	1 75
Lettuce, Cal., head, crate 8 doz.	8 00
Hothouse Tomatoes, lb.	0 28
Onions, Yellow Danvers, 100-lb. sacks	7 00
Do., 75 lbs.	4 50
Spanish Onions, large cases	7 50
Do., small crates	2 50
Do., Cal. Australian Browns, 100 lbs.	7 50
Onions, white, large sacks	6 50
Celery, 8 doz.	6 00

Cauliflower, Cal., pony crates	4 50
Potatoes—	
Ontario, 90-lb. bags	2 60
Quebec, 90-lb. bags	2 60
Jersey Sweet Potatoes, hamper	2 75
Do., bbl., double headers	7 50
Turnips, bag	1 00
Mushrooms, 4-lb. basket	3 00

Domestic Trade Buys Flour Freely

Toronto.

FLOUR.—There is a very brisk demand for flour for the domestic trade at the present time. There is a feeling that the market may advance, and this has caused a more active inquiry. Prices continue on the basis of \$11.15 for flour in cotton bags, and at \$11 in jute bags.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15
Do., in jute bags	11 00

Millfeeds Active at Steady Prices

Toronto.

MILLFEEDS.—No changes are reported in prices of millfeeds. They are selling at the fixed prices, and there is very active demand for the same.

MILLFEEDS—	
Bran, per ton	45 25
Shorts, per ton	52 25

WINNIPEG MARKETS

WINNIPEG, Dec. 12—The feature of the markets this week is the scarcity of seedless raisins. They are in very scant supply among the wholesalers and the shortage for the Christmas trade is acute. Bulk cereals are selling very actively and quotations are very strong. Prices generally are inclined to be higher.

Seedless Raisins in Scant Supply

Winnipeg.

DRIED FRUITS.—Both seeded and seedless raisins are very short for spot deliveries. Many wholesalers are cleaned right out. Great difficulty is being experienced in getting shipments forward. California growers report that there are no more raisins being offered by the association. Buyers would be well advised to pick up offerings quickly. The prune market is rapidly becoming cleaned up. Local stocks are being disposed of at a premium of two cents per pound over the association's opening prices. It is also understood that California shippers are offering premiums on contracts, which would indicate a much higher market in the very near future.

Raisins—

Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	1 05
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy	0 15
Do., 15 oz., choice	0 20½
Cal., seedless, pkgs. 11 oz., choice	0 16
Prunes—	
90-100s	0 18½

80-90s	0 19
70-80s	0 21
60-70s	0 23
50-60s	0 24
40-50s	0 26

Dates—

Royal Excelsior, 3 doz. cases, per pkg.	0 19½	0 20
Dromedary, 3 doz. cases, per pkg.	0 22	0 22½
Fard, 12-lb. boxes, per box		3 00

Figs—

Spanish cooking, reelected, per lb.	0 18	0 19
Cal. White Roedings, per lb.		0 23
Black Figs in Cartons, 10 x 15 per carton		1 20
Fancy Calimayrna, 5-row, 10-lb. boxes		4 10
Do., 6-row, 10-lb. boxes		3 95
Do., white Adriatic, 4-row, 10-lb. boxes		3 60
Do., 5-row, 10-lb. boxes		3 40
Fancy, 8-os. bricks, 24 to box		3 35

Apricots—

5-lb. cartons	1 85
Evaporated apples, lb.	0 20

Bulk Cereals Active Sellers

Winnipeg.

CEREALS.—Rolled oats are very firm. There have been slight advances by some manufacturers. Buyers are placing orders very freely on rolled oats, which would indicate that a general advance is looked for.

Rolled oats, 80s	4 20
Do., 40s	2 15

The Window is the Best Selling Agent the Store Has. Make Yours Pay

Do., 20s,	1 10
Wheat granules, 98s	6 00
Do., 49s	3 05
Do., 24s	1 55
Barley, Ont., pot, 98s	5 50
Do., 49s	2 80
Do., pearl, 98s	7 75
Do., 49s	4 00
Do., 24s	2 05
Cornmeal, yellow, 1/2 sacks	3 05
Do., 1/4 sacks	1 55
Do., bales	6 70
Standard oatmeal, coarse, 98s	5 50
Do., 49s	2 80
Do., 24s	1 45
Granulated oatmeal same prices as standard.	
Dried peas, yellow, whole, per lb.	0 04
Dried peas, green, per lb.	0 10 1/2
Split peas, 98s	7 75
Do., 49s	3 90
Do., small lots, lb.	0 08 1/2

**Santos Coffee is Up
Two Cents Per Lb.**

Winnipeg.
COFFEES.—Coffees are held very firm. Santos have shown another advance of two cents per pound. Mexicans and Rios are very firm, while the finer grades are showing a slight weakness. South American coffee is now finding its way onto the Canadian market through the United States. There has been very little of this offered during the past five years and it is being looked upon as having a tendency to bring about lower prices, but it will be some time before the effects are noticeable. Java coffee practically all cleaned up for import.

**Marked Decline in
Shelled Walnuts**

Winnipeg.
FRUITS.—Nuts generally are held at firm prices. Bordeaux halves are being offered at a noticeable drop in price of eight cents per pound for future delivery. The spot market is pretty well cleaned up and many jobbers are having difficulty in filling their orders. A heavier demand is reported than has ever before been known. Shelled Valencia almonds, 28-pound boxes, lb., 62c; Bordeaux walnuts, halves, lb., 81c to 82c. Later arrivals of shelled walnuts will be from six to eight cents per pound lower.

Almonds	0 30	0 31
Brazil	0 30	0 31
Chestnuts	0 25	0 26
Walnuts	0 28	0 30
Pilberts	0 35	0 35
Pecans
Peanuts—		
Choice	0 15	0 17
Fancy	0 19	0 21
Jumbo	0 21	0 24

**Oriental Rices
Again Higher**

Winnipeg.
RICES.—Oriental rices show a still further advance of about a quarter of a cent per pound. There is a noticeable scarcity of the better grades of rice. American rices are unchanged, but prices are very firm. Samples coming forward are not improving in quality. Many grades would not find a market at all under normal conditions. Tapioca to arrive is showing a further decline; there has been a general easing off of this par-

ticular line for the past month; declines to date are approximately \$2 per cwt.

Rice, No. 1 Japan, 100-lb. sack	0 17 1/2
Do., No. 2, 100-lb. sack	0 13 1/2
Do., Siam, 50-lb. sacks	0 13
Do., Patna, 100-lb. sacks	0 14 1/2
Do., 50-lb. sack	0 14 1/2
Ground rice, 100-lb. sack	0 11
Do., 50-lb. sack	0 11 1/2
Tapioca, sack lots, per lb.	0 14
Do., broken sacks, lb.	0 15

**Honey Shows
Sharp Advances**

Winnipeg.
HONEY.—Honey in tins of 5 and 10 pound sizes has advanced fully two cents per pound, with prices very firm. Many jobbers report a growing scarcity, especially in the tins. The smaller size glass jars remain unchanged as yet. Honey at present prices is considered good buying.

HONEY—

5-lb. tins, per tin	1 50
10-lb. tins, per tin	2 95
10 oz. glasses, per doz.	4 00
Comb, 16 oz., per doz.	4 75

**New Lobsters
Show Advances**

Winnipeg.
CANNED GOODS.—This season's lobsters are higher than last year but the quality is up to the same standard. Prices are from \$3.80 to \$4 per dozen for quarter sizes, and from \$6.80 to \$7.50 per dozen for halves.

**Beans Are Firm;
Prices Steady**

Winnipeg.
BEANS.—Beans are showing very little change in prices. If anything they are a little firmer. The demand has fallen off considerably.

**Vegetables Are
Unchanged**

Winnipeg.
VEGETABLES.—Vegetable prices show little change with the exception of potatoes, which are much firmer.

Potatoes, bush	1 90
Turnips, per cwt.	2 50
Carrots, per cwt.	4 00
Beets, per cwt.	3 00
Cabbage, per cwt.	4 00
Onions, Manitoba, per cwt.	4 00
Do., B.C., per cwt.	5 00

**Flour and Feed
Prices Steady**

Winnipeg.
FLOUR AND FEEDS.—No changes are reported in the markets for flour and feeds this week. Prices are steady and firm.

Flour	
Government standard, 98-lb. sacks	5 35
Do., No. 2, 49-lb. sacks	5 45
Do., No. 2, 24-lb. sacks	5 55
Mill Feeds	
Bran, per ton	40 00
Shorts, per ton	50 00
Hay—	
No. 1 Timothy	30 00
No. 2 Timothy	23 00
No. 1 Red Tip	24 00
No. 2 Red Tip	22 00
No. 1 Upland	22 00
No. 2 Upland	20 00

WINNIPEG PROVISION MARKETS

(Continued from page 52)

sions are steady, with a tendency to stronger levels. There is a very active demand for both hams and bacon.

Hams, light, 8 to 10 lbs., per lb.	0 36 1/2
Do., 16-20 lbs., per lb.	0 38 1/2
Do., 20-25 lbs., per lb.	0 28 1/2
Do., 35 lbs. and up, per lb.	0 25
Breakfast bacon—	
Bellies, 6-10 lbs. aver., per lb.	0 43 1/2
Do., 10-14 lbs. aver., per lb.	0 43 1/2
Do., 14-16 lbs. aver., per lb.	0 41 1/2
Do., splits	0 37 1/2
Shoulders, 10-16 lbs. aver., per lb.	0 27 1/2
Picnics, 6-12 lb. aver., per lb.	0 22 1/2
Do., 8-12 lbs., boneless	0 25 1/2
Cottage rolls, boneless, per lb.	0 32 1/2
Cooked hams, skinned, 8-12 lb. aver., per lb.	0 53
Do., 12-16 lbs. aver., per lb.	0 49 1/2

**Butter Market
is Advancing**

Winnipeg.
BUTTER.—The butter market this week is very firm. Prices show advances. Dairy butter is very scarce.

Finest Creamery	0 70
Do., solids	0 69
Choice 1-lb. prints	0 69
Do., solids	0 68
Dairy, 1-lb. prints	0 62
Margarine, 1-lb. prints	0 36 0 37 1/2

**Eggs Are Quoted
At An Advance**

Winnipeg.
EGGS.—Eggs are also quoted higher this week. French eggs are in small supply.

Fresh specials, per doz.	0 75
Fancy, cartons, doz.	0 69
Candled, per doz.	0 60
Loose, doz.	0 55 0 56

**Lard is Reported
Very Scarce**

Winnipeg.
LARD.—Local packers are not quoting lard in any quantities.

1-lb. bricks	0 36 1/2
3-lb. tins, 20 to case	20 70
5-lb. tins, 12 to case	20 63
10-lb. tins, 6 to case	20 55
20-lb. tins, 4 to case	27 10
20-lb. wood pails, each	7 20
Tierces, per lb.	0 33 1/2

**Cheese Has
Active Inquiry**

Winnipeg.
CHEESE.—The market for cheese is steady, with a very active demand for the same.

CHEESE—

Ont., large, lb.	0 33
Do., twins, lb.	0 33 1/2
Do., triplets, lb.	0 34
Manitoba, large, lb.	0 31 0 32

**Fish Quotations
Are Unchanged**

Winnipeg.
FISH.—No changes are reported in the market for fish this week. There is a very active demand for all offered. Oysters are selling very freely.

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. 9.—Prospects are particularly good for Christmas trade. Dealers report a very satisfactory business. There have been few changes in market quotations this week. Rice is higher and is selling \$13 to \$13.50. Molasses \$1.20. Corned beef easier, \$3.90 to \$3.95. Eggs continue scarce but slightly easier, case selling at 65c and fresh at 75c. Tomatoes continue firm but not expected to go higher in near future.

Flour, 96s, per bbl.	10 70
Beans, B.C.	9 00
Rolled oats, 80s	4 45
Rice, Siam	13 50
Japan, No. 1	17 00
Tapioca, lb.	0 14
Sago, lb.	0 15
Sugar, pure cane, granulated, cwt	0 31
Cheese, No. 1, Ontario, large	0 33
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 65
Lard, pure, 3s, per case	20 40
Eggs, new-laid, local	0 14
Do., No. 1 storage	19 50
Tomatoes, 2 1/2s, standard, case	4 00
Corn, 2s, case	4 00
Peas, 2s, standard, case	4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00
Apples, evaporated	0 24
Do., 25s, lb.	0 25 3/4
Peaches, evaporated, lb.	0 25 3/4
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 31
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 21
Do., package, 11 cs.	0 16 1/2
Salmon, pink, tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00
Potatoes, Alta., per ton	60 00
Oranges	6 35
Lemons	7 75
Grapefruit	7 00
Pears, evaporated, lb.	0 33 1/2
Pineapples, 2s	6 20
Do., 2 1/2s	7 90

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 9.—Molasses are up 35 cents a case. Squirrel peanut butter is 45 cents higher on ones and \$2 on fives. Rolled oats is now \$4.45 for eighties, an advance of 30 cents. Bran and shorts are down \$3 per ton. Eggs are \$19.50 to \$21. Creamery butter is 70 cents per pound. Number one dairy is 55 cents. Tapioca is quoted at from \$13.50 to \$14.50. Lobster halves are from \$6.50 to \$7.10 per dozen. Lemons are \$7.75 a case. Brazil nuts are 34

cents, and filberts 33 cents. Valencia shelled almonds are scarce. A small express shipment is offered at 75 cents per pound.

Flour No. 1 patents, bbls., Man.	12 50
Cornmeal, gran., bags	6 00
Cornmeal, ordinary	3 85
Rolled oats	11 25
Rice, Siam, per 100 lbs.	13 00
Molasses	1 20
Sugar—	
Standard, granulated	12 10
No. 1, yellow	11 60
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 33
Eggs, fresh, doz.	0 75
Eggs, case	0 65
Breakfast bacon	0 38
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 58
Lard, pure, lb.	0 31
Lard, compound	0 30
American clear pork	58 00
Beef, corned, is	4 55
Tomatoes, 2 1/2s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	0 00
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 23
Peaches, per lb.	0 27 1/2
Potatoes, Natives, per bbl.	3 75
Onions, Can., 100-lb. bag	6 00
Lemons, Cal.	7 00
Oranges, Cal., case	6 00
Grapefruit, Cal., case	4 00
Apples, Western, box	4 00
Bananas, per lb.	0 09
Grapes, Malaga, keg	11 00

RULES AND REFLECTIONS

Continued from page 34

If your losses do not exceed this limit, you have no credit losses.

Get it? That \$150 is legitimate expense, just as the cost of gasoline for your Ford is legitimate. But, just as you try to keep down the cost of gasoline, so you must seek to live inside this limit as much as possible.

So half per cent. is normal. More is abnormal. If yours runs more, you are not making good. It is up to you!

The deal is: The customer's account is monthly. It is to run to not over \$40 a month. It is due for payment the first of each month. There are the elements of understanding in the beginning.

If the account is paid as agreed, there will be no balance left unpaid. In such circumstances, the merchant never will be "troubled with the creeping balance"—a statement that always makes me smile most heartlessly when I hear it!—for there will never be any balances.

A balance has no place on your books with any account in any circumstances. The customer who cannot meet \$40 now, cannot meet \$42 next month and \$44 the month after. Take your loss, if you must take one, promptly, while it is at the minimum. It is better and easier to lose

\$2 than \$4—\$20 than \$40. Take your medicine now and get over the taste. Then you can devote your time and energy to customers who are worthy of a credit merchant's efforts and work.

Don't fritter away your energy and nerve force on weak sister customers!

Properly conducted, the credit business is the finest business there is. But properly conducted—did you get me, Clarence?

HELPING GOOD ROADS TO HELP THE STORE

The results have just been announced of their annual road competition conducted by the firm of Robinson and MacBean, Limited, Moose Jaw. The object of the competition each year is to assist in demonstrating what can be accomplished in the construction and maintaining of earth roads as well as to assist in promoting better roads in the Moose Jaw district. Fourteen entries in this season's competition were received, covering 70 miles of road. Inspections were made in July, August, September and October and points awarded for improvement shown during the summer in crown, hardness and smoothness of the roads. All inspections were made by an official of the Highways Department of the Provincial Government. Prizes were awarded as follows: District No. 1, first, Robert Baird, \$150; second, F. J. Lalonde, \$100; third, C. O. Pannell, \$75. District No. 2: First, T. H. Abbott, \$150; second, A. Moffatt, \$100; third, L. Bruce, \$75. The prizes are awarded 25 per cent. to the operator in charge of the road during the season, and 75 per cent. to the municipality in which the entry was located.

In a statement issued with the announcement of the result of the competition, Robinson, MacBean Co., Ltd., state that in putting on these competitions during the past three years they have done so with the conviction that the building and maintaining of better roads is one of the most important problems with which they have to deal. Good roads are a necessity to make it possible for the farmer to market his produce at the last possible expense.

ELKHORN CHEESE AGENTS

J. L. Kraft & Bros. Co., manufacturers of Elkhorn Cheese in tins, have appointed the following Canadian agents: Oppenheimer Bros., brokerage houses from Winnipeg to Vancouver; J. A. Tilton, St. John, N.B.; Pyke Bros., Halifax, N.S.; Dunn-Hortop, Limited, Toronto; Wm. H. Dunn Co., Montreal; Buchanan & Ahearn, Quebec, P.Q.

PRODUCE AND PROVISIONS

MONTREAL GROCERS ACT RE EGGS AND BACON

At its regular meeting last week the Retail Grocers' Association of Montreal protested, after considerable discussion, against the present by-law requiring eggs to be sold by weight. The Retail Grocers are not objecting to the by-law regarding the selling of vegetables by weight, but do find it very awkward to fall in line when it comes to selling eggs by weight. To this end they are memorializing the Montreal Civic Commission with regard to the matter, and hope to have some ruling made of a favorable nature. The exact action taken was that of deciding to write members of the City Council, urging them to defeat the project of selling eggs by weight. Since matters of this kind have to be taken up by the council, this is the logical action that might be expected.

Also Act re Bacon Products

In view of the recent ruling of the Board of Commerce regarding the profit on bacon and boned ham, the Grocers' Association also discussed this matter very fully, some of the members explaining that, while they were opposed to profiteering, it was, in their opinion, an excess of jurisdiction on the part of anyone to limit profits. A resolution was passed which is being forwarded to the above board. At this meeting the President, J. A. Debien, occupied the chair.

A NEW METHOD OF DEHYDRATING FRUIT

In the fruit-growing district of Washington State, an inventor, familiar with the great waste of unmarketable fruits and vegetables, has evolved a dehydrating machine, which promises to conserve at least a portion of this valuable food product. The machine is large, intended for factory operation, and performs its functions automatically. It first slices or cubes the fruit and then spreads it on slightly inclined trays, arranged one above the other, in a wood housing. Independent steam control for each tray permits adjustment for different varieties. The rising of the heated air is declared to produce a vacuum effect, which extracts the moisture in a short time without affecting the cell structure. The product, when cooked, regains its original form and flavor, as the dehydrating process removes from it nothing but water, which the cooking process replaces.

OUTPUT OF CREAMERY BUTTER INCREASES

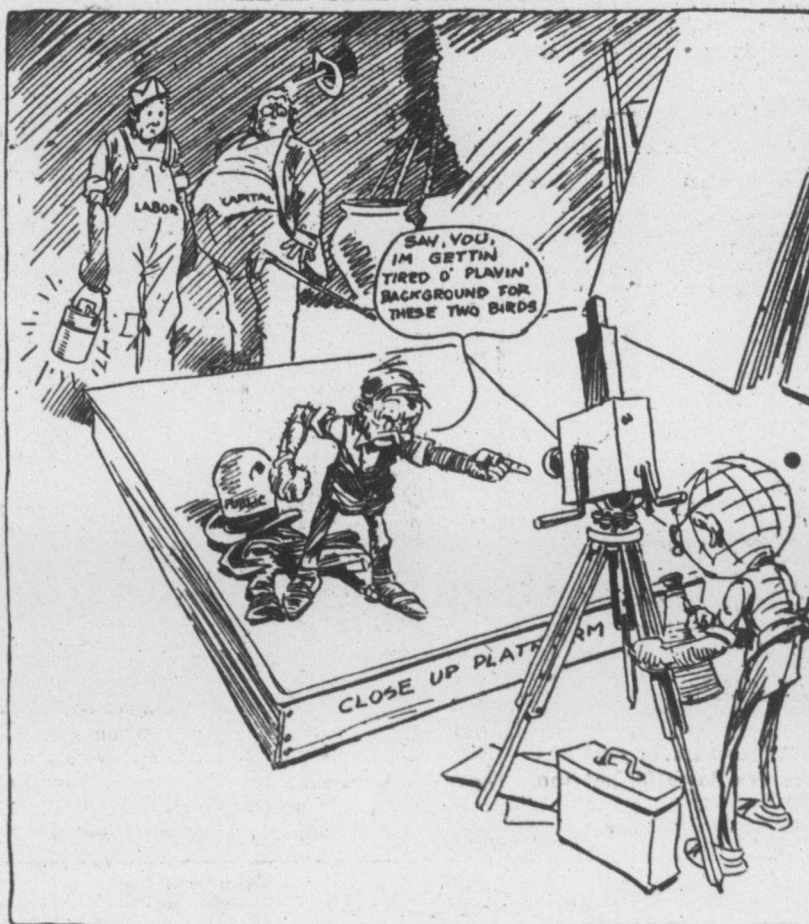
OTTAWA.—Nov. 11.—A Dominion bureau of statistics report shows that the total production of creamery butter in 1918 was 93,266,876 pounds. Value \$41,845,164, as compared with 87,526,939 pounds, value \$34,274,218, in 1917 and 82,564,130 pounds value \$26,966,356, in 1916. In order of production the figures for the provinces are as follows: Quebec, 36,761,057 pounds, value \$16,364,950; Ontario, 29,397,485 pounds, value \$13,136,470; Alberta, 9,021,765 pounds, value \$4,011,869; Manitoba, 8,436,962 pounds, value \$3,897,476; Saskatchewan, 6,099,014 pounds, value \$2,221,403; Nova Scotia, 1,756,905 pounds, value \$808,755; British Columbia, 1,581,924 pounds, value \$807,861; New Brunswick, 660,010 pounds, value \$302,818;

Prince Edward Island, 641,754 pounds, value \$293,572. For all Canada the average wholesale price of butter works out at about 45c per pound, as compared with 39c in 1917 and 33c in 1916. Every province showed an increase over 1917 in the production of creamery butter.

BUTCHERS COMBAT BY-LAW

Contesting Montreal city by-law No. 701, Oscar Cignac, master butcher, and president of the Montreal Master Butchers' Association, has entered action in the Superior Court, contesting the legality of the said by-law, and which concerns abattoirs. This by-law permits the abattoirs to retain certain parts of animals slaughtered, although they are permitted to make a charge for the work done. It is argued that the burden falls upon the retail butcher.

HELL TELL THE WORLD



Williams in Indianapolis "News."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 9—Produce markets are quite steady this week, the changes being fewer than usual and of smaller consequence. The basis for hogs is firmer, both live and dressed being up about 50c. Fresh beef and good calves also are higher. Eggs are firm, storage stocks being a free seller and prices all around being firm. The butter market is firm and active. Lard and shortening are slightly easier, this being noted in a narrowing of the spread. There is an active poultry market and fish, too, are selling well, there being a number of fish days in Quebec Province this week. Cheese prices are firm and the market, as far as making goes, is about closed for the year. Margarine is easy and in but moderate demand.

Hogs Marked Up; Beef Higher, Too

Montreal.
FRESH MEATS.—While the hog market ruled easier at the beginning of last week, it firmed toward the latter part, and as a consequence of freer buying, the prices for select weights rose about 50c per cwt. to \$17. This is in common with outside markets. Fancy dressed hogs are selling up at \$25 per cwt., while country dressed are quoted \$1 to \$2 per cwt. less.

Prices are considerably higher for various beef cuts, both steers and cows being higher in price. Good calves, too, are higher. There is quite an active demand.

FRESH MEATS—			
Hogs, live			17 00
Hogs, dressed—			
Abattoir killed, small (heads off),			
65-90 lbs.		25 00	
Country dressed	23 00	24 00	
Fresh Pork—			
Leg of Pork (foot on)		0 81½	
Loins (trimmed)		0 36	
Loins (untrimmed)		0 32	
Bone trimmings	0 18	0 21	
Trimmed shoulders		0 25	
Untrimmed		0 23	
Pork sausage (pure)		0 24	
Farmer sausages		0 18	
Fresh Beef—			
(Cows)		(Steers)	
\$0 19 \$0 22	..Hind quarters..	\$0 25 \$0 26	
0 12 0 14	..Front quarters..	0 15 0 16	
0 27	Loins	0 36	
0 22	Ribs	0 26	
0 12	Chucks	0 14	
0 18	Hips	0 19	
Calves (as to grade)		0 22 0 28	
Lambs, 50-60 lbs. (whole carcass),			
lb.		0 28	
No. 1 Mutton (whole carcass), 45-			
50 lbs., lb.		0 18	

Hams and Bacon Less; Barrel Pork Lower

Montreal.
CURED MEATS.—Prices scored a decline on hams and bacon, the changes coming gradually, and the logical result of the lower prices that have been reached on live and dressed hogs. The demand for both lines is seasonable, although not excessive. Stocks are ample for the trade requirements.

Hams—			
Medium, smoked, per lb.—			
(Weights) 8-10 lbs.		0 32	
12-14 lbs.		0 32	
14-20 lbs.	0 31	0 32	
20-25 lbs.			
25-35 lbs.		0 25½	
Over 35 lbs.		0 25	
Bacon—			
Breakfast		0 39	
Windsor		0 50	
Cottage Rolls		0 29½	
Picnic Hams		0 24	
Barrel Pork—			
Canadian short cut (bbl.), 25-35			
pieces		54 50	
Clear fat backs (bbl.), 40-50			
pieces		61 00	
Heavy mess pork (bbl.)		50 00	
Plate Beef		30 00	
Mess Beef		23 00	
Bean Pork		50 00	

Business at Steady Prices; Jellied Meats

Montreal.
JELLIED MEATS.—Prices have been ruling steadily without change on cooked and jellied meats, and while there has not been any great demand for the various lines, the sales are seasonably fair. Mince meat continues to be a steady and a ready seller, and prices are maintained firmly, especially for the better grades.

Head cheese		0 14	
Choice jellied ox tongue		0 55	
Jellied pork tongues		0 40	
Jellied Pressed Beef, lb.		0 32	
Ham and tongue, lb.		0 30	
Veal and tongue		0 23	
Hams, cooked	0 46	0 49	
Shoulders, roast			
Shoulders, boiled		0 44	
Pork pies (doz.)			
Blood pudding, lb.		0 12	
Mince meat, lb.	0 15	0 19	
Sausage, pure pork		0 23	
Bologna, lb.		0 13	

Butter Prices Firm But Without Change

Montreal.
BUTTER.—While there is a strong undertone in this market on best butter, and in fact on all grades, no quotable change was made during the week. Receipts have been quite large, and the local consumptive demand being good, produce dealers have recorded extensive

sales. Considerable export of June butter has also been accomplished. Best creamery is selling at 68-69c per lb. in prints.

BUTTER—	
Creamery, prints, fresh made	0 69
Creamery, solids, fresh made	0 68
Dairy, in tubs, choice	0 62
Dairy prints	0 63
Bakers'	0 56

Little Price Change Shown Here on Lard

Montreal.
LARD.—The market has been ruling with little change to speak of, and what there is resolves itself into a lessening of the range, and tierce price remains at 29c per lb. Demand is quite active, this being one of the heavy seasons for holiday cooking.

LARD, pure—	
Tierces, 400 lbs., per lb.	2 29
Tubs, 50 lbs., per lb.	0 29½
Pails, 20 lbs., per lb.	0 29¾
Bricks, 1 lb., per lb.	0 31 0 32

Range of Prices on Shortening Narrowed

Montreal.
SHORTENING.—While there has been little change this week for shortening, the range narrowed slightly, owing to the somewhat easier basis ruling for lard. Sales are seasonably satisfactory.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 28
Tubs, 50 lbs., per lb.	0 28½
Pails, 20 lbs., per lb.	0 28¾
Bricks, 1 lb., per lb.	0 30 0 30½

Cheese Season Closes and Prices Are Firm

Montreal.
CHEESE.—Prices are firm on cheese, and with the season closed, as far as operating by the factories is concerned, deliveries to this market will necessarily be fewer. As viewing the season in retrospect, the receipts at Montreal show a falling off for 1919, since May 1st, of 152,465 boxes. While certain supplies are held here, the orders for these will, it is said, absorb the holdings.

CHEESE—	
New, large, per lb.	0 31 0 32
Twins, per lb.	0 31 0 32
Triplets, per lb.	0 31½ 0 32
Stilton, per lb.	0 36
Fancy, old cheese, per lb.	0 36

Margarine Unchanged; Is Not a Heavy Seller

Montreal.
MARGARINE.—The margarine market is ruling without change of a radical nature. Produce men, generally, are not satisfied with the outturn. It seems that, although the price of butter is ever creeping upward, margarine is not the seller it is expected to be. Prices are

The Competition is Open to All. A Selling Window the Main Point

without change, best grades, in prints, selling at 38 and 39c per lb.

MARGARINE—

Prints, according to quality, lb.	0 36	0 38
Tubs, according to quality, lb.	0 31	0 34

**Big Demand For Eggs;
More New-Laid Eggs Coming**

Montreal.

EGGS.—New-laid eggs are coming to hand, some say, in freer supply, but the demand is such as to more than absorb these. Prices paid for best new stock are said to rule a little lower, but sales are made at prices well over a dollar, in some cases.

The scarcity of best stock has served to create a bigger demand for storage stock, and while the shipping season is at an end, it is expected that the home market will readily absorb the stocks left in storage.

EGGS—

No. 2	0 55
No. 1	0 58
Selects	0 65
New Laid	0 90 1 00

**Active Poultry Sales;
Choice Stock Shipped**

Montreal.

POULTRY—Prices have been steadily held on poultry, particularly for the better grades for holiday trade. An active demand from the consumer is anticipated, and prices paid by the buyer for stock are governed by the grade. Some excellent stock has been received from Ontario points.

POULTRY (dressed)—

(Selling Prices)		
Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 43	0 45
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	0 48	
Do. (young)	0 52	
Geese	0 28	
Old fowls (large)	0 34	
Do. (small)	0 30	
(Buying Prices)		
Chickens, light weights	0 22	0 27
Do., heavy weights	0 23	0 28
Ducks, young	0 22	0 30
Do., old	0 13	0 18
Geese—		
Young	0 22	0 25
Old	0 16	0 21
Fowls	0 18	0 23
Roosters	0 16	0 20
Turkeys	0 32-0 33	0 37-0 40

**Special Holidays
Help Fish Trade**

Montreal.

FISH.—The coming of special fish days in this part of Quebec has served to improve the demand for various fish, and trade is reported active. Prices on some of the various frozen and fresh varieties, such as haddock, codfish, etc., have been ruling with an easier undertone. Oysters and shrimps, smoked and cured fish are in active demand, and fairly steady in price.

FRESH FISH		
Haddock	0 07	0 07½
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	0 11	0 17
Flounders	0 08	0 10

Prawns	0 45
Live Lobsters	0 40
Salmon (B.C.), per lb., Red	0 30
Skate	0 12
Shrimps	0 40
Whitefish	0 16

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 18	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 15	0 16
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	5 00	
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Large bbl., 200 lbs.	21 00	
No. 1, medium, bbl., 200 lbs.	20 00	
No. 2, 200-lb. barrel	18 00	
Strip boneless (30-lb. boxes), lb.	0 20	
Boneless (24 1-lb. cartons), lb.	0 20	
Ivory (2-lb. blocks, 20-lb. boxes)	0 18	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	16 00	

Skinless, 100-lb. boxes	16 50
Pollock, No. 1, 200-lb. barrel	15 00
Boneless cod (2-lb.)	0 23
PICKLED FISH	
Herrings, Scotch cured, half bbl.	12 00
Do., Scotia, barrel	12 00
Do., half barrel	6 50
Mackerel, barrel	25 00
Salmon, B.C., 200 lbs.	25 00
Labrador Salmon, barrels	26 00
Sea Trout, 200-lb. barrels	25 00
Turbot, 200 lbs.	20 00 22 00
Codfish, tongues and sound, lb.	0 12
Eels, lb.	0 16 0 17
SMOKED FISH	
Haddies, BXs, per lb.	0 11 0 12
Fillets	0 17 0 18
Blosters, box	2 50
Kippers	2 15 2 50
Digby Chicks, in bundles, per box	0 24
Boneless Smoked Herring, 10-lb. box, lb.	0 25
OYSTERS	
Cape Cod, per barrel	13 00 15 00
Batouche, per barrel	14 00
Malpeques shell oysters, choice, bbl.	18 00
Do., XXX, bbl.	16 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 3 00
Can No. 3 (Solids)	7 00 8 40
Can. No. 5 (Solids)	11 20 12 00
Can No. 1 (Selects)	2 40 3 00
Can No. 3 (Selects)	6 75 9 00
SUNDRIES	
Paper Oyster Pails, ¼ per 100	1 50
Paper Oyster Pails, quart size, per 100	2 25
Crushed Oyster Shells, 100-lbs.	1 50

ONTARIO MARKETS

TORONTO, Dec. 12—There is a slightly higher tendency in fresh meats this week, the demand for Christmas supplies bringing this about. Hams and bacon and other pork products are steady and unchanged. The butter market shows a tendency to keep advancing and prices of creamery prints this week are marked up two cents per pound. Eggs are strong and cheese is unchanged. There is a big demand for turkeys for Christmas and a shortage is anticipated.

Fresh Meats Are Slightly Higher

Toronto.

FRESH MEATS.—There is a slightly firmer tendency in the market for fresh meats. While hogs are at easy levels, the demand for beef for the Christmas trade has resulted in a little stronger market. Live hogs, on the fed and watered basis, are selling at \$16.25 per cwt. Legs of pork are bringing 28 cents per pound, and tenderloins are 45 and 47 cents per pound. Hind quarters of beef are from 18 to 25 cents per pound, and front quarters from 15 to 16 cents. Calves are selling to the trade at from 18 to 26 cents, and spring lamb at from 23 to 24 cents.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.	16 50	
Live, fed and watered, per cwt.	16 25	
Live f.o.b., per cwt.	15 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	
Loins of pork, lb.	0 36	0 36½
Tenderloins, lb.	0 45	0 47
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 23	0 24
New York shoulders, lb.	0 24	
Boston butts, lb.	0 33	
Montreal shoulders, lb.	0 25	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 25
Front quarters, lb.	0 15	0 16
Ribs, lb.	0 12	0 26
Chucks, lb.	0 10	0 15

Loins, whole, lb.	0 22	0 30
Hips, lbs.	0 13	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 26
Spring lamb, lb.	0 23	0 24
Sheep, whole, lb.	0 12	0 14
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS.—The market for hams and bacon is unchanged. There is a very good demand, but prices remain at the levels suggested by the Board of Commerce. The inquiry for both hams and bacon, as well as for dry salt meats, is very active.

Hams—		
Medium	0 35	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Bacon—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 43	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av., 80-90 lbs.	0 25	
Clear bellies, 15-20 lb.	0 28	
Sausages in brine, keg, 35 lbs.	7 35	
Fat backs, 16-20 lbs.	0 30	
Out of pickle prices range about 2c per pound		
ing, per lb.	0 44	
below corresponding cuts above.		

The Contest Closes January 3. Be On Time

Barrel Pork—		
Mess pork, 200 lbs.	42 00	
Short cut backs, bbl. 200 lbs.	50 00	
Picked rolls, bbl., 200 lbs.—		
Heavy	50 00	
Lightweight	60 00	
Above prices subject to daily fluctuations of the market.		

Cooked Meats
in Good Demand

Toronto.
COOKED MEATS.—There is a fairly good demand for cooked meats at unchanged prices. Boiled and roast hams range from 48 to 52 cents per pound.

Boiled hams, lb.	0 48	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	0 45	0 55
Jellied pork tongue	0 45	0 50

Above prices subject to daily fluctuations of the market.

Butter is Quoted
Two Cents Higher

Toronto.
BUTTER.—Prices of butter steadily advance. Quotations this week are again from one to two cents per pound higher. Fresh dairy butter is selling at from 58 to 60 cents per pound

BUTTER—

Creamery prints (fresh made) ..	0 68	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.	0 55	

Cheese Unchanged
But Very Strong

Toronto.
CHEESE.—The market for cheese is very strong, but unchanged, this week. Large cheese are selling to the trade at from 32 to 32½ cents per pound, and stiltons at from 35 to 36 cents.

CHEESE—

Large	0 32	0 32½
Stilton	0 35	0 36
Twins 1c higher than large cheese.	Triplets	
1½c higher than large cheese.		

Lard Selling at
29 and 29½ Cents

Toronto.
LARD.—The market for lard is steady and strong. It is selling at from 29 to 29½ cents per pound, tierce basis.

LARD—

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

Shortening
Holding Steady

Toronto.
SHORTENING.—Shortening is selling unchanged at from 27 to 28 cents per pound, and there is a very active inquiry for it.

Sharp Advance in
New-laid Eggs

Toronto.
EGGS.—There is another sharp advance this week in the price of new-laid eggs. They are selling to the trade at from 95 cents to \$1 per dozen. Selects are from 64 to 65 cents per dozen, and

number one storage eggs are steady at 61 cents.

EGGS—

No. 1 storage, doz.	0 61	
Selects	0 64	0 65
Special new lays, in cartons.	0 95	1 00

Prices shown are subject to daily fluctuations of the market.

Margarine Sales
More Active

Toronto.
MARGARINE.—Margarine is selling fairly well. Prices to the trade are strong at the recent advance.

MARGARINE—

1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 34	0 36
Do., No. 3	0 30	0 31
Nut margarine, lb.	0 33	

Frozen Fish
Now Selling

Toronto.
FISH.—There is not a great deal of fresh fish on the market at the present time, and the frozen stuff is pretty well supplying the demand. There is also an active demand for the smoked fish. The haddies are selling at from 12 to 14 cents per pound, and the fillets at 17 cents. Kippers and bloaters are \$2.50 to \$2.60 per box. Oysters are selling freely and are unchanged in price.

FRESH SEA FISH.

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

FROZEN FISH

Salmon, Red Spring	0 25	
Do., Cohoe	0 20	
Do., Qualla	0 13	0 14
Halibut, chicken	0 21	0 22
Do., medium	0 20	0 21
Do., jumbo	0 19	0 20
Whitefish, lb.	0 10½	0 11½

Herring	0 05	0 09
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout		0 17

FRESH LAKE FISH

Lake herring, round lb.		
Do., dressed, lb.		
Trout, lb.		
Whitefish, lb.	0 14	0 16
Do., dressed	0 18	
Pickel, dressed		
Mullets, lb.		
Fresh pickerel		
Ciscoes		
Pike		
Fresh mackerel		

SMOKED FISH

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

Turkeys May Be
Scarce For Christmas

Toronto.
POULTRY.—The supply of turkeys for the Christmas trade does not promise to be heavy, and dealers state there is not likely to be sufficient to supply the demand. Buyers are paying thirty cents per pound for old turkeys in the country, and 35 cents for the young ones. They are quoted higher to the trade this week at from 46 to 50 cents per pound. Geese are from 27 to 30 cents per pound, and spring chickens from 28 to 32 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	\$0 30	\$0 35
Do., young, lb.	0 35	0 43
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 23	0 27
Fowl, under 3½-5 lbs.	0 18	0 23-0 28
Ducklings, 3½ lbs. up	0 23	0 27
Geese	0 18	0 24
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 20-0 22	0 26-0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 28
Do., light	0 20-0 23
Chickens, spring	0 28-0 32
Ducklings	0 28-0 34
Geese	0 27-0 30
Turkeys	0 46-0 50

WINNIPEG MARKETS

WINNIPEG, Dec. 12—Live hogs show an advance this week and cattle prices are slightly higher, too. Provisions are steady, but very strong. Lard is exceedingly scarce. Butter and eggs show higher levels.

Live Hogs Higher
At Winnipeg

Winnipeg.
FRESH MEATS.—The pork market is very firm, with a slightly advancing market. One dollar per hundred advance was reported this week.

The cattle market is slow and draggy. There has been more cattle offered this week than for some weeks past.

Pork—

Selects	16 00	
Lights	14 00	
Heavies	14 00	
Sows	11 00	

Sheep and Lambs—

Good lambs	12 50	14 50
Common lambs	8 00	9 00
Good sheep	8 00	9 00
Common sheep	6 00	7 00

Steers—

Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00

Butcher Cows—

Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25

Lambs—

Good	12 00	13 00
Common	8 00	10 00

Sheep—

Good	9 00	9 25
Common	6 00	7 00

Provisions Are
Steady and Firm

Winnipeg.
PROVISIONS.—Quotations on provisions are steady and firm. Continued on page 47.



Win more trade with these Seasonable Lines!

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

Davies' Pork Sausage

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

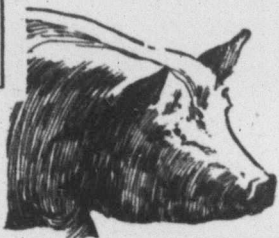
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

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

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

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO -- MONTREAL



CANADA HAS MANY PROBLEMS TO FACE DURING COMING YEAR

BANK OF MONTREAL ANNUAL MEETING

Sir Vincent Meredith, the President, Favored System of Taxation That Would Affect All Classes of Community Who Have Ability to Pay—Sir Frederick Williams-Taylor, General Manager, Points Out That There Had Been No Profiteering by Banks During War Period, As Loanable Funds Had Remained Unchanged—Bank Had Never Been In a Healthier State.

MONTREAL, Dec.—(Special)—At the annual meeting of the Bank of Montreal, at the head office of the Bank, Sir Vincent Meredith, the President, in his annual address, took occasion to refer particularly to the many problems with which Canada was at present confronted and to the best manner in which these could be solved. It is generally recognized that these problems at the moment are of almost an unprecedented character, and, therefore, they are of the greatest importance to the mercantile interests of the country.

Sir Vincent attributed the high cost of living very largely to the pressing demands of European countries for commodities of every nature. He considered that in Canada it might be possible to look forward confidently to a reduction in all commodities, both at home and abroad, after another harvest.

He dealt particularly with the change in opinion that had developed as regards the relation of gold reserve to note circulation. He expressed the view that it might be a part of wisdom to depart from the old notions of the rigidity of the gold reserve and recognize that we are justified in enlarging our note issuing powers to respond to all legitimate business demands in periods of great trade activity or emergency, provided such expansion is based on self-liquidating securities.

The President also pointed out that it was vitally important that the unoccupied areas of Canada should be settled and made productive with as much rapidity as possible, the future prosperity of the country and ability to meet our debts being largely dependent on increased production.

The question of taxation in Canada also received particular attention and Sir Vincent expressed the view that trade was being hampered by a somewhat penalizing excess business profit tax. Furthermore, enterprise and expansion are stifled and foreign establishments deterred from entering the Canadian industrial field. He expressed the view that Canada should do away with many exemptions and impose taxation on all classes of the community who have the ability to pay and at the same time place a higher tariff upon imported luxuries, which would cause little hardship and at the same time considerably ease a strained financial situation.

Difficulties to be Overcome

Sir Frederick Williams-Taylor, the General Manager, dealt more particularly with the record of the Bank during the past year, but also touched on many of the developments outside of the country which had a bearing on the situation. Sir Frederick stated that it was no reassuring reflection that the United States has already reduced her war debt by some \$800,000,000, while Canada was confronted with an increase of \$600,000,000 for the current year.

Sir Frederick took occasion to point out that it was a matter of sufficient importance to bear repeating that there had been no profiteering whatever by the banks of Canada, for the price of money had not been raised. Alone of all commodities, the cost to the borrower of loanable funds of the banking institutions of the country had remained unchanged. Not only was this the case, but speaking for the Bank itself, it was only proper that the shareholders should know that in handling banking business entrusted by the several Governments during the war and since, the policy had been to charge only the narrowest of commissions and minimum interest rates. In many instances, where the services were of a war character, the Bank had acted free of charge.

A satisfactory sign of the times in Canada was the increase in buying power for first-class securities. This is a healthy and desirable condition, induced by Government war loans and war savings certificates. It is vital that Canadians should recognize the virtue of saving, as between production and thrift, though they go hand in hand, the latter is fundamental and leads naturally to the former.

General Trade Activity

Sir Vincent Meredith, in his address to shareholders, said, in part:

"General trade in practically all branches had been active and profitable during the war and the Bank has participated in the general prosperity. The balance sheet shows profits in moderate proportion to the resources employed, and yet, I trust, not unsatisfactory to the shareholders. That reaction from the feverish activities and high prices produced by the vast conflict, which so many apprehended, has not occurred,

nor can it be said to be impending. The feeling as to the future is less optimistic than it has been, but the great pressure on our agricultural and manufactured resources, caused by home and foreign demand, shows no signs of abatement.

Three Indispensable Factors

"There are three indispensable factors to the upbuilding of Canada—immigration, production and exports. Immigration during the last five years has been negligible, owing to the war. In the first seven months of the current fiscal year, new arrivals numbered 82,893, of whom 42,377 came from Great Britain and 35,949 from the United States. While these figures do not represent a large movement as compared with several pre-war periods, they show a gain of 51,734 immigrants, or about 166 per cent., over the corresponding months last year. After-the-war emigration of foreign-born has taken place in fairly large volume, the exact figures of which are not obtainable.

"With regard to the subject of foreign trade, it is only a matter of time before increased production will overtake domestic demands, and unless preparations are made in advance for finding markets overseas for our exportable surplus of raw materials and manufactured goods, our uninterrupted prosperity may be checked. The needs of foreign countries are great and pressing, and profitable business awaits the Canadian exporter, but it cannot be acquired unless long term credits are provided.

"Our Government has been far-seeing in giving assistance in this direction, and, no doubt, is prepared to extend further aid, provided exporters, who reap the benefit, will assume a proportion of the risk.

"Self-interest alone would seem to dictate that credit facilities be extended to those countries who can demonstrate their ability to pay if given reasonable time, and we would thus avoid the possibility of abrupt changes in industrial conditions and bring about a gradual return of international trade equilibrium.

"I cannot close without voicing what, I am sure, is the feeling of every Canadian—that the recent visit to Canada of His Royal Highness the Prince of Wales not only gave abiding pleasure to every class of our population, but rendered a great and memorable service to the Empire in strengthening the Throne in the affection and confidence of the people, and by drawing still closer the ties which bind the commonwealth of nations over which he is destined to reign."

Many Problems to be Solved

In presenting his report to the shareholders of the Bank, Sir Frederick Williams-Taylor, the General Manager, said:

"The economic and financial difficulties that confronted the country during the war have changed in nature, but have not disappeared by any means. There

is an aftermath of problems which Canada must face and in which bankers are vitally concerned. At present there is great trade activity; yet our national debt grows apace, with attendant ills. Therefore, even with a full measure of faith in our country, I find the near future difficult to visualize. We derive a measure of consolation in comparing our lot with that of countries worse off than our own, but contiguity and ambition direct our eyes towards the country to the South which has benefited so vastly by the war.

Exchange Situation

"The premium on New York funds, the increase in our national debt and in our Canadian currency circulation, are matters of deep interest and should be studied by all.

"The purchasing power of the Canadian dollar in the United States has decreased, as reflected in the premium on New York funds. A year ago it cost two dollars to send one hundred dollars to the United States of America; to-day the cost is four dollars.

"Exchange is now a subject which as an English authority states, 'insists on bringing itself to the attention of all kinds of people who hitherto regarded it as a sort of mysterious cryptogram with which they had no practical connection.' In elementary terms, more money continues to flow out of Canada than comes in, thus creating a net balance against us after taking all transactions into account. New York being our natural clearing house for transac-

tions with Great Britain and the rest of the world, it is clear that the present extraordinary cost of sending money to the United States would not exist but for the fact that we cannot spare the gold with which to pay the net balance in question against this country, while, in common with all countries, our legal tenders are naturally not current abroad. We should have precisely the same conditions between our own Provinces, were it not that our legal tenders and bank notes are current throughout the Dominion.

"It will interest you to know that on my recent trip to the Pacific Coast, when I travelled nine thousand miles in visiting various branches of the Bank, I met some 110 of our Managers, and returned more than ever satisfied with the personnel, the intelligent loyalty and devotion of our ever-increasing staff of officers.

"Such meetings are advantageous to the Bank and an inducement also to close relations between the Bank and its friends at distant points.

"It is impressive and satisfying to view the Dominion's greatest quick asset, the rich wheat areas of our three Western Provinces, at harvest time. While this year the yield was not up to the mark, the Western farmers had much to be thankful for.

"In British Columbia, one is struck by the confidence of the people in the future of their rich and beautiful Province, with its wonderful climate. It is a healthy sign that the men of affairs in the West hold such sane views concern-

ing the outlook locally and for the Dominion at large.

"I hope that time may presently permit me to visit the other divisions as I did British Columbia and the Northwest.

"In concluding, I have no hesitation in expressing the belief that the affairs of the Bank have never been in a healthier state. Our domestic business is expanding satisfactorily, our foreign branches and connections have been adequately extended to meet the development of the country's trade, and, what is more important, we are well equipped in point of staff. Altogether, I feel that we are well prepared to meet any conditions and contingencies that may arise.

Overseas Record

"The record of the staff of the Bank overseas showed that 1,405 members of the staff had served with the colors. Of this number 1,182 had survived, of whom 663 have already been reinstated. Of the total who joined the colors it was Sir Frederick's sad duty to record the fact that 223, or 16%, gave their lives for their country. In paying tribute to them, Sir Frederick said:—

"No words of tongue or pen can fully express our pride in, or our admiration for, these gallant young crusaders. It must suffice to say that their names are not merely written in the records of this Bank and in the history of the Empire they served so well, but 'live on far away, woven into the fabric of other men's lives. Such dead are honored with unchallenged admiration.'"

BIGGER PROFITS FOR 1920



Keep down your investment of merchandise; avoid losses through deterioration and obtain a faster rate of stock-turn.

Concentrate on Armour Quality Products—quick-selling food products of unchanging quality. You can absolutely count upon repeat orders. The Armour Oval Label simplifies buying—on both sides of the counter.

A letter to your nearest branch houses or to the General Offices will bring detailed information regarding the Armour line.

ARMOUR AND COMPANY

General Offices and Plant:
Hamilton,
Ontario

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



Excellent Profits

Schneider's Hams and Schneider's Sausage will earn you a fine margin of profit. Their guaranteed quality insures you repeat sales and customer-satisfaction.

J. M. Schneider & Son, Ltd.
KITCHENER - ONTARIO

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



(SALT PLANT, WINDSOR, ONTARIO)

A reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why—

Windsor
Table
Salt
Made in Canada

is always in demand—and why Grocers like to handle it.

It pleases every customer.

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

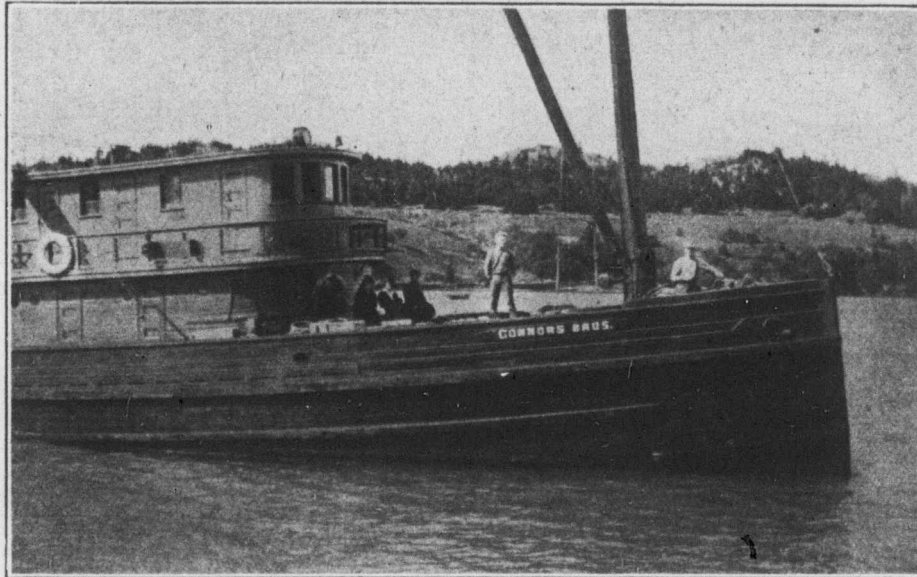
Fresh Pork Sausage

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

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

When Writing Advertisers Please Mention
Canadian Grocer



Off for the day's "haul"



THE above photograph shows one of Connors Bros.' fishing schooners starting out for their nets in the clear, cool ocean depths.

Each day these trim, speedy schooners steam out to the finest fishing ground in the world, to return at evening loaded with the day's "haul"—a "catch" that is immediately selected and sorted ready for processing and canning under the famous "Brunswick Brand Label."

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

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Something New in Appetizers



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

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

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

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

It's Profitable Because—



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

RETAILS
15c and 25c

WELL ADVERTISED

Write us or ask your jobber for trade prices.

A New Drink Champagne de Pomme



Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie Canadien Importations

140 St. Catherine St. E., Montreal

Why Grocers "Push" MARSH'S



The enthusiastic support which grocers are giving to the sale of Marsh's is accounted for by the fact that the Delicious Concord Flavor keeps customers coming back for more and because the profit made on each sale is so temptingly liberal.

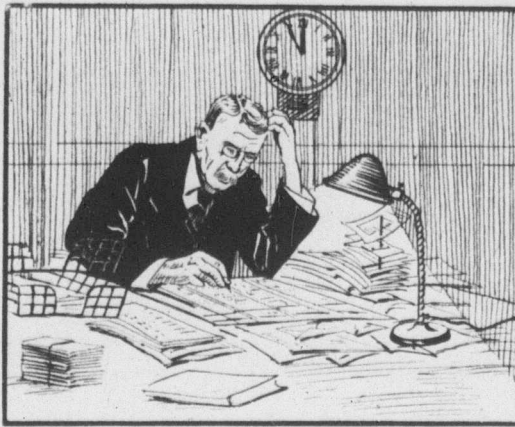
Are you pushing Marsh's?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal

THIS

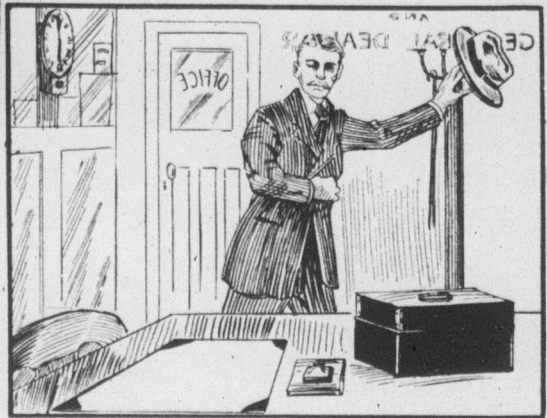


Everything disorder and worry.

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



THIS



Everything in order and contentment.

*If You Must Keep Credit Records,
Then*

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

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

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



WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

Are You Eager for Good Profits ?

If so, get after a line that has made a reputation for itself and brings a steady flow of customers. This you will find in

Shirriff's

**(True Seville)
Orange
Marmalade**

Only the best of Seville oranges from Sunny Spain and pure cane sugar are used in this popular product.

In our up-to-the-minute equipped factory experts devote their knowledge and experience to the manufacturing of peerless Shirriff's.

This is an excellent line to handle. Get after it.

Imperial Extract Company
Toronto, Ontario

Selling Agents: Harold F. Ritchie & Co., Ltd., Toronto and Montreal





The Quality that's worth recommending

Royal Acadia Sugar is the sugar that lives up to your highest recommendation at all times.

Every Grain --- Pure Cane

is not a meaningless slogan—for Royal Acadia is made from pure cane, perfectly refined under the most sanitary conditions.

You can safely recommend Royal Acadia as the best sugar for every sweetening purpose.

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

The Acadia Sugar Refining Co.
Limited

HALIFAX

CANADA

Greetings of the Season

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



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

Washington's **REFINED** Coffee

Went to War

Home Again

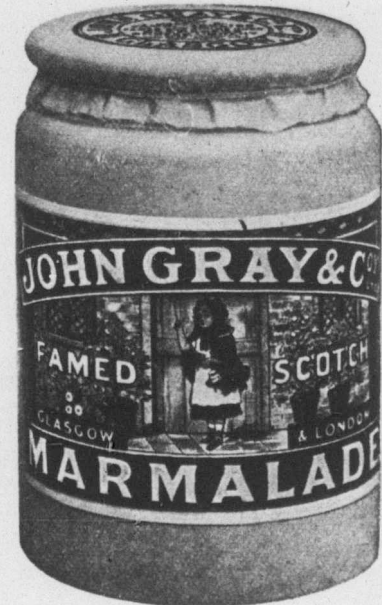
**JAMS
MARMALADES
PEELS**

John Gray & Co., Ltd., Glasgow

Established over a Century

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents:

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

—the all-Canadian Leaders



That Malcolm purity and quality combined with Malcolm delicious goodness and undoubted economy have been appreciated by Canadian housewives is evidenced by the fact—that in spite of keen competition they have become the all-Canadian leaders in their line.

Now, as never before, it is the duty of every merchant to keep Canadian money in Canada. That's why we urge you to buy Malcolm's Milk products—the All-Canadian—Canadian-made products on the market.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONT.

CIGARS FOR THE HOLIDAYS

You can safely buy any of the brands listed below

Mail Orders
to
**S. Davis
& Sons**
Box 630
Montreal

Manufacturers
of
Good Cigars
for
over 70 years

NOBLEMEN—Superiores	50, 25	\$102.50*	10%	\$92.25 net
Invincibles	50, 25	110.00*	"	99.00 "
Coronas	50, 25	102.50*	"	92.25 "
Junior	50, 25	82.00*	"	73.80 "
LA PLAZA—Epicures	50, 25	102.50*	"	92.25 "
Longfellows	50	75.00	"	67.50 "
DAVIS PANATELAS	50, 25	82.00*	"	73.80 "
CONCHAS	50, 25	77.50*	"	69.75 "
PROMOTER—Blunts & Clubhouse	50, 25	77.50*	"	69.75 "
PERFECTION	50, 25	77.50*	"	69.75 "
GRAND MASTER—Blunts and Perfectos	50, 25	70.00*	"	63.00 "
EL PROPOSO	100	60.00	"	54.00 "
DAVIS SUBLIMES	100	60.00	"	54.00 "
MIDGETS (20 packages of 5)	5	48.00	"	43.20 "
LORD TENNYSON	100	45.00	5%	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
CABLE	100	45.00	"	42.75 "
	50	46.00	"	43.70 "
	25	47.00	"	44.65 "
STONEWALL JACKSON	100	50.00	"	47.50 "
	50	51.00	"	48.45 "
(No order to be less than 500)	25	52.00	"	49.40 "

*\$2.50 extra per thousand in boxes of 25.
Prices above are shown at the rate of 1,000.

Discounts shown
based on
purchase of
at least
500 cigars
assorted or of
one brand.

Cash: 1% extra

Shipments
prepaid to
destination.

Big Advertising Campaign In Progress!

Are you getting your
share of the trade?

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

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

The Cubes
that sell!

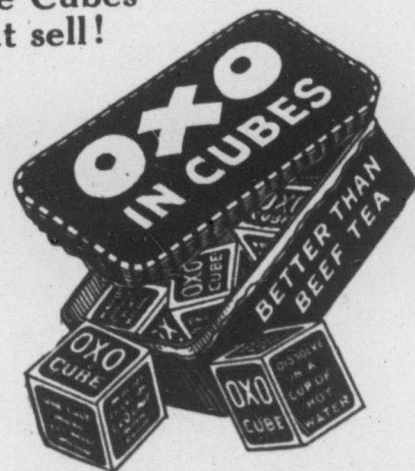
OXO CUBES

Oxo Limited

Montreal

Toronto

Winnipeg



Best Quality Biggest Advertised

When we decided on the introduction of Lanka Tea, we first assured ourselves of its supreme quality. We determined that Lanka should be the synonym for the best the world produces — finest Ceylon tea perfectly blended and the most attractively packed.

Having this tea perfection, we are now proceeding to popularize the Lanka brand. One of the biggest campaigns ever launched for any food product is now running in Canadian magazines, newspapers and farm papers.

The aggregate circulation of these mediums is over a million — the actual number of readers amounts up to five times that sum.

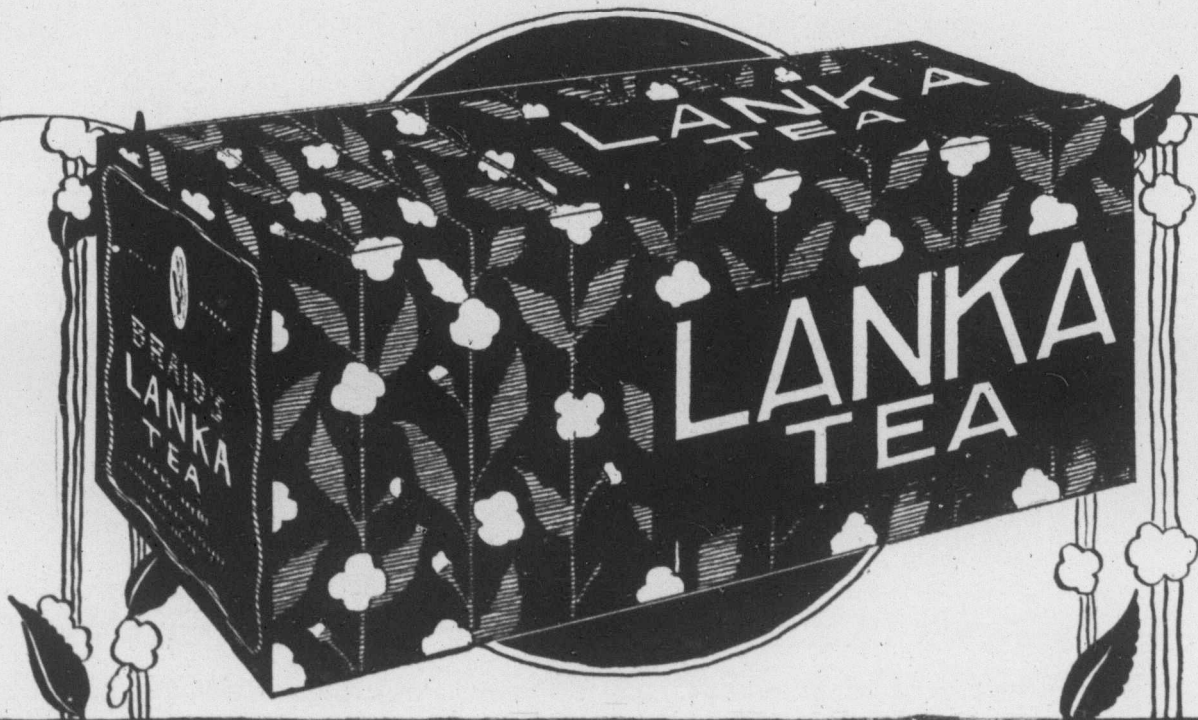
This quality backed by this publicity is going to win the big demand for Lanka.

If you haven't ordered, order now. Don't lose customers, provide what they want. Your customers want Lanka, you want to sell Lanka. There is prestige in handling the leader — and the tea leader is Lanka.

Order from your dealer today.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

S. H. MOORE & COMPANY, Ontario Agents
104 Excelsior Life Bldg., Toronto



Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT



Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a hugar. Your customers want it.

**DOMINION SALT CO LIMITED
SARNIA ONT**

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



KEATING'S POWDER

Sells in Cold Weather

There's always something that makes good reasons for keeping Keating's on hand every month in the year. Not a week passes without the need of Keating's being felt in houses, public buildings, factories, offices, etc. It's sure death every time Keating's comes in proper contact with

- | | | |
|------------|---------|-------------|
| Flies | Ants | Bugs |
| Fleas | Wasps | Cockroaches |
| Mosquitoes | Beetles | Moths |

You can profit by this continuous demand and cash-in on our advertising. Keep your Keating stock complete.

Made by **THOMAS KEATING, London, Eng.**
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS DOMINION CANNERS, LTD. Hamilton, Ont.

"Aylmer" Pure Jams and Jellies. Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	\$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles.

1/2 Pts., Aylmer Quality	\$1 00
12 oz., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	\$1 62 1/2
Pints, Delhi Epicure	\$2 70
1/2 Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

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

CONDENSED MILK Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each, 48 cans	3 30

CONDENSED COFFEE

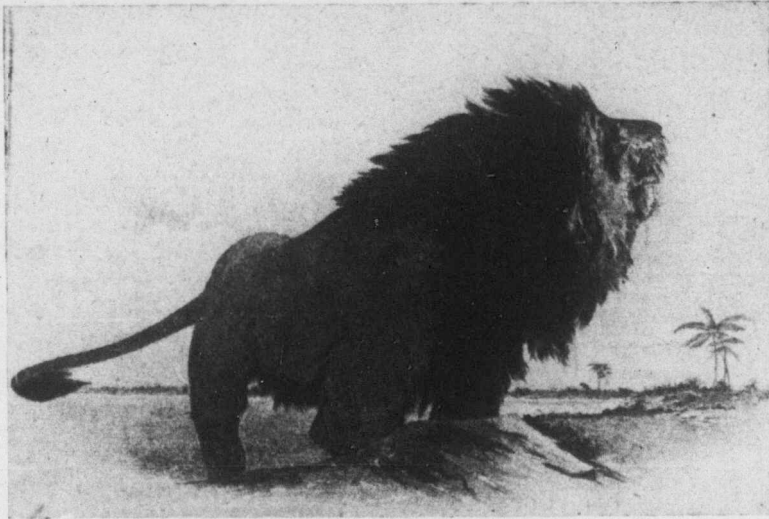
Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.35; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$6.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey—1/2s, \$6.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$28.95; 3 1/2s, \$44.00; 6s, \$60.80.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (tins)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.	
Mince Meat (bulk)—5s, 25c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.	

Does Your Package Win Display?

Does the grocer place it where it will catch the buyer's eye?



If he doesn't, there must be some reason. What is it? Is it because your package is not attractive? Perhaps the grocer can better improve the general appearance of his store by giving the prominent display positions to more attractive packages. Yours certainly won't win these positions if it is not as good as the best.

Write us. It is our business to design cutouts, display cards, labels, etc., and ours are the kind that talk. We will be glad to help you.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street

Toronto, Canada

MAKE A CLEAN SWEEP

OF THE BRUSH AND BROOM TRADE IN YOUR DISTRICT



You can do this if you handle

SIMMS

BETTER BRUSHES AND BETTER BROOMS

They are guaranteed to be perfectly made, of the best materials. Stock up on our famous lines of

- | | |
|----------------|-------------------|
| Brooms | Shoe Brushes |
| Whisk Brooms | Stove Brushes |
| Paint Brushes | Scrubbing Brushes |
| Lather Brushes | |

Prices and particulars on request.

T. S. SIMMS & C.O., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office: St. John, N.B.

Montreal London Toronto



A BAKING Soda that is known everywhere and famed for its purity and economy.

Housewives prefer Cow Brand because it lasts longer and works better.

Keep a good supply on hand.

Church & Dwight, Ltd.
MONTREAL



Jams

The quality of Furnivall's Fine Fruit Jam is made possible only by definite pains in the selection of fresh gathered fruits of perfect quality and the use of pure cane sugar.

Furnivall's

have reputation for tastiness which will mean a great deal to you in bigger business. Send in your trial order to-day.

FURNIVALL-NEW
Limited

Hamilton - Canada

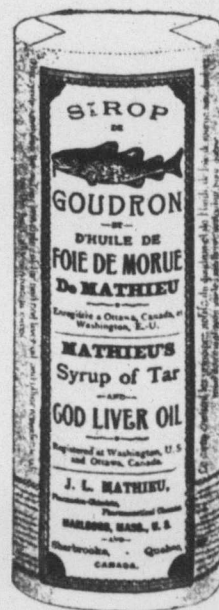
Canada Food Board License
No. 14-167

AGENTS—The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

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



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



**Colds, Grippe, and
Pneumonia are drags on
your business.** Ailing
customers are not good
buyers. You can make
them fit by selling them
Mathieu's Syrup of Tar
and Cod Liver Oil.

Mathieu's Syrup of Tar and
Cod Liver Oil is a remedy
that has a wide reputation.
Its effective curative powers
are recognized. The dealer
who suggests it will sell it.

The virtue of this remedy is
that it gives you an oppor-
tunity to serve your custom-
ers in a way that will be
greatly appreciated. Send for
a trial order and start this
profitable extra business.

Order to-day.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC

The Last Lap

The season is nearly over and some lines are very, very scarce. On account of unforeseen difficulties shipments of many goods have been delayed. The most serious case is that of Raisins. Box and labor shortage coupled with lack of cars have made conditions that will result in not anything like enough of this fruit for the regular Holiday requirements. In fact, this season has been the worst for delays and slow arrival of goods that we have ever experienced. Not even when the war was in full blast was it anything like as bad. Patience will be required more than at any other time. Our future orders will be filled as fast as goods come along and will be divided so that as large a distribution as possible can be made.

For Immediate We Offer :--

California Valencias	-	-	25 ^s	21
Choice Smyrna Figs	-	-	30 ^s	19½
Fancy Locoum Figs	-	-	2½ lb	67½ ^{Box}
Esmeralda Spanish Figs	-	-	22 ^s	19½
No. 1 California Walnuts	-	-	-	39½
Hallowee Dates, Boxes about 60 lb.				19

SEND US AN ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

First California Navels

Arrived To-day

Quality and color perfect

Malaga Grapes

New Raisins

New Nuts

*Place your Xmas
Orders with us.*

WHITE & CO.

Limited

TORONTO, ONT.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most
of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England

Canadian Agents:

HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.



OAKY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Offices,
354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street,
Vancouver.

BROOMS

Our

Canada No. 3

fills the bill

Not too heavy, not too light

Just Right

Polished handle, pink strings, vel-
vet and tin lock finish.

The Best \$9.00 Broom

We know how to make.

ORDER NOW.

WALTER WOODS & CO.

Hamilton and Winnipeg

OLIVE OIL

PRICES ARE ADVANCING

ORDER NOW

"Purity" Italian Olive Oil

"Pasco" Spanish Olive Oil

Quality Guaranteed

P. Pastene & Co. Limited

340 St. Antoine St.

Montreal, Que.

GEORGIAN BAY APPLES

*We Invite Correspondence for Fall and Winter
Supplies.*

LEMON BROS.

Owen Sound, Ont.

THEY STOP THE LEAKS

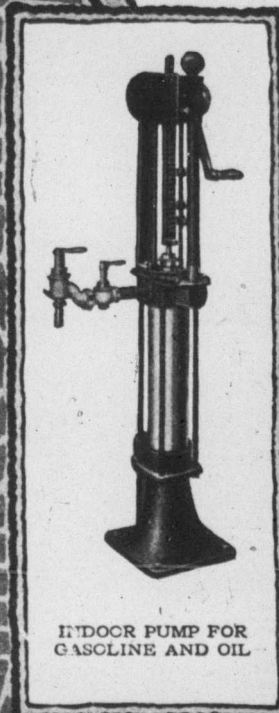
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

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

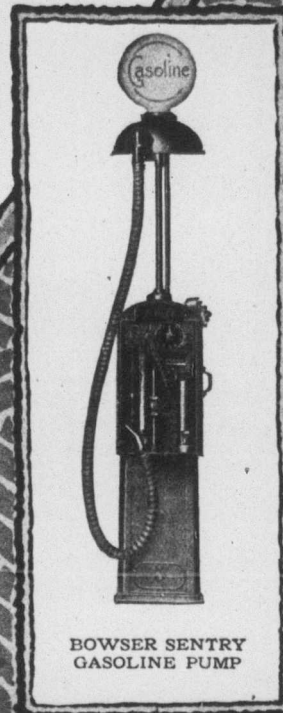
BOWSER Oil Storage Outfits

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

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



INDOOR PUMP FOR GASOLINE AND OIL



BOWSER SENTRY GASOLINE PUMP

KING GEORGE'S NAVY CHEWING TOBACCO

is extensively advertised to the consumer

And consequently there is a growing demand everywhere for this delightfully satisfying "Chew."

Its quality makes a steady customer of the most critical veteran.

A trial display will show you what real tobacco sales are like.

And every sale rings up a good, big profit.



Rock City Tobacco Co., Ltd.

Sani-Flush

(TRADE MARK REGISTERED)

The Closet Bowl Cleaner

The effect of *Sani-Flush* on a stained and incrustated water-closet is sensational. It is therefore not surprising that users recommend *Sani-Flush* to their friends.

Each package of *Sani-Flush* sells others. The more you sell the easier it is to sell more.

Give your jobber an order for *Sani-Flush* and place the goods where they can be seen. That will start sales.



Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul Street
TORONTO, ONT.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.



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

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



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Mapleine

The Golden Flavor



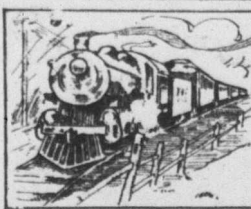
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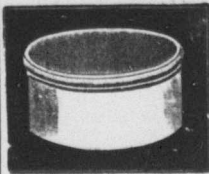
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Latest Editorial Market News



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G. F. OLIVIER (the toffee man)
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SHORTAGE OF RAISINS IS VERY ACUTE

The scarcity of raisins this week has been so pronounced as to cause considerable concern to a great many merchants. At a time when they are badly needed for the Christmas trade, the shortage is being keenly felt. Some wholesalers are absolutely without supplies, but a jobber who handles the largest percentage of raisins coming to Toronto, told "Canadian Grocer" that he had three cars rolling and this should partially relieve the situation. Prices have advanced and 24c is asked for Thompson's seedless and 21 and 22c for the seedless packets. There does not seem to be any doubt but that raisins will be very scarce in the New Year as well. There is a tremendous demand for them at the Coast.



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ALL STEEL-FIREPROOF

"Turns Waste into Profit"

12 SIZES

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

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LONDON, ONT.

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SARNIA, ONT.

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Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
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3/4-INCH CUSHION FILLERS
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TRENTON - - ONTARIO

Fidelity Collection Agency Ltd.

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

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

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

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

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

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

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

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Just recommend this Big Red and Blue
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Immediate delivery.

Get our prices on Split Peas, Pot and Pearl
Barley, Manitoba Blended and Ontario
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