

**PAGES  
MISSING**

# CANADIAN GROCER

Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, JANUARY 11th, 1918

No. 2

## Latest Evidence

The publication of the latest evidence of the remarkable body-building power of Bovril will lead to a still further demand for Bovril and Bovril Cordial.

"The addition of a small teaspoonful of Bovril to the diet as a peptogenic before meals leads to more thorough digestion and assimilation and thus saves food.

"The diet may then be cut down from  $\frac{1}{4}$  to  $\frac{1}{5}$  and the body will be adequately nourished."

—*London Medical Times*

From the review "Peptogenics in Relation to Food Economy," by Dr. J. Campbell, while Food Expert to the Metropolitan Campaign for Food Economy.

*See that you always have a good stock of*

# BOVRIL

and

## Bovril Cordial

**BOVRIL LIMITED, 25 and 27 St. Peter St., Montreal**

CANADIAN GROCER

# 1918

During the coming year make it a rule to handle only the best quality. It always pays in the long run.



St. Lawrence Sugar Refineries, Limited  
Montreal

## ***PROHIBITION*** **BY THE BRITISH GOVERNMENT**

of the EXPORT of any manufactures containing LEAD,  
or the USE of LEAD in any manufactures other than

### ***MUNITIONS OF WAR***

This regulation precludes our manufacturing (for the present)

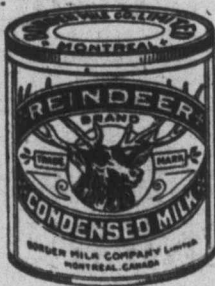
## **BOTTLE CAPS**

in the usual metal, but we have decided to continue making all classes hitherto supplied to our customers in a more costly metal on which no embargo exists. Same sizes, same colors, same stampings as hitherto. Shipment 2 to 3 months from receipt of instructions. If interested in maintaining finished appearance of your packages, safeguarding your trade-marks—minimizing risk of fraudulent imitation of your goods—CABLE US AT ONCE the word "GREETING" over your name and we will then quote you prices in the New Metal.

**BETTS & COMPANY, LIMITED**

1 Wharf Road . . . . . LONDON, N., Eng.

Cable Address: CHECKMATE, LONDON



# Show Borden's Always

With these Borden lines regularly and prominently displayed in your store you are in a position to cash in on the ever-present and constantly-growing Borden demand. Sixty years ago "Borden's" was a name to conjure with in quality milk products—to-day it is still recognized everywhere as the hall-mark of absolute purity, just as Borden quality is the standard by which all other milk products are judged.

Dealers who keep their Borden stocks well displayed will reap big benefits from the Borden reputation. Don't hide Borden's away. Your customers are "sold" on them long ago, so why not let them know your stock is complete.

And if it needs replenishing your wholesaler can supply any lines you require.

## Borden Milk Company, Limited

*"Leaders of Quality"*

Montreal

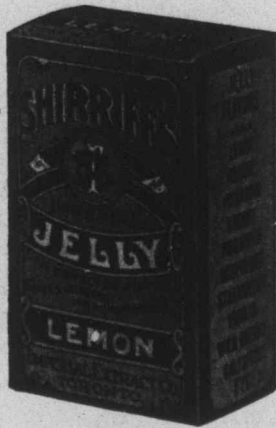
Branch Office: No. 2 Arcade Building, Vancouver

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

# Your Selling Problem

is made easy by the line that requires least selling. Persuading a customer takes valuable time, and time is money in busy hours.

When you handle Shirriff's, nine-tenths of your selling is already done for you. The public is familiar with the splendid high quality of



## Shirriff's Jelly Powders

All you have to do is to **suggest** Shirriff's by showing the package, and your sale is quickly made. Or, better still, display Shirriff's conspicuously—and customers ask for it.

Shirriff's big line of true fruit flavors includes lemon, orange, pineapple, raspberry and wild cherry—sellers, every one of them!

*It is always good business to give this favorite line a try-out. Write for particulars.*

**Imperial Extract Co., Toronto**

### What Three Canadian Brothers Fighting in France Write to Their Parents

From letters of three brothers fighting in France

"Thank you very much for parcel No. 903, which I got yesterday. The cake was fine and in the best of condition, also the chocolate, which beats anything obtainable here. The G. Washington's Coffee, with the milk and sugar, I am saving for the trenches, as it is worth its weight in gold there now, especially as the weather is getting colder."

"Thanks for the G. Washington's Coffee. It is certainly very welcome. I made some of it to-day and enjoyed it, so did the other fellow, as he made away with all the first lot I made, so I made some more for myself."

"The contents of the parcel were all there and in fine condition. I enjoyed everything so much that I cannot praise any particular thing but the malted milk tablets and the G. Washington's Coffee, as we can generally boil a tin of water and make coffee, and if not that then the malted milk tablets come in handy. We can nearly always boil water for coffee, but cannot do much else in that line."

"Thanks so much for the news parcel which I received in very good shape. The 'Populars' are all the rage around here and the boys certainly appreciate them, also the coffee. Those are the two things we appreciate as well as any, but everything in a parcel is most heartily welcome."

"I received the parcel containing the four cakes of soap and one large can of G. Washington's Coffee and one small can. It is going fast and I hope that Mark and Claude are finding it as good as I am."

"I can assure you the G. Washington's Coffee comes in very handy here, as we are now in the line, or near it. There is little chance of us being always calling on the rations, and it comes in handy."

With G. Washington's Refined Coffee in his kit, the soldier can serve himself a good cup of coffee wherever water, either hot or cold, is available. It dissolves instantly in either. A dollar can provide the soldier with coffee three times a day for thirty days.

**Delicious without milk—relieves fatigue and tired nerves.**

**FINEST CRYSTAL  
GELATINES**

Powdered and Sheet

**FINE LEAF GELATINE**

**BRITISH MANUFACTURE**

**GELATINES**

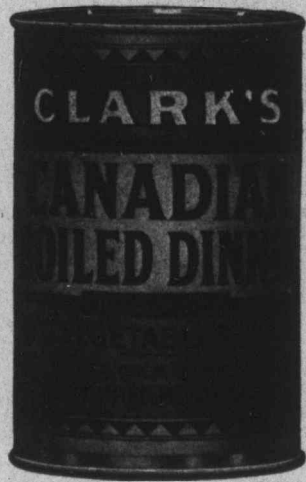
**OURY, MILLAR & CO.**  
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**  
18 TORONTO ST., - TORONTO

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

# CLARK'S



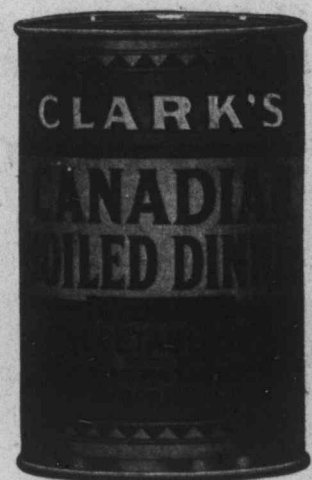
## Canadian Boiled Dinner

### THE COMPLETE MEAL

Choicest Beef and  
Selected Vegetables  
Perfectly Balanced  
and Ready Cooked

*ASK YOUR JOBBER FOR SUPPLY*

*You will find this a popular  
and rapid seller.*



**W. CLARK, LIMITED**

**MONTREAL**

It is easier to sell

# OCEAN BLUE

than not to—after the first packet.

Order from your Wholesaler.

**HARGREAVES (CANADA), LTD.,**

The Gray Bldg., 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.—Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.



## The Reliable Salt

The Salt that your customers know is always just right.

Fine, even grain—full of savour—and pure as purity itself.

This is why practically every home in Canada uses Windsor Table Salt. Of course, you sell

**Windsor Table Salt**  
*Made in Canada*  
 THE CANADIAN SALT CO., LIMITED

## Get a Trial Shipment of POPULAIRE'S Egg Powder

Each package retailing at 10c is guaranteed to do the work of a dozen eggs for all cooking purposes. The difference cannot be noticed.

*Offer this to your customers: they will be glad to buy it*

**The Imperial Co. Reg'd**  
 645 ST. VALIER STREET - QUEBEC

## Charbonneau

*The name that stands for Purity and Quality in Biscuits and Confectionery*

Are you displaying **IMPERIAL Maple Cream Butter?**

**CHARBONNEAU LIMITED**  
 330 Nicolet Street - MONTREAL

**DISTRIBUTORS:**—Ontario: C. Morris & Co., Toronto; Ottawa and District: H. D. Marshall, Ottawa; Winnipeg: The Robt. Gillespie Co., Winnipeg.



The New Season's  
**E.D.S.**  
**ORANGE**  
**MARMALADE**

is made from the finest Oranges obtainable and Pure Cane Sugar. Its quality will win the instant approval of critical marmalade users.

Ready for delivery  
**Feb. 1**

Send your order in good time to any of the undermentioned agents:

**E. D. Smith and Son**  
 Limited  
 WINONA, ONTARIO

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

- Quality Marmalade
- Handsome Containers
- Anchor CUP Seals





# Frank Mutton, Salesman

and salesmanager of very brilliant record—has completely caught a point of view which we have been presenting for years and years, and latterly, most of all. This point of view is:

**Men engaged earnestly in the affairs of business will and do find immense help and illumination from reading each week THE FINANCIAL POST OF CANADA**

**T**HEY get wheat sifted from the chaff. They get news and information about the things that really count in the conduct and movements of business and Canadian public affairs. They get a clear interpretation of news, events, happenings and factors that determine present and future developments. They read what big men have written or said about Canadian business and public affairs, and what exceedingly well-informed men glean about securities, markets, tendencies and other phases of business and investments; they read a commercial newspaper most interestingly written, admirably edited, sane and unpartizan. When a newspaper of this type and quality is available, the wonder is that any business executive or salesman or salesmanager tries to get along without it.

**If we had written this letter ourselves, we could not have put it better:**

Attention, Editor

Recently we sent you a subscription covering the delivery of "The Financial Post" to each of our Sales Agents and Salesmen throughout Canada. This was prompted by the fact, that in our opinion, your paper is the best barometer in Canada of what is going on in the different industries from one ocean to the other in this Country. Your paper contains information that is invaluable to any travelling representative of any firm.

Yours very truly,  
**F. E. MUTTON,**  
General Manager,  
International Time Recording Company of Canada, Limited.  
Toronto, Oct. 12, 1917.

Prior to his connection with International Time Recording Company, Mr. Mutton was Canadian manager of National Cash Register Co.

**N**O salesman or salesmanager can do his best work without knowing the kind of news which THE FINANCIAL POST exists to provide. Anything that multiplies a salesman's or salesmanager's knowledge and ability required in the selling of goods and in meeting buyers and customers is likely to be a cheap, cheap investment. Mr. Mutton was and is a success because he incorporated into himself and his organization outer forces of power. Read his letter again.

## OUR POINT IS :

**B**USINESS and salesmanagers can most profitably do what Mr. Mutton has done: Subscribe for a copy for each man able to use knowledge of current business and public affairs in Canada to increase sales, to buy wisely, to know when to extend or contract credit, and when to go slow or speed up production.

# The Financial Post of Canada

.....1917  
MACLEAN PUBLISHING CO., LTD.  
143-153 University Ave., Toronto.

Send me each week THE FINANCIAL POST. I will remit the price, \$3.00 a year, on receipt of bill.

Signed.....

With .....  
(Name of Firm)

C.G. Address.....

# Bristol, Somerville & Co.,

[Formerly Geo. E. Bristol & Co.]

GOOD SERVICE

GOOD QUALITY

GOOD ASSORTMENT

GOOD PRICES

QUICK SHIPPING

When wanting goods in a hurry, get us on the phone, ask operator to reverse charge to us.

## Bristol, Somerville & Co., Hamilton

### MELROSE'S TEAS

The distinctive character and outstanding quality of Melrose's Teas have won for them a high place in the estimation of discriminating users throughout Canada. The war situation, however, overrules everything just now, and it is a matter of regret to us that the inevitable prohibition of exports of Tea from the United Kingdom prevents the usual buyers receiving their regular supplies.

Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

**ANDW. MELROSE & CO.**

*Tea Merchants to the King*  
EDINBURGH, SCOTLAND

Agents for Canada—Wm. H. Dunn, Ltd., 180 St. Paul St. W.  
MONTREAL

We always have a few carloads of  
2's and 2½'s

### CANNING SHOOKS

ON HAND

*Write or wire for prices.*

**W. C. Edwards & Co., Limited**

OTTAWA, ONTARIO



### "McCASKEY" Account Systems

For Every Business.

*Send for booklet—*

"A Credit Plan that Works."

**McCaskey Systems**

Limited

245 Carlaw Ave., - Toronto

### Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

# Furnivall's

FINE  
FRUIT  
PURE JAM

**FURNIVALL-NEW, Limited**

Hamilton, Canada

A STOCK of Furnivall's well displayed will bring you results in keeping with their well-established selling reputation. Look over our list of agents below and order from the firm nearest your store.

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—Geo. Hodge & Son, Limited. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of The 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.*

PUGSLEY, DINGMAN & CO., LTD.  
JOHN TAYLOR & CO., LTD.

The above are two examples of firms we represent in Western Canada. Let us give your product the same attention.

**F. D. COCKBURN CO.**

Grocery Brokers  
Manufacturers' Agents **WINNIPEG**

**THE H. L. PERRY CO.**

214-216 Princess St., Winnipeg

We can make a big success of your agency. Unequalled facilities. "Always on the job."

Storage      Distributing      Forwarding

**The Canada Nut Co., Limited**

*"Specialising in Shelled Peanuts."  
Large stock always on hand.*

**VANCOUVER, B.C.**

## There's big money in the Western Market

And you can secure your proper share by having your product represented by a firm of established reputation.

We've got a splendid selling organization and twelve of our men are continually calling on the wholesale and retail trade throughout the West. Nine of them are doing retail work.

If you're looking for good results, connect with us now.

**Scott-Bathgate Co., Limited**

*Wholesale Grocery Brokers and Manufacturers' Agents*

**149 Notre Dame Ave. E., Winnipeg**



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

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

**MANUFACTURERS:**

Do you require first class representation? Write us. Satisfaction guaranteed.  
**GEO. W. GRIFFITHS & CO., LTD.**  
Manufacturers' Agents and Commission Brokers  
402 Chamber of Commerce  
Winnipeg - - Manitoba

THE  
**Robert Gillespie Co.**  
MALTESE CROSS BUILDING  
WINNIPEG  
IMPORTERS, BROKERS,  
MANFS. AGENTS,  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

WHOLESALE  
**GROCERY BROKERS**

*Manufacturers' Agents  
Commission Merchants*

W. H. ESCOTT CO. Ltd., Winnipeg, Man.  
W. H. ESCOTT CO. Ltd., Regina, Sask.  
W. H. ESCOTT CO. Ltd., Saskatoon, Sask.  
W. H. ESCOTT CO. Ltd., Calgary, Alta.  
W. H. ESCOTT CO. Ltd., Edmonton, Alta.  
W. H. ESCOTT CO. Ltd., Fort William, Ont.

Est. 1907. Write us.  
Correspondence Solicited.

**G. B. Thompson & Co.**

Wholesale Commission Brokers and  
Commission Agents  
We can handle a few more good lines.  
Storage Warehouse and Transfer Track.  
149 Notre Dame Ave. E. - WINNIPEG  
Established 1898.

**WATSON & TRUESDALE**

*Wholesale Grocery Brokers and Manufacturers' Agents*  
Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.  
120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage  
Storage  
Distri-  
bution

**C. H. GRANT CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents,  
1206 McArthur Bldg., Winnipeg  
We have the facilities for giving manu-  
facturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

## TO MANUFACTURERS AND SHIPPERS

We represent some of the largest manufacturers and importers in Canada and the United States, and, if your line does not conflict with any of our present agencies, we can handle your account, and guarantee you satisfactory results.

# DONALD H. BAIN Co.

WINNIPEG

Head Office

Branches: Regina, Saskatoon, Calgary, Edmonton,  
Lethbridge, Vancouver.

*Live sales forces at each of the above points Fully equipped offices and warehouses. We are in an unexcelled position to handle storage and consignments, and to look after the distribution of cars.*

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**ONTARIO**

I have prospective buyers for cars of Potatoes, Turnips, Beets, Carrots, Parsnips. Let me have particulars of your offerings.  
**FRED J. WHITE**  
Broker, Board of Trade Building,  
TORONTO - - - - Ontario

**Maclure & Langley, Limited**  
Manufacturers' Agents  
Grocers, Confectioners  
and Drug Specialists  
12 FRONT STREET EAST TORONTO

**Loggie, Parsons & Co.**  
Merchandise Brokers and  
Manufacturers' Agents  
Grocery, Drug and Confectionery Specialties.  
"We cover Canada 3 times a year."  
Foy Bldg., 32 Front Street W  
TORONTO - - ONTARIO

**Hamblin-Brereton Co., Limited**  
Wholesale Grocery and Confectionery  
Brokers  
KITCHENER WINNIPEG CALGARY

If you will repeat last year's business with us you are doing yourselves a good turn and helping us as well.  
**W. H. Millman & Sons**  
TORONTO

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

**DRIED AND EVAPORATED APPLES.**  
Apple Waste and Chops, Specialties  
**H. W. Ackerman**  
BELLEVILLE ONTARIO

**Grocery Advertising**  
By Wm. Borsodi  
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.  
ALL ORDERS PAYABLE IN ADVANCE.  
PRICE \$2.10 Post Paid.  
**MacLean Publishing Co.**  
143-153 University Ave., Toronto

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

**More Lines Wanted**  
Commission agent located in the North Country is open to look after several good lines for manufacturers and wholesalers.  
I cover the territory from Sudbury to Hearst and also the Porcupine District.  
"On the Job All the Time."  
If you want results write me.  
**A. Lalonde**  
Post Office Box 123. TIMMINS, ONT.

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

CANADIAN GROCER has readers in every Province—You should use its advertising pages to help you.

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISER

## EL ROI-TAN PERFECT CIGAR

If interested, tear out this page and keep with letters to be answered.

# MANUFACTURERS AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

*Complete Trade Connection.*  
**JOHN E TURTON**  
Importer and Commission Merchant  
55 St. Francois Xavier St. - Montreal  
Wholesale and Retail

**Results Furnished**  
**C. B. HART, Reg.**  
Wholesale Grocery & Merchandise  
Brokers  
489 St. Paul Street W., Montreal  
**Efficiency Guaranteed**

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

**Oats—Peas—Beans—Etc.**  
Handled in any quantities to best advantage by  
**J. R. GENEST**  
Wholesale Grain, Flour, Feed and  
Provision Merchant  
BOARD OF TRADE BUILDING, MONTREAL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

**For Information Use the Enquiry Blank Elsewhere In This Issue**

To make it more convenient and to encourage you in sending questions, we are having this Enquiry blank printed each week.

This service is for *YOU* and will only be of benefit when you use it.


Send your enquiries along, they are welcomed. This service is *free* to subscribers.

**USE THE BLANK FORM**

**Canadian Grocer**  
ENQUIRY DEPT.  
143-153 UNIVERSITY AVE. :: TORONTO

**The Best Asset of a  
Grocery Business is  
Satisfied Customers**

**Baker's Cocoa  
and Chocolate**



Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

Registered Trade-Mark

**ALWAYS SATISFACTORY**

Made in Canada by  
**Walter Baker & Co., Limited**  
Established 1780  
Montreal, Can.   Dorchester, Mass.

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# MacLean's Magazine

## for JANUARY

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### Chasing the Submarine---by a Canadian

**A** CANADIAN, whose name is withheld, in the Motor Boat Patrol Service in the North Sea, tells in the January MACLEAN'S the story of the work and life and triumphs of the Service to which he is attached. It is a fine performance by MACLEAN'S to get this story for the Canadian people. Successes of this sort have made MACLEAN'S go far forward in public favor during past months.

If the horrid and terrible submarine warfare and the conquest of this pest of the deep interest you, learn more about submarines and their capturing in the January MACLEAN'S, and pass on to others the news of this unsigned contribution.

### Ships---more ships---and yet more ships

**T**HIS is a very strong article which Miss Agnes C. Laut contributes. As usual she is very well informed. Regarding the duration of the war she voices American opinion when she says that it is likely to be long drawn-out. The United States people are buckling down to a stern struggle. At this time we want very much to read what well-informed, virile thinkers and writers have to say about the war, since things are not any too bright in certain directions. Miss Laut has a good deal to say about the shipping programme of the United States, and certainly she gives facts and sets us thinking as few writers do.

#### "Jim" by Robert W. Service

**A** POEM by this strong poet—a poem wrought amid the smoke and hell of battle, yet fanciful and tender. One wonders how men can write fanciful verse amid surroundings that seem so adverse to thinking and writing, yet some gifted can detach themselves and let fancy play; or is it that their minds see through the real and horrible—through the immediate environment into inner things? Whatever it may be, we ought to be glad for the verse that men like Service give us, remembering how and where it is produced.

#### Adam and Arthur William Brown, Brothers

**A**DAM BROWN is a Canadian short story writer of large promise. His brother, Arthur William, is one of New York's foremost illustrators. Both brothers have joined their gifts to make Hannibal Helps a mighty good feature of the January MACLEAN'S.

#### A New Serial by Alan Sullivan

**A**LAN SULLIVAN'S recent novel, The Inner Door, is being well received. Perhaps we have no better novelist of his type in Canada to-day. He writes

books that show introspection and fine analysis. This serial, The Magic Makers, adds venture and mystery to psychological study, and is a rare good thing. Arthur Hemming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

#### The Regular Departments of MacLean's

**R**EVIEW of Reviews, Women at Work, The Business Outlook—are present in goodly measure. Oppenheim's The Pawns Count, Trench Pictures, and first-class illustrations by artists of note help to make the January MACLEAN'S good value for money.

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## At All News Stands, 20c

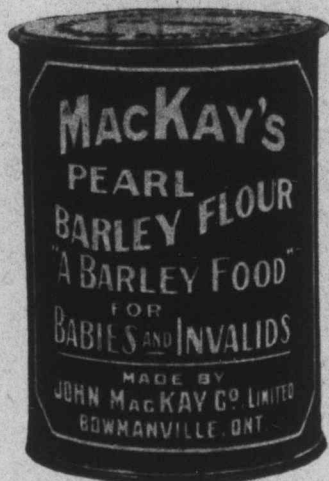
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*Satisfied customers  
come back for*  
**MacKay's  
Pearl Barley Flour**

This is "A Barley Food" without a peer. Delicious and extremely nourishing. Particularly adapted to Infants, Invalids and Aged



It's "The Real Mackay."

People. And a positive cure for diarrhea.

One trial makes the nursing mother a steady buyer. Order a stock of Mackay's Barley Flour today and prove its selling value.

*It's Manufactured by*

**John MacKay  
Co., Limited  
BOWMANVILLE  
Ont.**

Write direct if the jobber  
hasn't got it.

**Ever-Ready Cocoa**  
**"DANDEE" Brand**

is prepared in a second by simply adding boiling water. No sugar or milk required.

Ever-Ready Cocoa has a rich chocolate flavor that is perfectly delicious. The ingredients are absolutely pure and of highest grade.

Ever-Ready Cocoa is invaluable for family use and for the boys at the front.

Packed in 4 and 8-oz. tins.

*Manufactured and Guaranteed by*

**Litster Pure Food Co.**  
**TORONTO** Limited

NEVER BE WITHOUT A GOOD STOCK OF

**"KKOVAH"**  
**CUSTARD**

IT PAYS TO FEATURE

**"KKOVAH"**

*SALE AGENTS FOR CANADA:*

**Maclure & Langley, Limited**

**MONTREAL**

**TORONTO**

**WINNIPEG**

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





## The Truth About EGG-O BAKING POWDER

Our fundamental purpose is to produce nothing but pure baking powder of unquestionable merit and we are doing it.

You can guarantee its purity to your customers, Mr. Grocer, and we will stand back of you. The contents of every can are tested by our chief chemist before it leaves the factory.

It is chemically correct as it is made by the most modern methods. Through the reaction which takes place in baking, Egg-O leaves in the food no rochelle salts, tartaric acid, alum, lime or ammonia.

Therefore, when you recommend Egg-O you are safe even with your most particular customers, and its baking results are perfect. Egg-O, the standard baking powder.

**Egg-O Baking Powder Co., Limited**  
HAMILTON, CANADA

## Are you increasing your Coffee Trade?

- ☛ Coffee prices have not advanced.
- ☛ Consumption in Canada is increasing.
- ☛ All our coffees are sold upon the same guarantee as our teas.

**Satisfaction guaranteed**

or

**Return at our expense**

### OUR BRANDS

Bouquet

Thistle

Chateau

Bonne Entente

Premier

Mo-Na-Co.

Oxford

Kay-Bee

*Samples and quotations upon request.*

**Tea  
Importers**

**KEARNEY BROS., LIMITED**

33 St. Peter Street, Montreal

**Coffee  
Roasters**

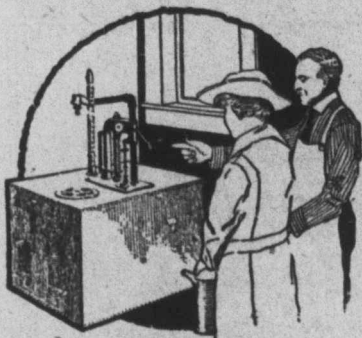
*If interested, tear out this page and keep with letters to be answered.*

# A Good Business Maxim

“Push the lines your *most active* opposition does not sell.”

As regards tea, your *most active* opposition is the *pedlar*. He sells bulk tea. He does not sell and cannot get Red Rose Tea.

Why not push Red Rose and sell *all* your customers tea.



## Point With Pride To Your Oil Room

you like to enter and have your customers observe.

With the Bowser, the oil room is no longer a place to be avoided; oil sales increase and the wants of your customers are attended to quickly and accurately.

The Bowser keeps oil in perfect condition; discharges an accurate gallon, half-gallon or quart at a stroke, direct to customer's can; no spilling, dripping, splashing or waste. Is built for any capacity.

### BOWSER

## Oil Storage Systems

Contrast the shabby, ill-smelling oil room with the room equipped with the Bowser Oil Storage System, where all is cleanliness and order; a place

**S. F. Bowser & Co., Inc.** TORONTO ONTARIO  
Sales Office in All Centres Representatives Everywhere

For—  
Milk Soups  
Sauces  
Gravies  
Cocoa  
Coffee

# KLIM

For—  
Bread  
Cake  
Muffins  
Puddings  
Pie

## Makes NEW Sales

Now you can offer your customers an entirely new food product. Not a fancy, palate-tickling luxury, but an every-day necessity—

MILK

but in a more convenient form.

Klim is the solids of pasteurized, separated milk in powder form. Tell your customers to use it regularly in place of liquid milk and you can divert the regular milk sales into your store.

Klim will keep fresh and sweet indefinitely. It will not freeze. Can be used from the tin as needed. Hospitals use it regularly.

Order a case of Household 1-lb. size from your wholesaler to-day.

**Canadian Milk Products, Ltd.**

10-12 William Street, Toronto

10 Ste. Sophie Lane, Montreal, W. H. Escott,  
Limited, Winnipeg Kirkland & Rose, Vancouver

If interested, tear out this page and keep with letters to be answered.



# KEEN'S OXFORD BLUE

Show Keen's in your displays—keep it where the housewife will see it.

She knows Keen's and just needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller and every sale gives you a good margin.

Keep well stocked.

**Magor, Son and Company, Limited**

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

A sugar to please  
your particular trade

Good and pure and customer-pleasing in the extreme, Royal Acadia Sugar is, without doubt, the sugar of big popularity.

The demand for Royal Acadia in every community is positive proof of its great selling value.

Get stocked to-day. Royal Acadia can be had in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.



**"EVERY GRAIN  
PURE CANE"**

**The Acadia Sugar Refining Co.**

Limited  
HALIFAX, CANADA

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

# CANADIAN GROCER

Vol. XXXII.

TORONTO, JANUARY 11, 1918

No. 2

## Past Year's Business Highly Successful

Retail Merchants Speak of Improving Business, of Better Credit Conditions, and Bright Prospects For Coming Year—Some Wholesale pinions

**T**HERE is very evidently a feeling of optimism among the retail trade in looking forward to the coming year's business. In most instances merchants report a very gratifying condition of trade during the past year, though in some few cases reverses were noted, due in most instances to local conditions. Credit conditions as a rule seem to be greatly improved and to augur well for the coming year. Merchants seem on the whole to be driving with a tighter rein on credits than ever before, and probably in this fact is to be found the brightest hope for the continued well-being of the retail trade.

J. McDermid of Finch, in writing regarding the past year, notes a splendid Christmas trade that has outstripped any former year's business at this time. He notes also a splendid year's business, a business that will actually show an additional net profit after every allowance has been made for the rising cost of goods. Credits with Mr. McDermid have declined to a minimum, and he is now carrying less accounts on his credit ledger than at any other time.

### Business Increases 30 per Cent.

The firm of Hogg and Lytle, Oshawa, Ont., also report a very satisfactory Christmas business far in excess of other years. They note a 30 per cent. improvement in their business for the year which should be quite sufficient to take up the increasing cost of goods and leave a comfortable margin to the good. The reason that they give for this satisfactory condition is an abundance of money among the farming community. Credits are not an item with them because they do not do a credit business. They are looking forward with confidence to a still better business in the coming year.

G. R. Cobban, Muncey, Ont., reports a very good business during the past year, sufficient to more than cover the increasing costs, while the Christmas trade was of a most satisfactory character. "Higher wages and good crops" is the way Mr. Cobban accounts for this improvement. As far as credits are concerned he has found them no worse than in former years.

W. R. Dawson, Inwood, Ont., has

found his Christmas trade considerably improved over that of former years, and not only has the trade been improved in volume during the year, but this volume he believes is sufficient to give an added item of profit. This satisfactory condition is largely due to the improved financial condition of the farmer. Mr. Dawson is looking forward to a still better trade in the coming year.

F. H. Ferris of Harrow, Ont., does not report quite as optimistically though he notes a very satisfactory holiday trade. The Harrow section was one of those that suffered seriously in the inclement weather in the spring and summer. Mr. Ferris, however, looks forward with a good deal of confidence to the coming year's business. He writes as follows:

We enjoyed a very good Christmas trade and it compared very favorably with trade of previous years. There was an increased demand for nuts, but candy sales were considerably smaller. There seems to be a public tendency to curtail the consumption of sugar confections. The demand for fruits was average.

Our general year's business has not exceeded that of any previous years.

Our customers' credit has this past year been slower than in other years. We are carrying a great many farmer's accounts and find collections very slow, very probably due to farming reverses of various kinds in this territory during the four past years. Adverse weather conditions have to a great extent been responsible for the failure of various crops. Most small grains were a splendid average crop last year, but corn was almost a total failure. Many hogs have been marketed, a great many undersized owing to scarcity of corn. The tomato crop was caught by an early frost before the harvest was completed and thousands of bushels were destroyed. Considerable sweet corn was packed in our local factory but the crop was late and below average. A very small acreage of tobacco was grown this past year but the price received is very good. The crop has not yet been marketed but will soon be. We expect to receive payment of many accounts from tobacco money.

### Prospects for 1918

Business prospects in this district for 1918 depend largely if not entirely on agricultural prosperity, and farming success is greatly dependent on weather conditions. Assuming weather and growing conditions are favorable this year, business should be very promising.

The W. Clark Company, Ltd., of Montreal, which has a large modern factory in our town, is seeking contracts for eleven hundred acres of tomatoes, offering fifty cents per bushel.

The Heinz Co. of Leamington is contracting for one hundred acres of cauliflowers and are also seeking pickle growers.

There will be some tobacco grown but comparatively speaking a small acreage.

There is considerable fall wheat which at present has a healthy appearance.

The produce supply is more promising in appearance than last year. There should be more eggs as the farmers are better supplied with grain for chicken feeding. At present eggs are very scarce owing to extreme cold and probably the shortage of feed last summer.

Summarizing, business prospects for the year are very good. With the high price of farm produce and a good crop, this community should very prosperously this year.

### A Traveller's Opinion

J. B. Harker, a traveller for White Swan Spices & Cereals Ltd., writes optimistically:

I cannot answer these questions from a retailer standpoint, which I presume is the object of your enquiries. But from my own personal observations as a commercial traveller covering Eastern Ontario and Ottawa Valley, calling on the best grocery trade, I think trade conditions show a decided improvement in every respect over last year, both as regards collections and cash business, the latter of which I find a number of merchants are adopting. My opinion as to prospects for 1918 are very optimistic.

N. B. Hovden, Watford, Ont., reports a good Christmas trade, which about equals that of last year. General business throughout the year has been very good and has shown enough increase to

offset the ever increasing prices of goods. This Mr. Hovden attributes to general prosperity and the higher prices of farm products. Credits incline to be shorter, but delinquents are still to be found. As for the coming year, business should be good Mr. Hovden believes, provided that stocks are to be obtained at saleable prices.

#### Flying Corps Means Good Business

George Houle of Deseronto reports a very greatly improved business not only during the holiday season, but throughout the whole year. He estimates that his business has increased by half. The reason that he gives for this condition is the nearness of the Royal Flying Corps' camp to Deseronto, and the purchases that are made for the camp and by the cadets in training as well. Credit conditions are good according to his report, while the outlook for the coming year appears to him to be brighter still than the year that has passed.

#### Thinks Outlook Not Too Bright

R. A. Stirling, Humberstone, Ont., while reporting a satisfactory business during the year and satisfactory credit conditions, does not view the prospect of the future with too great enthusiasm. "Owing to the conditions that exist as a result of the war," he writes, "I do not think the outlook is as good as it was last year."

H. E. Henry, Welland, Ont., reports the best Christmas trade he has ever known showing an improvement of upwards of 40 per cent. over the preceding year. Business generally throughout the year has been sufficiently good to take up extra charges and leave a margin of excess profit. The reasons he gives for this satisfactory state of affairs are "good wages, steady work and no booze." The future he describes as "uncertain."

Jos. Nightingale, Ameliasburg, Ont., reports a Christmas business about in line with that of former years. The prospects for the coming year he believes are favorable.

W. Hanna & Co., Port Carling, Ont.: He notes a very good trade during the holiday, 20% over 1916 and 75% over 1914, but only 8% in advance of 1913 the pre-war year. Mr. Hanna reports this to be the largest year in amount of sales in his history but does not believe it will show much of an increase in profits. The greater volume of business is due, according to Mr. Hanna, to higher prices, to wage earners having more to spend, to soldiers' families being fairly well provided for, and possibly to less competition. As far as credit conditions go Mr. Hanna's experience is that less credit is asked for and payments of running accounts better but harder to make collection of standing accounts.

The prospects for the coming year should be as good as 1917. "If peace is declared will not affect 1918 business very much," we think.

W. Gibbons, Nilestown, Ont., also reports a fair business both at the holiday season and throughout the year, but the improvement in the general business, he

believes, is more than eaten up in the increasing costs of goods. In credits, however, he finds a little improvement.

#### Munition Activities Hurt Some Sections

W. H. Miller and Son, Severn Bridge, Ont., note one of the trying conditions that is facing some of the smaller centres. The community is gradually drifting to nearby centres to work in the munition plants. Mr. Miller notes the departure of nearly half the inhabitants of the place. This with a short season at the mill has been sufficient to decimate the business of the section. Nor is the prospect in this section likely to improve according to his opinion, because of the fact that little milling is being done, and that the canal will be closed till after the war.

Of course the conditions that Mr. Miller notes are of a local nature, the vanishing customers of one section must be doing their purchasing elsewhere to the advantage of the new place.

#### A Note of Pessimism

F. D. Pepin of Blind River, Ont., sounds a very pessimistic note. His Christmas business fell off 75 per cent., he states, while credits he reports unhesitatingly as bad for the reason that "most people that get credit seldom pay."

B. C. Crabtree, Elgin Street, Ottawa, writes of a Christmas trade 10 per cent. in excess of former years owing to a larger and better equipped store and better facilities for handling the business. "Customers are paying much better than previously," he continues, "but are not buying as expensive or luxurious articles."

As for the prospects for the coming year, Mr. Crabtree is of the opinion that Ottawa being the seat of government the merchants of that place are better situated than in most sections. Business he thinks should continue good throughout the winter, but he continues "as goods get scarcer and dearer we presume that our customers will have to live on less."

W. A. Couling, Guelph, Ont., states that Christmas business was of a very fine order and quite an improvement over former years. General business too has improved, just about enough he thinks to counterbalance the increasing cost of goods. Credits he states are very good. Mr. Couling does not expect any change in conditions "until the slump comes."

C. H. Parry and Co., Copper Cliff, Ont., report a 25 per cent. increase in business for the month of December. While general business was improved they are doubtful if the improvement has been sufficient to meet the increased charges. Credits they report have been fair.

George Asselstine, Tupperville, Ont., reports a Christmas business fairly good, but slightly less than last year. He has not noted any particular change in the general trade conditions for the year past. Credits in the early part of the year were very poor he states, but latterly have become very good indeed. He states farther that he would not be

surprised to see a slight falling off in trade during the coming year.

#### Prince Edward Island Opinions

A rather more cheerful view of the situation comes from Prince Edward Island. Auld Brothers of Charlottetown, P.E.I., write that their holiday trade was an improvement over that of the preceding year and that their general business was improved sufficiently to take up the extra costs of goods and still show an additional profit. Aggressive methods of going after business have been largely responsible for this condition. Credit conditions during the year have been good according to the report of this firm, and the prospects for the coming year they designate as "fair."

Jenkins and Son, Charlottetown, P.E.I., noted a materially increased holiday trade. They have noted a considerable improvement in business as well during the course of the year. This has been due to a more persistent campaign to get business than was adopted in former years.

Credits are good. That according to this correspondent is because farmers are getting high prices and because Separation and Patriotic allowances are being received by many people who spend it freely.

As to the future, Mr. Jenkins states "Our opinion is that it is time to go cautiously, watching with especial care the buying and credit ends of the business." His judgment of the coming year's prospect is that it only fair owing to the light crop.

#### A Manitoba Opinion

Browns, Limited, Portage La Prairie, Man., speak of a holiday trade that was to be reckoned among the best. General business was of a very satisfactory nature.

They write: "1916 was the largest year in groceries since the business began and this year is 11 per cent. over 1916 to Dec. 31. We had more grocery business than in 1916, and we have January to the good. As for rising costs they have been beneficial from a profit standpoint, rather than detrimental. Credits," they state, "are about as usual only fall collections were much earlier. We were in about the same position with our collections at end of October that we are usually in at end of January. Prospects for the coming year are good. Subject, of course, to abnormal happenings."

F. A. Freeman, Franklin, Man., states that the past holiday trade was the best in his experience. He notes an improvement in turnover throughout year but against that fact he sets the other fact that profits have been smaller. The improved conditions he attributes to the high prices of grains and live stock. As for the future he describes it as "doubtful."

#### Saskatchewan Merchants Optimistic

Dixon Bros., Maple Creek, Sask., report their holiday trade considerably larger in volume than that of former years, though they acknowledge that this

increased business has not taken care of the increased cost of goods. Credits are fairly good according to their report, and a fair 1918 crop will be sufficient to make business good.

E. B. Redford of the Wheatlands Mercantile Co., Mortlach, Sask., reports a greatly improved business that will cover the increased cost of goods and show a profit.

Labron and Whittle write of a greatly improved holiday business and a good business during the year owing to the improved prosperity of the farmer.

#### Opinions from Alberta Merchants

The Camrose Grocery Company, Camrose, report a holiday trade much better than in former years, with general prosperous conditions throughout the whole

year. Credit conditions they report as the "best yet."

The Good Company, Lethbridge, Alta., report a 40 per cent. increase in their holiday trade. Better business is reported for the whole year, though Mr. Good thinks it will take it all to cover the increasing cost of materials. Good crops coupled with high prices are given as the reason for the improved business, and Mr. Good believes that these satisfactory conditions will continue at least in agricultural districts such as that surrounding Lethbridge.

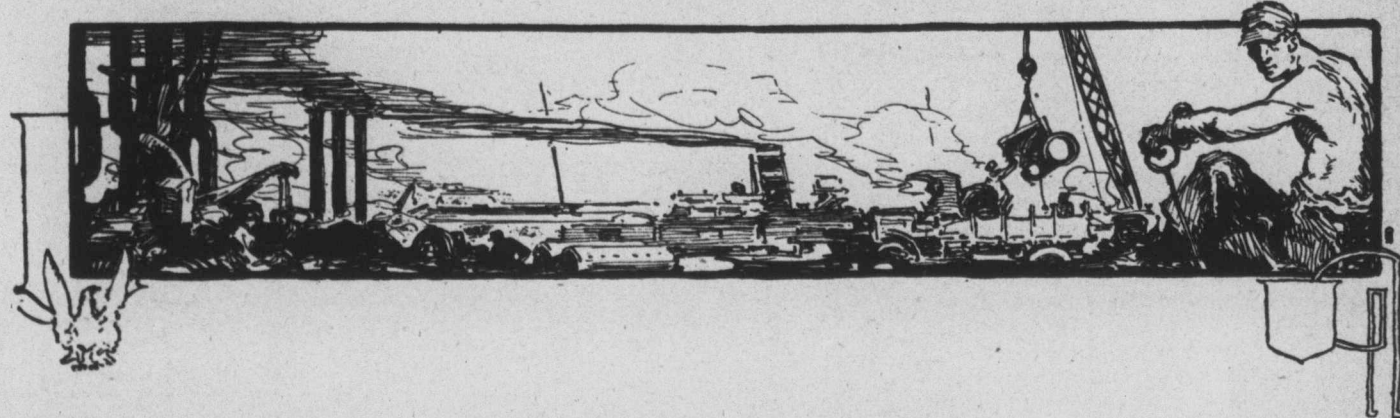
W. E. Lord Company, Red Deer, note a decided improvement both in the holiday and general business. They also consider the coming year's prospects as good.

Le Page Bros., Medicine Hat, note a

20 per cent. increase in holiday business and a very satisfactory condition in general year's business, that will show an improvement over former years even when the increasing prices of commodities have been discounted.

The White Hall Grocery Company, McLeod, also speak of a somewhat better trade due to the fact that the farmers in Southern Alberta have become very prosperous. There is little trouble with credits in that section any more. Prospects for the coming year are looked upon as singularly good.

The Red Deer Grocery, Red Deer, reports a good year's trade, but the holiday trade slightly off that of the preceding year. The country is more prosperous generally and the prospects for the coming year are good.



## Prosperity Needed to Win the War

Interesting Letters From Wholesalers re Past Business and Future Prospects — The Necessity of Improving Business Profits to Help Meet War Expenditures

**L**AST week there was published in CANADIAN GROCER a series of letters from wholesalers dealing with business conditions during the past year, and their forecasts as to the future. Herewith is presented some further evidence of the faith that the wholesale merchant has in the year that is before us. A. M. Brooke, president of the White Swan Spices and Cereals, Ltd., writes in a very optimistic and inspiring way.

We fancy, he states, that most firms enjoyed a large increase in sales due to higher prices and as far as we are concerned 1917 was in point of sales much greater than has ever been.

Higher prices have added considerably to the cost of doing business and as it has been almost impossible to adjust selling prices in keeping with markets; the margin of profit to turnover has suffered somewhat.

It would be hard to say without an inventory before us whether increased business compensates for the increase in cost of raw products. We feel quite sure, however, that the net result of the business for the year will show an improvement over the preceding twelve months.

We attribute this betterment to

the fact that the consumer is really better able to-day to provide for his table than ever before. There is no doubt of the fact that wages, generally speaking, are higher and probably there are with so many women in business more wage earners per family than heretofore.

Credits have been satisfactory—losses for the year being considerably lower than in previous years and proportionate to turnover almost infinitesimal.

Collections which have such a close bearing on credits were particularly good. The situation with us was somewhat of a paradox as we collected more during the year than we sold.

We are inclined to feel that this condition is accounted for by the fact that the consumer has had more money on hand to pay for goods purchased combined with the fact that merchants have had to pay more attention to business. Rising prices have required close attention to price paid for goods and the cost of doing business to be figured into the selling prices and in the writer's opinion merchants have had their business more clearly before them in the past twelve months than may have been the custom with so many in times gone by.

The FUTURE and what it may bring is always problematical. But as the

present and what we do to-day will exert its influence upon the future we can by deduction and inference form something of an opinion as to the future.

#### A Year of Sharp Corners

The year 1917 has been a year of sharp corners that have been turned and many obstacles overcome and our position to-day should be an inspiration for 1918.

Looking back over the year's trade we find in the figures published for the eleven months' business up to the end of November that the Dominion's trade amounts to two and a half billions with a credit balance for this period of nearly five hundred millions. That is to say, exports exceed imports by this amount the balance being payable to us in gold by countries to whom we have made this excess of sales over purchases.

This difference alone amounts to as much almost as our entire exports were for the year 1915 and compares with a deficit that we used to have to meet before the war of over a hundred million dollars per annum.

#### A Business Balance for Canada

Comparing business for the 11 months of 1917 with 1916 we find that exports have increased by four hundred million

dollars and imports by two hundred and fifty millions showing a net gain in balance in our favor of one hundred and fifty millions. Bank clearings which are always taken as an indication of trade expansion show an increase of two billion for the period while bank deposits increased three hundred million dollars.

But probably the most significant note among the statistics compiled is the reference to failures which amount to only 1,131 with a total liability of \$13,000,000 as compared with 1,772 for the previous year and liabilities of \$16,000,000 and for 1915 they numbered 2,621 with liabilities of \$32,000,000. That is to say, failures this year are considerably less than 50% by number and only 40% of the liability for 1915.

Now it necessarily follows that with the country's trade on the increase as it is the individual merchant should share in that prosperity.

In spite of the unfortunate fact that the grain crop for the year shows a considerable decrease in volume the value shows nearly a quarter of a billion dollars increase.

It would, therefore, appear that during 1918 incomes will be larger and profits greater.

But as we pause to consider the prospects for 1918 it is amply apparent that the most important business is the prosecution of the war and merchants are warned that this is the necessity of the moment.

We must save everything of national importance to our Allies and the winning of the war.

#### Making Money Essential

We must, therefore, combine patriotism and efficiency—so that we may be able to earn dividends and so keep the great class of working people employed. Then Victory Loans will bring victory and all will be able to subscribe. If, therefore, you can turn that \$1,000 in the bank into \$2,000 you can subscribe more freely and if you don't do this it is only a question of time before your savings will be exhausted and then how about subsequent War Loans and war taxes that must be met?

Merchants are entitled to legitimate profits on trading and every effort should be bent in this direction. War taxes will take care of excess earnings.

Business should not be strangled by a too keen desire to curtail expenditures as a restricted trade means short profits and that leads to failure. The present bank savings deposits would only be enough to take care of three more Victory Loans and for the banks to be required to pay off all deposits would mean that all commercial loans would have to be called and that would mean a complete stifling of trade because banks could not then carry on and without their assistance whole industries would be wiped out.

As has been said "economy no more means the saving of money than it does the spending of it." Economy does mean that in order to effect a saving the expenditure should be made because a thing that pays for itself and produces a pro-

fit costs nothing. The real cost might be in not making such an expenditure.

#### Transportation Difficulties of Moment to All

Transportation is likely to be one of our real difficulties in the coming year and dealers will do well to look to their stocks right now bearing in mind that manufacturers cannot be held negligent for delays in transit to say nothing of the difficulty and sometimes impossibility of getting orders out promptly owing to scarcity of raw materials.

During the year regulations and restrictions are likely to be imposed upon the trade and no matter what they may be it is safe to assume that they will be resented by many.

These regulations have already been hinted at by the Food Controller and reading between the lines I think we can assume that he expects dealers to make sufficient profits to be able to pay dividends and war taxes. It is not the Food Controller's desire I am sure to force anyone out of business and I think it will be good for us all to lose no opportunity to co-operate with the Food Control Administration.

#### Benefits in Proposed Legislation

If the proposed regulations are put through I can tell you that the Food Controller is likely to turn out to be a guardian angel for the merchant as well as the consumer. If these regulations have the effect of eliminating unfair competition and are by the same token so framed as to call for the most efficient management on the part of the merchants then that will make for efficiency and decreased costs. So that when profits are controlled prices must come down.

The suggestions that have been handed out by the Food Controller so far are worthy of co-operation and getting right down to root principles it simply means that it is bad business for the country as well as bad business for the individual to fail.

It is, therefore, safe to say that the Food Control Administration will see to it that dealers will have no unnecessary obstacles deliberately placed in their way so that only a few could get over them and the rest go out of business because that would mean that numbers of people would be forced out of employment and chaos would be the result.

As a general thing the average man can prosper only in direct ratio to the general prosperity of the country. It is true that in times of stress a few may profit at the expense of the many, but that is being guarded against by the government.

But don't put yourself in the "God-Saker's class"—the ones that are always saying for "God's sake why doesn't the government do something?" "For God's sake what is the Food Controller trying to do?" and "For God's sake why doesn't somebody do something?"

Be the someone yourself and don't criticize.

Remember that just now the most important thing is the winning of the war and just as Germany would never have

been able to start this war and keep it up now had it not been for her system of thoroughness—it will be only by greater efficiency—enthusiasm—bull dog pluck and co-operation on the part of the Allies that she will be beaten, and remember that it is not because of Germany's efficiency that we are in this war but because of the abuse of the power she derived from such efficiency.

The people of Canada must realize, therefore, that there is a war on and be prepared to co-operate with every measure to bring about the end for which we are striving.

Taylor and Pringle, Owen Sound, report a very satisfactory year's business. As compared with the former year's business it was about an even break according to their report.

"In our line of business, betterment may be attributed to shortage of British goods, and consequently increased demand for Canadian products." Credits, they report, have been fairly satisfactory. This they account for by the fact that there is more money circulating than ever.

In outlining their estimate of the probable business conditions during the ensuing year they report: "In our line of business we anticipate a very much greater output with possibly considerable more difficulty in obtaining raw materials."

The H. J. Heinz Company, Pittsburgh, Pa., write as follows:

The past year was successful from a business standpoint. It did not show an improvement over the previous year. Inability to obtain the necessary fruits and vegetables required in packing our products undoubtedly placed a limitation on the amount of business done. In other words, if we could have obtained the products, we could have transacted a larger volume of business.

Credits have been satisfactory. People seem to have the money with which to pay their bills when due.

Indications are that our business will be very satisfactory during the coming year if the crops of the vegetables and fruits that we use are ample to provide the necessary raw material.

#### Faith and Endurance Necessary

Magor, Son & Co., of Montreal, write as follows:—

"The conditions in the wholesale and retail grocery trade during the past year, is a question not easily answered, owing to the extraordinary conditions imposed by the continuation of the war, but we will answer your questions in detail.

"Our own business has been fairly successful during 1917, and this has been largely due to the steady enquiry for the lines we handle, even in face of the increased prices for all commodities.

"Business conditions were certainly not better than 1916, and our difficulties are likely to increase because of greater troubles of transportation.

"Credits were on the whole satisfactory. The grocery trade appears to be  
(Continued on page 23.)

# Current Events in Photograph

No. 2



A FRENCH officer decorating a *poilu* in the trenches bordering the ever-famous "Chemin des Dames." Note the pointed stakes and the wilderness of barb wire protecting this section of trench. Note, too, how it zig-zags in and out among the denuded trees.

## Opposition to Proposed Food Regulations

Western Provinces Voice Some Opposition to Proposed Measure—Claim That Framing Committee Not Representative Enough to Voice Opinion of Whole Trade

A STRONG burden of opposition has been noted in the West toward the proposed terms for regulating the grocery trade, and very strong representations are being made to Government members to enlist their aid in opposing the changes. Some of the strongest opposition comes from some of the co-operative organizations of the West, who claim that they have not been fairly treated in the definition of what constitutes a retail merchant. The Canadian Supply Company of Saskatoon, the Merchants' Consolidated of Winnipeg, with approximately 400 members, and various farmers' co-operative clubs, organizations that are banded together

to purchase from the manufacturer, are naturally fighting these regulations with all their power. They are urging upon the Government that the committee who framed these regulations were composed entirely of wholesalers, and that the retail representatives only actually represented two provinces, Ontario and Quebec, and consequently could not speak with authority for the whole of Canada.

### Manitoba R.M.A. Opposes Some Articles

J. H. Curle, secretary of the Manitoba branch of the Retail Merchants' Association, has written W. C. Miller, of the Ontario Board, as follows:

"I am directed by the officers of the

Manitoba Board to call your attention to the importance of the proposed regulations to be placed upon all dealers in food products. Our officers are greatly concerned in this new step and feel that all the provincial boards ought to study the proposals very carefully so that no undue handicap will be placed upon retailers, and that they will receive an absolutely square deal. I would direct your attention to the application forms for a wholesale house and a wholesale jobber. We strongly object to the wording of these applications. It may be that some of the provinces in the Dominion are not confronted with problems such as we have in Manitoba, but we do not wish to have our hands tied so that our dealers cannot defend themselves in their efforts to meet the strong competition which is becoming a real factor in the business of the West—I mean the mail order business. Sometimes we are inclined to under-rate this competitor and close our



eyes with the hope of getting some satisfaction, but it will require eternal vigilance both in buying and in merchandising to hold the business we now have and reduce the volume of the mail order houses. There is much that is real good in the regulations, but we would ask you to examine them carefully so that the country retailer will receive full consideration and protection, and that no special concessions be granted to any branch of trade. We must be prepared to accept new conditions in which the Food Controller will through advisory committees exercise practically almost complete control of our business."

He has also written E. M. Trowern, secretary of the Dominion Board of the R.M.A., calling his attention to several points with which the Ontario members of the association did not agree. The letter reads as follows:—

"At a meeting of the executive, when the proposed regulations were more fully examined and discussed, we would direct your attention to the following under the form of application for wholesale grocers, class 2, page 19, CANADIAN GROCER:

"Members or stockholders of wholesale grocery shall not be made up of re-

tail merchants.' We regard this as distinctly unfair to the retail merchant, as no discrimination has been made against a wholesaler being a member or stockholder of a manufacturing concern or of a retail concern.

"We recommend that the points of information required of the retailer shall also be as broadly covered in the reports in the application forms for license for all other classes, viz., manufacturers, brokers, commission merchants, wholesale jobbers, and wholesale otherwise.

"We agree with class 6, page 18, that the retail merchants are those regularly established in business for the sale of goods direct to the consumer, and that as we understand rule 3 to be at variance with the principle of class 6, in which someone other than retail merchants are entitled to sell direct to the consumer through the medium of the retailer, using the retailer as a medium for reaching the consumer, we disagree with said rule 3 for the following reasons:

"We believe it to be in the joint interests of the consumer and the retailer that the producer, manufacturer, wholesaler, jobber, commission merchant or broker sell their goods at as reasonable a profit as the operation of their business will permit, such profit to be approved by the Canadian Government

through the medium of the Food Controller, and that the retailer in turn shall operate his business by the same principle, making a reasonable profit subject to the approval of the Government Food Controller in the best interests of the consumer.

"We recommend that retailers be answerable for the profits on their merchandise to the Government Food Controller and not to the producer, manufacturer, wholesaler or others from whom they have bought such goods.

"The general interests of the consumer and the country at large is best conserved by each branch of the trade being responsible direct to the Government Food Controller and no branch of trade being supervised or controlled by any other branch of trade.

"We recommend that the advisory committee consist of an equal number of retailers and consumers to that of manufacturers and wholesalers, said retailers to be men of broad retail experience in order that they be able to render most valuable assistance possible to the Food Controller in the retailing and economic distribution of foods to the consumer. The appointment of said consumers might with credit be recommended by the Canadian Council of Agriculture."

## Materials for Marmalade Scarce

Bitter Oranges Under Partial Embargo by Italian Government—Supplies Will be Only Half of Former Years—Florida and California Orange Crop Decimated—Manufacturers Have Provided Against These Difficulties

IT is getting around to the season when people begin to think of marmalade-making, that is to the season when they used to think of marmalade making in the past when the materials that went into the making of this almost universally used product were both cheap and plentiful.

This year the products will be neither plentiful nor cheap. To begin with bitter oranges come from Italy. War conditions in that country have not helped to make the crop more plentiful, and moreover the difficulties and dangers of transportation, to say nothing of the enormously increased freight rate, and war insurance, have rendered the import of fruit from that distance next to an impossibility. This year, too, the Italian Government has imposed a partial embargo on the export of bitter oranges, preferring to retain them to provide food for the army. As a result firms who have bitter oranges on order have been advised that their order will only be filled up to 50 per cent. of their requirements.

These oranges will be coming on the market somewhere between February the first and fifteenth. And there is little doubt but that they will be a costly luxury.

Then again sweet oranges though they have not the difficulties that surround

the Italian orange to face before they reach this market, still do not promise to be over plentiful.

### Florida and California Crops Short

It is less than a year ago since a serious frost attacked Florida, and destroyed many groves in that state, very materially affecting the supply that will be available both this year and for several years to come, before the young orchards begin bearing. Then last summer California was visited with a disastrous heat wave, when for a week the state blistered in the sun. The damage to the orange crop was enormous. This was more especially true of the Navel crop, the big crop of the state. The Valencia crop escaped comparatively lightly, and showed a very fair production. But the Valencia crop is pretty well at a close, and the country has now to depend on the disastrously depleted Navel crop. There will be many thousands of cars available of course, but the superabundant crop of the late years is a thing of the past for some years until the effect of the heat wave has been overcome and the young orchards come into bearing. In Jamaica the hurricane of some months ago again caught the orange crop though it is hardly known how severe this loss may be. This leaves Cuba, Porto Rico and Mexico as yet out of the general

story of calamity. Oranges will be available from all these sources, though for several years back due probably to the unsettled state of the country, and their inability to compete with higher grade fruit, Mexican oranges have been growing gradually less plentiful on the Canadian market.

There is one ray of sunshine for the person who hankers for home made marmalade and that is that grape fruit will probably be cheaper than in the last year or so, but the reason given for this, the scarcity of sugar, renders it but a doleful comfort.

It is hardly likely with sugar at its present figure, and oranges at the price they will probably reach, that there will be any great demand for the ingredients of home made marmalade. As a result the trade will in all likelihood turn more and more to the manufactured article.

### Manufacturers Make Early Provision

Of course the manufacturers will be faced with practically the same conditions, but they are of course in the happy condition of having been able to foresee the situation and to have been able to forestall it in a degree at least. It is understood that some manufacturers who have not been able to assure themselves of a supply of bitter oranges because of the embargo aforementioned

have placed large orders with Florida shippers for a supply to provide them against any possible scarcity. Then too they are in a better condition to assure themselves of a supply of sugar at a reasonable rate. It is true that the manufacturer will be faced with increased costs over those of former years, but they will not be by any means as proportionately high as they would be for

the individual housewife starting in to make her winter's supply of marmalade. The grocer may possibly lose some little trade in one line, but if he is awake to the possibilities of the moment he will amply repay himself for this loss by an improvement in trade in another direction. That is the lesson that presents itself in viewing the present situation in this line.

## Sugar Prices Will Not Increase

Deal With Cuban Sugar Planters Will Serve as a Stabilizing Influence—Possibility of Lower Prices, but This Prospect is Not Very Bright

**P**RESENT indications are that sugar has reached the top of the wave, and though there is only a vague possibility that the price may decline there is very fair assurance that no further advances are to be expected.

Present reports indicate a production in Cuba of 3,600,000 tons. Whether this output will actually materialize, or whether conditions will change before the season is well under way is a matter that no one can determine as yet. It is understood that of the 200 centrals on the island some 100 are now grinding, and probably the remainder will be in action in the next few days. Reports from some sections show conditions to be very favorable and there is little doubt but that the crop will come up to estimates. Now that the negotiations between the International Sugar Committee and the Cuban Commission have reached a satisfactory decision, there is a settled basis price to all refiners, and as a result there is little likelihood that refiners will be inclined to vary prices to any extent.

### Enormous Sugar Purchase

The International Sugar Commission has purchased 2,500,000 tons of the Cuban crop for delivery within the course of the next 10 months, they also hold an option on some 700,000 tons, so that they practically control the available Cuban supply.

The price set for the raw sugar under this agreement was 4.60 F.O.B. the north side of the island of Cuba and 4.55 F.O.B. the south side of the island. Arrangements have already been made by the International Committee for providing enough ships to handle the crop, and already shipments are moving forward with regularity that will, it is believed, rapidly change the present stringency.

### No Likelihood of Sugar Famine

As matters now stand there is no likelihood of a sugar famine. With shipping facilities assured, and reasonable regulation of distribution there is little to be feared. The island of Java has from 500,000 to 600,000 tons but owing to the lack of shipping facilities this is not available, so that on the Cuban supply there depends a largely increased demand. Great Britain was a large importer of beet sugar from Germany

prior to the war, and of course this supply is not now available, and so the largest sugar consuming population has been left without its normal supply. It is the necessity for providing for the present needs of Great Britain and France that has caused the present difficulty.

Under present regulation, however, it is confidently believed that the Cuban crop, supplemented by the 200,000 odd tons of Louisiana sugar and the 600,000 old tons of Hawaii in addition to the beet sugar crop, will meet the difficulty.

The needs of Canada will, of course, be looked after by the International Commission. Canada also has other sources of supply, British West Indies, British Guiana, San Domingo, and the Dutch East Indies. Canada's average yearly consumption is some 278,669 tons.

Refiners in Canada are confident that they will be able to get a supply sufficient to meet all requirements. The immense Cuban crop will soon be moving in full volume, and then it is that refiners consider the distant possibility of some decline in price. There can be no increase owing to the setting of the figure on raws, and the only thing that could induce a decline would be a desire on the part of the Cuban planter to realize on his crop at once by forcing the

sale. This is, of course, a far away possibility, so that there is little likelihood of any great decline in sugar. This applies to Canada as well as to the United States for though some of Canada's raw sugar comes direct it is all bought on a basis of the New York sugar price so that there is no chance of any variation here.

### Transportation Difficulties the Disturbing Factor

There appears to be sufficient sugar to meet every actual need. As has been stated the only real difficulty is the possibility of the temporary failure of transportation. The transportation difficulty will certainly prevent any great stocking of raws by the refiners which, of course, means that the refiners will only be able to meet a normal demand. Any tendency to corral available supplies of sugar and store them against a time of scarcity will unquestionably tend to precipitate that very event. There will in all likelihood be plenty of sugar for everyone for practically every purpose, always providing that buying is kept within normal limits. If it exceeds these limits there is every likelihood that some action will be taken to control it, and so to maintain the normal trading conditions.

### PROSPERITY NEEDED TO WIN THE WAR

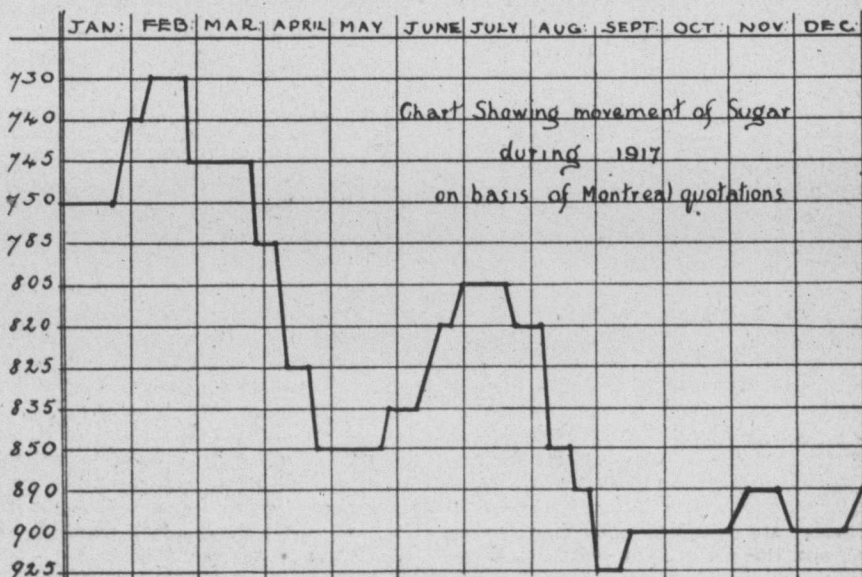
(Continued from page 20.)

handling more actual cash, and presumably because the purchasing public is being better paid.

"As for our estimate as to probable business conditions in 1918, he will be a wise man who can look ahead even a few weeks these times. It seems to us that to "carry on" at best one may, is all that can be expected. Greater faith and endurance were never more necessary than to-day."

### HAWAIIAN SUGAR CROP SHORT

The Hawaiian sugar crop this year is forty-one thousand tons behind the estimates partly due to the drought. Last year the crop totalled 594,314 tons.



The movement of sugar prices during the past year.

# Can Travellers' Calls be Curtailed?

Recommendation by Food Committee Considered by Wholesalers — Opinions Favor Once a Week Calls For Travellers in Cities, and Fewer Calls in the Country— Some Firms Favor Anything to Win the War and Reduce Cost of Foods

**C**URTAILMENT of the number of calls made by commercial travellers upon the retail trade is a suggestion under consideration by the Food Controller as a war measure. This was a recommendation of the special Food Committee under the chairmanship of P. B. Tustin. It has not come to any stage of definite action at date of writing, but it may at any time.

Opinions of a number of leading wholesalers, and manufacturers of food-stuffs whose firms employ travellers to solicit the retail trade for business, have been given in interviews accorded CANADIAN GROCER.

## Views of Wholesalers on Subject

"There have always been travellers for the country points at all events" said Hugh Blain of Ely-Blain, Ltd., Toronto, "though in the North-West where travelling is costly and distances great between small points orders by mail have been encouraged by some concerns. In the city the retailers used to come in to the wholesaler with their orders, or to telephone them in. I doubt whether that condition of things could ever be restored. Certainly where the wholesale trade calls on the retailer three or four times a week that duplicates work to a great extent. The retail trade would not suffer much through fewer travellers' calls, if they would systematise their methods so as to have a memo ready of all requirements for a week or so. Then a call from the traveller once a week would be enough. As every well organised retail store has its own method of watching stock and keeping a record of what is running low this would involve no extra trouble for the retailer. As regards staples that plan would be simple enough, and few specialties are being called for in these days of Food Control. There would be exceptions where occasionally a retailer might not be so systematic. These could telephone in their orders and have them sent. Every retailer has a telephone.

"I don't think that to reduce the number of calls made by travellers would mean reduction of staffs. It might enable travellers to keep more regular hours, and would relieve them of some extra labor."

## Saving in Deliveries Possible

"There is a bigger saving possible in deliveries. If it could be arranged to have delivery only once a week it would be a great saving. At present we deliver just as the customer requires the goods. Any agreement arrived at as to calls on the customers or joint deliveries would have to be generally accepted to make it at all effective.

Still greater economies could be effected if it were possible to get the retailers to reduce delivery of goods in small quantities at the same time, and send only reasonable sized orders. This is far more important in the retail than in the wholesale trade. As now practised retail delivery is a very costly system."

"It's a big question to consider curtailment of travellers' calls" said F. W. Humphrey, Toronto, "Each firm is inclined to think that the system as far as they are concerned is already being worked as economically as possible. In deliveries, however, especially in the city, there is certainly room for economy."

## Retail Delivery Again

"It is in delivery rather than in travellers' calls that I can see the most opportunity for saving, and the retail delivery system offers the biggest field for saving waste. It must cost even a small grocer from \$1,500 to \$2,000 a year to deliver goods to his customers. And much of the need for delivery of small packages might be overcome as every consumer knows. There is room for real economy in that direction."

It was D. W. Duff of Perkins Ince & Co., Toronto, who expressed himself on the matter to that effect, and he said further on the matter of travellers' calls: "The inclination in any case is to reduce the travelling staff of any concern as much as possible consistent with the distribution of the goods in the territory being worked. It adjusts itself as a rule since if you find a territory not giving sufficient business the tendency is to discontinue that territory where other travellers are already making all the calls that would be remunerative. It works out pretty well as things are, and unless a perfect upheaval of existing systems is contemplated, I think the present plan is economical. It is especially so in the grocery business where the margins are small, and we have to reduce expenses on everything. To upset the existing system of business might lead to the creation of monopolies.

"This applies equally in city as in country. The city is now a very big territory. If one or two jobbers dropped out the consumer would not notice any saving caused in the price of food for the salaries of travellers are small in the aggregate as compared with the value of goods sold in a year. Much more economical would be a centralization of deliveries. If there could be a thoroughly good central delivery system there might be a big saving effected. That would mean the organization of a big concern to handle consignments quickly, promptly, and carefully. The danger of such concerns is that careless-

ness develops and damage results so that firms would rather do their own delivering."

## "Canadian Grocer" Makes Business Men

T. Kinnear of T. Kinnear & Co., Toronto, said, "To make any curtailment of calls by travellers effective it would have to be enforced by law. It could hardly be worked voluntarily. Even as things are, however, the retailer can help a whole lot by being ready for the traveller, and letting him away promptly. The retailer keeps travellers waiting often and for long period while serving customers, when the traveller needs only a few moments, it may be. We can't have the retailer too brisk, business-like and thorough, and in this respect the more the retailers read CANADIAN GROCER, the better able to do business we find them."

## ADEQUATE SUPPLIES OF TIN PLATE IN U. S.

A modification of the British embargo on tin plate is responsible for the statement from Washington that a supply of tin adequate to all requirements will shortly be available for import into the United States. This action is the result of negotiations carried on between the War Trade Board and the Department of State.

The present embargo on tin, so far as imports via the Pacific coast are concerned, will be withdrawn. The permits now required will be dispensed with and tin will be allowed free access into the U. S. from the far east.

It is in order to make full use of the productive capacity of the U. S. that Britain has allowed the release of sufficient tin to meet requirements. American importers will have to obtain proper licenses from the War Trade Board before they can import tin plate. The Bureau of Imports will restrict the issuance of import licenses for tin to imports for strictly essential use. The chief source of supply via the Pacific coast will be the Straits Settlements.

## U. S. GROCERS MAY HAVE PRICES FIXED

Officials of the Federal Food Board, discussing the discrepancies disclosed by a comparison of the daily price lists issued by their experts and the actual prices charged to consumers in various districts of New York, asserted yesterday that the retailers eventually would be compelled by law to comply with the price lists if they showed no disposition to do so voluntarily or under the pressure of public sentiment.

# Equipment an Effective Selling Agency

A Service That People Demand—Some Suggestions Regarding Display and Delivery as Illustrated in the Activities of a Galt, Ontario, Store.

**T**HE adoption of modern selling equipment is a settled policy of the McKellar Brothers store, Galt, Ont. They have adopted the system of keeping their equipment up to as high a standard as is possible for them, not only from a matter of personal pride in the store, but because they believe that such a policy is a very decided factor in the selling of goods. People have come to look for and to expect the service that only can be given them with the assistance of modern handling and merchandizing devices. To attempt to get on without them is to unnecessarily handicap the selling power of the store. Therefore it is that in this store will be found cash register, computing scales, electric coffee mill, meat slicers, computing cheese cutters, biscuit display cases, silent salesmen and two refrigerators. This equipment entails quite an outlay, but it brings its returns in a sound business.

A glimpse at the accompanying illustration will give some idea of the system adopted in the store. The two silent salesmen in the front of the store are used to display a general assortment of the store's wares, that are therefore the first thing to catch the eye of the customer entering the store. To make the suggestion more pointed framed signs suspended from the ceiling call attention to

some important lines of the store's trade, fresh fruit, confectionery, tobacco and cigars, etc. It is a simple and yet effective way of keeping some important lines always before the attention of the probable purchaser.

## A Handy Parcelling Department

The first counter beyond the show-cases is the serving counter. Behind this is another counter that is given over entirely to putting up of orders. One system adopted here might very well be imitated by other stores. The shelves behind this counter are devoted to preparing delivery orders. One shelf is devoted to each of the three main delivery routes of the store, so that at a glance can be seen just what deliveries are ahead and what sections they are destined for.

## A Well Equipped Provision Department

At the rear of the store is a well equipped provision department that is one of the selling factors of the store. There are two refrigerators in connection with this department, one for cooked and smoked meats and another for butter, cream and cheese, so that any possibility of contamination from the odors of different products is done away with. There is a rack over this counter that permits of a display of fowl and meats.

To the rear of the store will be seen a high circular stand about which is arranged a fine display of pickles, sauces and catsups, and other similar lines of glass goods. It is an effective display, that takes up little space and adds materially to the attractive appearance of that department of the store.

## A New Goods Display an Effective Selling Medium

Another plan that has been adopted is a table at the rear of the store where are displayed any new goods that the store is just stocking. There is always something of a novel nature here, and customers have come to look for this display, and as a result these goods are often introduced without any particular effort on the part of the clerks.

There is a roomy office at the rear of the store where all the records are kept and the general accounting done.

## Fine Storage Arrangements

The store is unusually well equipped for storage purposes. A doorway at one side gives entrance to a store room that runs the full length of the store. Here are kept all the goods that do not require a particularly low temperature. It is a very handy system, for the surplus stock is right at hand and it is very easy in this way to keep the store dis-

(Continued on page 29.)



McKellar Bros. Store, Galt, Ontario. Note the framed signs over the counter calling attention to special lines.

# Business Men Plan Nation Wide Saving

Splendid Results Secured by United States Committee Dealing With the Problems of War-Time Economies—Large Savings Effected — Economy in Small Things Brings Big Results

By a Staff Representative at Washington.

Washington, D.C.

**T**HE full significance of what has been accomplished here directly through the co-operation of business men with the Government is realized when the subject of economy is approached. Economy will play a big part in the final stages of the war—conservation of food, of materials, of money. And yet economy must, in countries as democratically constituted as Canada and the United States at least, be more or less voluntary. It may be that before the final curtain falls our governments will find it necessary to commandeer all supplies and put everyone on a basis where orders are followed in everything. Up to the present, however, all efforts toward economy have been in the nature of suggestions and what has been accomplished has been voluntary.

One of the seven members of the Advisory Commission of the National Council of Defence is A. W. Shaw, the editor of "System," a class magazine. Mr. Shaw's department is Economy. He has gathered about him a group of experts and with their co-operation has succeeded in creating certain economies. The savings created have been little short of marvellous. There can be no doubt that, had the matter been deputed to an official of some department—the usual Government way—the country would have waggled along in the usual way and all that would have come of it would have been a lot of noise and a flood of printed matter. But Editor Shaw and his committee proceeded along entirely different lines. He knew where the economies could be made—it being but every day business to know such things. He gathered about him men who knew how they could be made. It was an expert job so he called in experts.

## Economies in Small Things

The outstanding feature is the fact that the economies from which the most good resulted were on the surface the smallest things. The work done in this respect demonstrated that in the small thing multiplied many times over lies the greatest possibility of great results.

There was, for instance, the matter of "return privileges" on bread. In large centres bread is supplied to the retail stores by central bakeries and the storekeeper has the privilege of returning any loaves that he is not able to sell. The committee were of the opinion that the amount of food thus wasted must be large and an investigation was made. The figures obtained were startling.

It was found that the bakeries received back 4.89 per cent. of all the bread

they sent out. In other words practically one loaf in every twenty baked was wasted. Spread this over a country as large as the United States and the magnitude of the waste becomes appalling.

Of course this bread was not entirely wasted. A certain percentage of it—not large, however—was sold again to the very poor and a large part was ground up for stock feeds. Clearly, however, the loss through the return system was enormous.

"There is only one remedy," declared Mr. Shaw. "The dealer will continue to overorder just as long as he can send back whatever he can't sell. If he knows that a loaf unsold represents a loss to him he will not order more than he can sell. We must cut off the return privilege."

The matter was taken up and, of course trouble developed promptly. The retail dealers, at first, protested. They looked upon it as a case of passing a loss that was being borne by the bakers on to their shoulders instead. The small corner storekeeper, who is the man who sells the most bread, is not in a position to stand losses. His margin is a very small one and anything that threatens his meagre profits is a menace to the life of his business. So naturally there were violent protestations.

The plan of campaign adopted by the committee was one of education and it was judiciously followed out. The bakery trade papers were used to explain the idea to the bakery trade. Finally, the trade was educated up to the point where it was willing to have the return privilege withdrawn. It was not possible, however, to make the new system unanimous. On the east side of New York for instance, particularly in the Ghetto, the consumption of bread is enormous. The poorer classes of Jews subsist very largely on bread. Naturally they must have it fresh and the storekeeper has to carry it in such quantities that the return privilege is almost a matter of life and death to him. It was found impossible to put the new system into effect on the East Side but in practically every other part of the union the idea was tried out.

The saving made has been sufficient to supply 500,000 people with bread. That is, the amount of bread consumed has been less than formerly to the extent of what would be required to feed that number of people. The actual saving, of course, has been in the flour. At the present rate the saving will equal 600,000 barrels of flour in a year! A tremendous saving has grown out of what

might on casual observation have seemed a very trivial point indeed.

## Saving Wool—In Small Ways

Perhaps a more striking example of what was accomplished by utilizing small savings is found in the case of wool.

Wool has been very scarce since the war started, and very dear. It was deemed one of the essentials that wool should be conserved.

The committee which included experts in all lines began to hunt around for the seemingly small ways in which savings could be made—the small ways that the public is always ready to embrace when more sweeping methods are flatly repudiated. Accordingly the matter of swatches came up.

A swatch is a sample of cloth sent out by clothing manufacturers to the trade and often given in turn by the trade to the public.

It was thought that these could be made smaller and a campaign was inaugurated to influence the clothing manufacturers to that end.

Grumbings arose. "We want to do all we can," said the manufacturers. "We're keen to save wool ourselves. We'll do any sensible thing you ask. But, in the name of common sense don't bother us about such darned picayune things as swatches."

The trade, in fact, was inclined to laugh. Swatches! Little, dinkey, no account scraps of cloth. Give them a chance to work on something big in an economical way. Then they would show what they could do.

However, the campaign bore fruit and the size of swatches was reduced. The result up to October 1 was an actual saving of enough wool to make uniforms for 57,000 infantry troops!

## Economy and Styles

In the same connection the matter of styles was taken up. When wool is needed as badly as it is to-day it hardly seems right that the cut of men's clothing should be made full or that unnecessary belts should be added to coats or that huge flaps should be put on pockets. The committee has been working quietly on this matter and it is possible to state that their recommendations are having effect in the matter of the cut of clothing.

This, however, must be done very quietly. Styles are ticklish matters to meddle with. Had the committee rushed into print with a campaign against belts and pockets and other features of present day male clothing the public would

have gained the idea that to wear clothes with these features was unpatriotic. The result would have been a more or less complete stoppage of sales on all such goods. Thousands of suits, perhaps hundreds of thousands, would be left on the shelves of the retailers or in the stock rooms of the manufacturers and the men who would otherwise have bought these suits would demand something different, something simpler and in line with the save-the-wool campaign. As a result manufacturers would have been compelled to supply a new suit to take the place of every suit left unsold.

The result would have been a distinct loss instead of a saving.

This is almost certainly what would have happened had the committee handling the matter not been made up of experts. As it was they sensed this development and went on a new tack. They said not a word to the public but started in to educate the men who make the styles.

**Economies All Along the Line**

These instances are but two out of many which could be quoted. Editor Shaw, of the class press, and his com-

mittee of business men have probed expertly into the problems of economy and have found the methods by which big results may be obtained in the easiest ways. They are hard at work on problems involving duplication of labor and the elimination of unnecessary help. They are pruning some of the evils out of retail delivery systems and expect to release 100,000 men from this work alone for employment in more productive lines. Their investigations are being carried into all lines of business. Results as fully satisfactory as in the case of bread and wool are being obtained.

# What is a Reasonable Basis of Margin?

An Important Question Not Yet Solved by Grocers — One Plan Suggested Not Altogether Satisfactory—The Least Margin Possible is the Thing To-day.

By Henry Johnson, Jr.

Here is an important matter for adjustment:

K—, Ont.,  
Sept. 17, 1917.

Mr. Johnson,  
CANADIAN GROCER.

Dear Sir,—Have read with considerable interest the articles you have written for the grocer since the beginning of the year. A problem which has given me a considerable amount of trouble is to ascertain or even estimate with any degree of accuracy the profits of the different lines I carry. Can you give me any practicable plan?

Yours truly,  
R— C— H—.

No: I do not know how that problem can be solved, not in a practicable way, that is. The trouble with our business is that it runs into so many small items and small sales of any one item. Hence, plans which work O.K. in a wholesale house are not applicable to our stores.

Yet I have often thought that it would pay every grocer to dissect his own business, even through the application of a lot of hard work and detailed study, for one complete year, and do that about every five or six years to keep rather accurate tab on what items pay best and what each earns in proportion to its handling costs.

I tried this one year, but got busy and mixed up after a few months due to changes in help, and then dropped it. I have been mighty sorry I dropped it ever since.

My plan was to have a lot of cards on each of which I listed one item. There were spaces and columns on the card for all information I could want. It was laid out this way:

**Soda Crackers Bulk**

Date. From. Pounds. Cost A. F. Sell. Margin. Total.

**Simplicity of Plan—Excessive Detail**  
That is a simple plan. The idea was to take from each invoice the data indi-

cated on each item. Quantities were taken in pounds, dozens or gallons, as our business was altogether retail; and the inside ruling price always was used. For example, soda crackers probably were listed 3 for 25c, so the figure under Sell was 8 1-3c.

If this work had been kept up with even approximate diligence I should have been enabled at the end of the year to know just about what I had made gross on each separate item; how much of that item had been handled; and what proportion both of sales and gross earnings had resulted from each. A method of this sort is practised in large businesses. It pays them to do it continually. I am sure it would pay us to do it at least

once. But I know, just the same, how difficult is the task in any ordinary grocery store.

At present we are satisfied with the general statement that we handle some 45% of our total turnover on margins less than the average cost of doing business; and that we must get all our profit, as well as carry the excess cost of handling unprofitable goods, from the remaining 55%.

Now I believe that no such condition exists. I think that the goods we consider as unprofitable pay their way and then some, because such goods cost less to handle than the others. I think, also, that the goods on which we feel we are making a liberal margin usually cost

Satisfaction Unconditionally Guaranteed

## Week-End Shoppers

generally carry many parcels home with them and they are, therefore, entitled to a reduced price on their purchases. A few cents saved on EVERY PURCHASE AMOUNTS TO A LARGE SUM ANNUALLY.

Is it wise to pay credit and send it prices if you pay cash and carry your parcel home?

**No. 1 Peaches Per Crate \$1.17**

**SALMON SPECIAL**

Red Salmon, whole or half, per lb. . . . . 12½¢  
Sliced, per lb. . . . . 15¢  
White Salmon, sliced, per lb. . . . . 10¢

Ripe Tomatoes, per lb. . . . . 5¢  
Mason Jars, pints, per dozen . . . . . 50¢  
Quarts, per dozen . . . . . 80¢

**BANANAS Per Doz. 19c**

Ribs of Beef, per lb. . . . . 30¢  
Legs of Spring Lamb, per lb. . . . . 34¢  
Sirloin Roasts and Steaks, per lb. . . . . 26¢

**GOLDEN STATE MASON JARS**  
Per dozen, quarts . . . . . \$1.18.  
We would like to demonstrate to you the advantage of the jar.

**CO-OPERATE WITH PEOPLE'S GROCETERIA**  
749-751 Yates Street  
and Help Reduce the High Cost of Living

Satisfaction Unconditionally Guaranteed

Everything **O. K.** at **H. O. Kirkham's**

Both the Quality of Our Goods and the Prices Asked for Them Meet With the APPROVAL of the PUBLIC

Genuine Macaroni, 3 lbs. for . . . . . 25¢  
Pacific Milk, per tin . . . . . 12¢  
Ocean Brand Peas, per tin . . . . . 10¢

**DRUG SPECIALS ALL THIS WEEK**

Perry Davis Pain Killer, regular 25¢, for . . . . . 19¢  
Reception Lawn Writing Pads, (note size), regular 15¢ each for . . . . . 10¢

Lots of the Woods Breakfast Food, per sack . . . . . 40¢

**BANANAS PER DOZ. 21¢**

English Dumplings, 3 lbs. . . . . 30¢

**HARDWARE SPECIALS ALL THIS WEEK**

Gift Edge Cups and Saucers, reg. \$2.10 per dozen for \$1.65  
Victory Business Brushes, regular 35¢ each, for . . . . . 29¢  
Aluminum Strainers—will last forever—  
Regular 85¢ each, for . . . . . 64¢  
Regular 60¢ each, for . . . . . 44¢

Local Hartigan Peas, 5 lbs. . . . . 30¢  
Albion Apples, per box . . . . . 85¢  
Peaches, extra fancy, per crate . . . . . \$1.25

**SPECIAL TODAY**  
Reception Best Bread Flour, 40-lb. sack . . . . . \$2.79  
The Best for Bread

**H. O. KIRKHAM & CO., Ltd.**  
VICTORIA, B.C. DUNCAN, B.C.  
Phones: Guesery, 178 and 179 Duffrey, 5523  
Yuk and Provinces, 5520 West, 5521

Example of some effective advertising from Victoria, B.C.

more to handle than the others. Hence, it really is very nearly true that each class of merchandise pays a profit in addition to the actual cost of handling it. But all this is belief and theory on my part; for not yet have I discovered a way of demonstrating the contention.

#### Slow and Rapid Turning Merchandise

For example: A dozen cans of plum pudding may be turned only once a year. They may come in in November and be sold down to 3 cans by Christmas, and the three cans be put away until the next year. Such slow sale, interest, rehandling, spoiled labels, etc., etc., all operate to reduce if not to completely obliterate the net profit, even if the gross original margin was 35% or more.

But five barrels of sugar turned every week at 10% pay a net profit, I believe, even if the average expense is 16 2-3%.

All of these questions would not be solved completely by the cards I have described. But I believe that our ideas of our actual sales would be considerably readjusted by a study of the card records at the end of the year.

If I have given any hint whereon my friend can base or plan a system of his own, I shall be glad to hear what results he obtains from its use.

#### Big Things Happening

The wave of patriotism that is sweeping the country is the moving force behind all effort—at this time. So strong is this force that manufacturers, jobbers and retailers are getting together and saying to each other something like this: "Here, boys, this is OUR war. Each one of us has a stake in it—a vital stake. It is up to us to forget all business rules, margins, profits and all that, lest we wake up some morning and find that 'he that would keep his soul shall lose it,' that is, that there is no business left for any of us—that Germany has 'commandeered' all of it. So let's get right down to our actual rock bottom production and handling costs. Let us make prices based on those inside costs. That, in present circumstances, is the only enlightened way. Let us go further. Let us co-operate each with the others so that all may operate most economically, to best general advantage!"

Of course, everybody joins in on this. There are no slackers.

Now, the most interesting point is that in this talk there is not a single thing about direct self-interest; nor is there anything which, on the face of it, savors of efficiency. It seems all to be simple good-fellow stuff. It is all the more attractive to each of us for that very reason. But what is to be the outcome for the great future?

#### All for Each Helps Each

The outcome is that, in the search for that same inside, rock-bottom cost I have spoken of, theorist and practical man, academician and the self-made man work side by side, digging into every available bit of record and information. The practical folks show actual conditions as they are now under present methods. The theorists state their plans. Perhaps it takes the academicians to blend the two, or maybe a little is taken

from each kind of worker to evolve the new philosophy of business.

And it keeps 'em all busy. Every one of them must think his hardest and plan his keenest. For this elusive element, cost, is not to be recognized and segregated without the utmost diligence.

But with that keen co-ordination one thing is mighty certain: We shall make most astonishing advances in business knowledge and the economics of manufacturing and distribution. And every bit of such advances shall remain with us after the war.

There is not a doubt, there is not a chance, that we shall not make wonderful progress during the next year or two. And that progress will not be lost afterwards.

## A Hitch in Licensing Wheat Products

### Some Manufacturers Refused License After Being Notified That Their Application Had Been Approved—Other Firms Get License

THE matter of getting licenses to manufacture wheat cereals is not as simple a matter as it would appear on the surface. It is now almost three months since the restrictions were first imposed and only during the last day or so other difficulties have been cropping up. Some three weeks ago word was received by a number of firms who manufactured different forms of wheat products that their applications for license had been considered and approved. In many instances changes had been made in the form of package to coincide more closely with the expressed wishes of the Food Controller and not unnaturally these firms felt that they had a right to consider that their difficulties were over. During the course of the past couple of days, however, some of these firms have been notified that the changes they had made were not sufficient to meet the requirements of the Food Control Department and that as a result they had been refused license and had their guarantee cheque returned. On the other hand other firms have been granted a license to actually operate. The White Swan Spices and Cereals has at the date of writing received a wire announcing the actual granting of their application to continue the manufacture of wheat products advising them of the number of the license so it would seem as though there could be no hitch in this instance. This firm made a number of concessions directed toward conserving wheat by making some changes in the composition of the products affected and also by making some change in the form of the carton in which these goods were marketed in order to bring it within the scope of the Food Controller's dictum regarding the price of carton as compared to the value of the product. The long delay and the continual uncertainty that has prevailed for a long time now has proved a very serious handicap to some firms and while the Food Controller has given many assurances that he will do

But each step forward will have another deep significance. That is, every man who is to stay in business after the war must be a better business man than those who were able to keep house before. We shall not lessen competition of brain with brain, but increase it; and only the best type of men will be able to survive.

Hence, the wise men of to-day are going to keep posted on what is going on at Washington. They are going to study every paper and bulletin they can get hold of—which are all free, by the way. Then in the days to come, we are going to have a better class of business men in all lines than we have had in the past.

But there is going to be no place for snap-seekers.

nothing to injure business his refusal to grant these licenses even where it would seem to promise a saving in flour has unquestionably worked a very considerable hardship.

#### PUTTING THE CHARGE WHERE IT BELONGS

Merchants in many centres are taking to the idea of curtailing delivery service. Several instances have come to our attention of late where the service has been curtailed, and where every delivery has entailed a small charge on the purchaser. Many people have come to look upon the delivery service as their by right. Others more thoughtful have endeavored to make their demands on the store as light as possible. Under the old system each had to pay the same charges. The new idea puts the charge where it belongs, against the person who demands the service. This certainly looks to be getting down to the right principle.

#### EXTENDING SELLING STAFF

The selling staff of the Canadian Milk Products, Limited, Toronto, has been extended. The trade will be interested in knowing that W. E. Nolan, who has been with the company for the last year, will cover regularly the Niagara Peninsula, including Hamilton and the North to Cochrane. H. A. Davis, recently with the Fry's Cocoa Company, will cover the territory from Galt to Kitchener West to Windsor. F. H. Whitcombe will continue to cover Eastern Ontario.

#### P. B. TUSTIN GRANTED LEAVE OF ABSENCE BY WINNIPEG

P. B. Tustin of the Food Controller's Department has been granted an indefinite leave of absence by the municipal authorities of Winnipeg, in order that he may devote his entire time to the work of the Food Control Department.

## OPPOSED TO NEW REGULATIONS Considers Them Unfair Discrimination Against the Retailer

Not all the retail trade is favorably disposed toward the proposed regulations, that is evident. The following letter is the first expression - CANADIAN GROCER has had, however, opposing the proposed new order of things. This paper would be glad to hear from other merchants on these points.

Sterling, Dec. 31, 1917.

Editor Canadian Grocer,

Dear Sir:

In reading over and studying the new proposed license law for retail grocers I see that, like another unfair piece of legislation, the inspection of weights and measures for which the retailer has to pay to satisfy a suspicious and suspecting public, the burden of cost again is put on the retailer although the benefit is for the public. This seems to me the last straw.

If it is necessary to protect the public and safeguard the best interests of the country from a few of the large speculative retailers, wholesalers and manufacturers who hoard up large quantities for high prices, let the public pay for the benefit which will accrue to them.

As for the average retailer he has not sufficient capital to speculate in surplus stock. I also notice that in the recommendations of the committee they admit that the retailer is already carrying a heavier burden of taxation than the producer, and he is also more willing to give voluntarily to all good causes, which is true, yet they heap more on him and confess they cannot find any way to make the producer pay his share. And as for profiteers the poor grocer is not in it for a minute with the farmers.

I know of a case in our community where a farmer and his two sons each bought a \$1,000 Victory Bond out of this year's revenue and lived and paid all expenses.

Something no grocer or merchant could do and there are some pretty good sized businesses in town.

Then why put more trouble and expenses on the retailer throughout the country for the benefit of other people? If it is necessary for the government to keep tab on the supplies of food stuffs in the country well and good but let all those who benefit by the regulation pay the costs. I know it is not a large amount in each case but in the aggregate it is large. I notice that the aim is that every trade and branch of the trade be rigidly controlled as to the percentage of profit or turnover to control profiteering and speculating.

Profits not to be allowed to exceed pre-war profits. Now I would like to ask if a merchant is not to be allowed to make more than a pre-war profit providing he can while his business expenses, living expenses and capital investment owing to higher cost of goods are increasing, what is he going to have against the day when goods start to decline in value and he is caught with a high price stock which he cannot avoid, if he is going to

keep sufficient goods to do business, and he has to sell them in a declining market for a year or two at no profit at all and some at an actual loss?

It seems to me the poor retailer is singled out for all the snags that can be put in his way. We hear nothing about the profits of the banks and railroads being regulated. The latter are allowed to increase their rates something more on the retailer. Doctors and lawyers are not thought of and high salaried preachers and cabinet minister, poor folk don't regulate them.

Yes we want food control, fuel control and everybody and everything controlled that will help to win the war against the most diabolical set of scheming devils this world ever knew. But let it be done in a fair and equitable manner and not by persecuting a class of people that are the leaders in everything that is in the best interests of every community.

I am surprised that the secretary of the Retail Merchants' Association should agree to this fee being tacked on to the retailers when this association has been fighting the weights and measures act for years.

Yours for fair play,  
G. H. Luery.

## IMPORTANT BRITISH MEASURE RESPECTING TRADE MARKS

A bill pending in the British Parliament provides that if the proprietor of a word trade mark uses his mark so as to lead the public to regard it as the name of an article it shall be removed from the register of trade marks. Representatives of American manufacturers in England are much alarmed over the situation for the bill, if passed, will seriously injure a number of American articles which have become popularized through name trade marks. It is also probable that such names would be imitated under the same name and there would be no redress. It is quite evident that this condition of affairs would entail untold loss to some manufacturers and might in some cases ruin their business in Britain. Owing to the restricted cargo space in ocean tonnage, it is further feared that English manufacturers might get a firm hold on the English market before cargo space is increased and normal conditions resumed.

Robert P. Skinner, American Consul-General in Britain, has been watching the situation closely and it is stated that if his efforts are unavailing Washington will probably be asked to intercede with the British Government for the removal of some objectionable features of the bill.

## BUTTER AT \$2.25 PER LB.

Butter is selling in Berlin, Germany, at \$2.25 per pound, sugar at 56 cents per pound, ham and bacon at \$2.11 per lb. and American soap at five bars for \$1.12.

This information has been received by the U. S. Food Administration from authoritative sources. The prices are from four to five times as high as those now prevailing in America.



Captain Walter A. Harrison, Adjutant No. 2 D.A.C., of T. H. Estabrooks Co., Ltd., St. John, has been awarded the Military Cross for distinguished work in France.

Major P. W. Wetmore, of St. John, who was engaged in the produce business and as a commission merchant before entering military life, has arrived in England in command of a large reinforcement draft which he had trained.

## FOOD CONTROLLER SETS PRICE ON SOME WESTERN FISH

The maximum price for mullets caught through the ice of the lakes and waters of Manitoba, Saskatchewan and Alberta has been fixed by the Food Controller at two cents at primary railway shipping points. Also that for Southern Saskatchewan lakes half a cent may be added to the prices fixed for winter caught fish at the Big River District. Rumors having reached Food Controller that itinerant American dealers have been offering prices in excess of those fixed, permission to export has been withdrawn until satisfactory evidence to contrary is produced.

## EQUIPMENT AN EFFECTIVE SELLING AGENCY

(Continued from page 25.)

play always well arranged, and there are never any large gaps in the display stock that are often the case when the stock must be replenished from the stores in the cellar.

For goods requiring a cooler temperature however the cellar is used. There is ample space here too as the cellar also runs the full length of the store. It is divided into two parts. One is devoted entirely to vegetables and the remainder to the regular cellar stocks.

There are probably many hints in the methods adopted by this firm that might be successfully used or adapted to the needs of other stores.

## BRITISH POTATO CROP INCREASED

The potato crops of England and Wales, on which the various food controllers have placed so much reliance in the matter of conserving bread and flour, are turning out much better than expected, and are estimated at 3,339,995 tons, a 33 per cent. increase over 1916 and the largest crops recorded since 1885.

The yield per acre is 6.57 tons, which is three-quarters of a ton greater than last year, and two-fifths of a ton better than the average of the past ten years.



# 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

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

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UNITED STATES—New York—R. R. Huestis, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson St., Phone Harrison 1147. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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### EDITORIAL BRIEFS

IN THE good old days it was only the domestic hound who felt any great need for a license. Nowadays, however, it is considered hardly decent to go around without your license number. Fish dealers are the latest addition to the long list of parties who require a license.

J. D. MCGREGOR,\* Western representative of the Food Controller, in addressing a woman's gathering at Winnipeg, forecast a prohibition against the consumption of bacon in Canada. The reason for this was the added requirements on the fighting lines. That will mean a pinch on some Canadian breakfasts if it comes.

\* \* \*

AN ORDER has gone forth from the Power Controller prohibiting the use of electric current in illuminated signs or advertising devices or in excess street lighting such as the familiar cluster light. This order embraces the whole of the Province of Ontario. This will have a tendency to make our city streets less interesting, but if Broadway, New York, can stand it, we ought to be able to.

\* \* \*

MARIE CORELLI, the noted English novelist, has been fined \$350 for hoarding sugar against the regulations. That is drastic treatment, but if it could be meted out everywhere to all hoarders the conditions would be materially improved. Hoarder is a word used by the newspapers to pile opprobrium on manufacturers, wholesalers and retailers. Let us look to these classes when they hoard unduly, but let us not forget the consumer who is also a factor to be reckoned with in this regard.

HERBERT HOOVER, the United States Food Controller, is authority for the statement that without the fixing of prices by agreement on sugar, it would by now be selling for 25 to 30 cents a pound and that more than \$200,000,000 would by now have been profiteered from the American people. Mr. Hoover made this statement in reply to charges made by Claus Speckles, of the Sugar Refining Company, against the Food Controller's administration. The reply is forceful, but its accuracy might possibly be open to question.

### JUSTIFIABLE PROFITEERING

IN a recent issue of *The Financial Post* appears one of a series of remarkably fine articles written by J. W. T. This bears upon banking in its relation to merchandising and quotes one bank manager as saying:

"My advice has been that the manufacturer should take the full advantage of the market, that if he has raw materials secured at lower levels that he should not consider himself under any obligation to sell his product below the price set in open competition."

"But is this not profiteering?" I interjected.

"Maybe it is," he came back, "but who is not a profiteer in these times if he has the opportunity? The laborer gets all he can for his labor, the farmer gets all he can for his produce, and the investor gets all he can in return for his money—even though it may be less than before the war. And of these I think the farmer is the man who has benefited to the greatest extent; yet no one calls him a profiteer."

"But in the case of the manufacturer there is the sound argument that he should take advantage of the rise of the market in order that he may be in a position to take advantage also of the decline when it comes. There will be many cases where the profits which a manufacturer has made out of raw materials on the rise will be no more than he will lose when in the course of readjustment the values of his stocks on hand decline in relation to the market for his products."

What is said here as advice to the manufacturer would, of course, apply fully as well to the retailer. Certainly there is a time coming when goods will decline in value. It behooves us all to remember this and to set by a reserve—accumulated by taking at least a part of the extra profit which advantageous buying makes possible—which will enable the writing down of stock when the time for this step comes, without disaster to the business.

### A LITTLE KNOWLEDGE IS A DANGEROUS THING

THE *Retail Grocer's Advocate*, of San Francisco, in an item entitled, "Retailing Costs in Canada," makes some reference to the cost of doing business as

shown in the recent investigation of the Wm. Davies Company. They draw an interesting conclusion, as follows:

"From these figures it is interesting to deduct the actual costs of doing business in the retail stores of the two cities; also to note how the costs increased in the course of the war's progress. The tabulation shows:

	Toronto per cent.	Ontario per cent.
1915 .....	17.51	17.08
1916 .....	19.30	17.04
1917 .....	20.25	19.88"

Evidently they look upon Ontario as one big city,

#### BEARING WAR BURDENS—THE MAN AT HOME

IN these days when the merchant seems to be the sport of so many suspicions when charges of hoarding and profiteering and usurious prices are the common cry of every day, in these days when the merchant is almost everybody's black sheep, let us say one word for the man who has stuck to his business through these years of uncertainty:

The average man, standing to the same daily task he knew in peace times, is a very real person and bears the brunt of war's support. He meets all the problems of supplies of materials, adequate and efficient labor, new equipment that has to be obtained in markets that are swept clean, shipments of products over routes that bristle with embargoes.

This is the man whose resources of initiation, energy, and grinding effort are the surest guarantee of victory in the great enterprise to which we have set our hand. He may be farmer, blacksmith, railroad president, foundry foreman, clerk or merchant, but without him no amount of human sacrifice in trenches will avail.

#### FOOD THE ARBITER

SIR ARTHUR YAPP, in opening his Food Economy Campaign in Great Britain, urged that people tighten their belts now, for in so doing they were helping to win the war. "One of the lessons of history," he stated, "is that in a great world war famine might be the arbiter. The French wheat crop has been a comparative failure, and the position in Italy is every bit as bad, the reason being that the man-power is fighting.

"The food position of all the Allied nations is serious, though not anything like as serious as that of the Central Powers. As the war drags on the position will become more serious, and it is infinitely better that we should tighten our belts now and suffer a certain amount of inconvenience than that the war

should be lengthened or end in an inconclusive peace."

#### CANADA'S DEBT TO THE ALLIES

LORD RHONDDA is speaking in no uncertain tones of the seriousness of the world food situation. From his latest statements food rationing is to become an actuality in Britain, and even then Lord Rhondda prophesies that for a time the people of Britain will be hungry.

There has been much said in Canada of the wisdom and duty of conserving food but Canadians as a whole have hardly taken the thought seriously. Very few people in Canada to-day have tightened their belt to any extent. Some of the more patriotically inclined may have followed the Food Controller's requests to the best of their understanding, but there has been no pinch anywhere. Canada is a food-producing country. It is fairly certain that she can produce enough to feed her citizens, but before her also lies the duty of sacrifice that other countries with whom she is in vital contact shall not suffer the more because of her well-being. The winning of this war involves the sharing of burdens and sacrifices. Canada must actually conserve food.

#### THE PRICE OF PROFITEERING

THE United States Food Department is taking drastic action against certain firms who have not lived up to the licensing regulations.

Morris, Singer & Co., wholesale produce dealers, of Washington, D.C., have had their license cancelled for refusing to accept goods ordered when they arrived because the market went off. Lester Bros., of Newport News, Va., lost their license because they permitted a quantity of onions and potatoes to rot to maintain a market.

This action simply sweeps the firms whose license is cancelled out of business. If the facts are right, as charged, the punishment, severe as it is, is just enough, but there is the great danger that somebody may imagine that firms have done these things. Last year, for instance, there was a great hubbub in the newspapers and different large centres in Canada over many carloads of potatoes that were being allowed to freeze on the track so that a price might be maintained. Of course it was an absurd charge that could only have been made out of the depth of a profound ignorance of the marketing conditions of such goods. There lies the danger of such drastic action; that it might not be based on a sound foundation of business fact, but on the popular prejudices of persons who are not conversant with the trade. It is probable that these decisions were correct. But wiping a firm out of existence is a serious thing, and such large powers require a wide and appreciative understanding of actual conditions.

# THE CLERKS DEPARTMENT

## FROM "DESERT RAT" TO HEAD OF U.S. MINT

The Picturesque Career of Ray Baker Who Makes All of Uncle Sam's Money—Miner, Soldier, Politician, Diplomat

FROM "desert rat" to boss of Uncle Sam's mint is the remarkable "spread" of the career of a bright young American named Ray Baker. He now has charge of the manufacture of all the money that changes hands in the U.S.—and it is considerable—but the time is not far distant when he grubbed for gold in the desert. In between he has been a prison warder, a traveller, a soldier, a politician and a diplomat.

Something of his career is picturesquely told in the Pittsburg "Dispatch" as follows:—

The love of adventure, inherent in young Baker, listened to the call of the wild. He became restive for the big outdoor life. His father had lived in Virginia City when the Comstock was unearthing its millions, when adventurers from all ends of the earth deemed it their Mecca, and a man had to be a man among men. Ray was born in Eureka, Nev., had spent some of his early years there, and when Tonopah, about one hundred miles south of Virginia City, was declared the second Comstock, the young adventurer took himself thither.

A young brother, Cleveland, had followed the footsteps of his father in the practice of law, and had located up in the mining-camp. It wasn't long after the arrival of Ray that Cleveland was elected District Attorney of Nye County, of which Tonopah is the country seat. The camp was set in most picturesque environments. There were good men and bad men, good women and bad, and good "bad men."

Ray Baker wasn't in camp a month before he was part of the picture of Western life at the frontier. He was on equally friendly footing with the big mine-owner and the dance-hall proprietor, and although he bought many a drink he never drank one. He was certainly a unique character in a wild town like that. He was ambitious to discover a mine of his own. He knew that that didn't mean a fortune overnight, but he had the best of backing among his influential friends in San Francisco.

### A Picturesque "Desert Rat"

One afternoon, after the "rush" to Greenwater, where big deposits of copper were supposed to exist, Ray Baker, immaculate dresser and drawing-room paragon left Tonopah as the chauffeur of twenty burros to break a trail into Ubehebe, which he discovered in Death Valley. He was the most picturesque desert rat that ever went out of the camp. His big boots were laced over his khaki, into which was stuck a soft shirt.

His sombrero was tilted, and a flowing red tie, a touch of the old life, or maybe of savagery, fell away from his throat.

It took a man of iron nerve to attempt a trip like that. He had been in Death Valley by automobile and had located his ground and said nothing about it. He was going now to secure the cream of the copper country, a stretch across the desert into the Funeral Range, forming one of the walls of Death Valley, and he had to break a new trail for one hundred miles of sandy waste and sage-brush. He had no guide and no companion save the burros.

For several months nothing was heard of Ray Baker, and then it was learned that "Jack" Saulsbury, one of the richest men in that section of Nevada, was associated with him, and big reports of the richness of the mines in the Ubehebe section, where Baker and Saulsbury had bought a claim, began to pour into Tonopah.

Then the 1907 panic broke and there was no demand for copper or anything else. This was followed by the Rawhide gold boom.

Ray was one of the first to get in, and located the "Windy Point" and "Dead Mule" claims. By and by Eastern people came clamoring for his claims. Both had good showings and Ray sold for a neat figure, bade good-by to the picturesque gold-mad camp, and went to Europe. One of the celebrities he met over there was Elinor Glyn. She was charmed with the tales the handsome young Hercules told of the West, and it goes without saying that his own deeds were clothed in modesty. The hardest thing to do with Ray Baker is to get him to talk of himself. But the author got his promise to show her a mining-camp when she "came over" in the following year.

He showed her Rawhide. But it wasn't the Rawhide that he had left. The gold hadn't "gone down" and there was very little money in the camp. But Ray came like his name, one from the sun, to the men who were trying to raise money enough to get home, to get somewhere. He was bringing, with the famous author, Sam Newhouse, mining magnate, of Salt Lake, and a Count or a Prince or something from Paris. It looked like a chance to get some new money in the camp. Newhouse might take hold or a mine or two might be sold to the prince. The boys got busy and here's what happened:

Ray gave a dinner in the biggest restaurant that was left in camp. It was a good dinner, some chickens still being found and some wild celery; also good meat, canned salmon for salad, condensed milk for those who wanted it in their coffee. But there was wine, real wine, plenty of wine—wine which had been brought in for prospective millionaires

who never millioned. The table was decorated with sage-brush and wildflowers picked from the hills.

After Rawhide Mr. Baker did the *Dolce far niente* in Reno. Reno—well, Reno is a pretty town through which flows the romantic Truckee River, and besides "Jack" Saulsbury, Ray's former partner, lives there. "Jack" has traveled, too. He came to New York and was recommended to the Waldorf-Astoria, but discovered that it wasn't so first-class after all. They don't keep condensed milk there.

### A Hand in Politics

Then Mr. Baker tried his hand at politics. He went back to Tonopah to manage the campaign of his brother, who was running for District Attorney. "Cleve" won, and at the age of twenty-six he was the Attorney-General of the State.

When it came to the next fight in Nevada for United States Senator Mr. Baker managed Key Pittman's campaign. He went to Washington with Senator Pittman. George T. Marye, of Nevada, was appointed Ambassador to Russia. Mr. Baker went with him as confidential secretary and assistant. Mr. Baker saw whither the wind was blowing and plunged on "war-babies." Mr. Baker's judgment was profound.

His adventurous spirit found court life in Petrograd dull. He was too democratic to be continually kowtowing to czars and counts and dukes and other pre-revolutionary dignitaries. He wanted to go to the front to see what real war was like and they wouldn't let him. So he went anyhow and went again, despite the opposition of the aforementioned dignitaries. He saw something there the like of which he never saw in the wild and woolly West, and up to then he had imagined the frontier some life.

And now Ray Baker, desert rat, mining man, traveler, society man, good "bad man," political Warwick, court favorite, dabbler in "war-babies," and diplomat, is director of the Mint. And, he's a bachelor, handsome, and still in his thirties, eligible, doesn't drink, and with a bank-roll that would make Croesus turn over in his grave.

### PALERMO NUT CROPS

The crop of almonds at Palermo, Italy, has been very small this year, being only about 15,000 bags of 220 pounds.

There are, however, 40,000 bags remaining from last year. In consequence of the short crop prices have remained high, and buyers are paying 335 lire per bag. (At normal exchange the lira is worth 19.3 cents.)

The filbert crop has been abundant this season and is estimated at 150,000 bags of 220 pounds. There is none of the old crop left. The price is 142 lire per bag.

The new pistachio crop is good and there is a considerable quantity of the old crop still remaining in the shell. The price is about 2s. 6d. (60 cents) a pound.

# CURRENT NEWS OF THE WEEK

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

## Maritime Provinces

M. J. Powers, general store, Grand Falls, N.B., business has been taken over by T. Corey.

During the month of December 1,537 barrels of potatoes were shipped from St. John to Cuba.

Ernest Burt is preparing to open a grocery store in Woodstock, N.B., in the premises formerly occupied by W. B. Belyea.

A meeting of rate-payers was held at Shelbourne, N.S., recently, and voted to grant concessions to the company which proposes to erect and operate a cold storage plant in the town.

The enhanced value of the fisheries, owing to the increased use of fish as an article of diet, was reflected in the annual sale of fishing privileges in St. John harbor at the first of the year when the sales totalled \$7,000 greater than last year.

The Booth Fisheries Co., Ltd., one of the largest fisheries companies in the Dominion, has announced an intention to erect a sardine packing plant in West St. John. The factory will cost from \$75,000 to \$100,000, and will employ upwards of 150 women and 60 men. They expect to have the plant built and equipped in time to take advantage of the 1918 school of herring. Negotiations with the City Council for certain concessions are in progress.

Dr. W. C. Kierstead, representative of the Food Controller for New Brunswick, declares that there is a surplus of two million bushels potatoes in New Brunswick and a large surplus in P. E. Island also. He strongly advises the farmers to market their potatoes without further delay in their own interests, as he looks for a glutted market in spring. The chief objection to a fixed price for potatoes, Dr. Kierstead says, comes from New Brunswick, as the producers here allege that it costs more to produce them in New Brunswick than in other parts of Canada.

## Quebec

J. E. Paquet, grocer, Quebec, has sold out.

J. T. Beland, grocer, Quebec, has sold out.

P. Brunet, grocer, Montreal, has sold out.

D. Darabander, grocer, Montreal, is dead.

J. D. Dupuis, grocer, Montreal, has sold his stock.

Edmond Doyon, grocer, Grand Mere, suffered fire loss.

American National Fish Co., Montreal, has been registered.

Euclide Dupuis, grocer, Montreal, has discontinued business.

C. R. Rice, grocer, Montreal, has suffered fire loss, insured.

Jos. O. Gauvreau, grocer, Montreal, has discontinued business.

Canadian Vinegar Company, Montreal, has been damaged by fire, insured.

J. A. Brunet, general store, Ferme Neuve, has been succeeded by M. Therrien.

Sargent & Boright, butter and cheese manufacturers, Mansonville, have discontinued.

A. A. Boucher, wholesale grocer, Joliette, has disposed of retail business but is continuing wholesale as before.

The many friends of W. J. Wilson, who for the past seventeen years has covered a portion of the Province of Quebec and the Maritime Provinces for S. H. Ewing & Sons, wholesale spicers, will sympathize with him in the recent loss by the death of his mother. Mr. Wilson has himself been laid up since last October, and had to undergo an operation in the Royal Victoria Hospital. It will be a month or so more before he is out on the road again.

## Ontario

E. Sewell, general store, Meaford, is dead.

S. H. O'Callaghan, grocer, Kars, has sold out.

Producers Dairy, Ltd., Ottawa, has obtained charter.

M. J. McEvoy, general store merchant, Bowesville, is dead.

M. R. Hammond, general store, Kimberley, Ont., is dead.

Wm. Kelly, grocer, Toronto, has discontinued business.

A. B. Warner, of the Warner Co., grocers, Cornwall, is dead.

John McClarty, of McClarty Bros., grocers, Owen Sound, is dead.

Chillot & Ostaff, grocers, Ft. William, have dissolved. W. Chillot continues.

J. H. Wileman, grocer, Douglas, has been succeeded by Neville & Enright.

John Karley & Sons, general store, Sydenham, have discontinued business.

Geo. E. Bristol & Co., wholesale grocers, Hamilton, are succeeded by Bristol, Somerville & Co.

The Price & Son Dairy Company, Toronto, has been amalgamated with the City Dairy Co.

The Dominion Match Co., Deseronto, Ont., have started work on the construction of an addition to their factory there.

Frederick E. Robson, manager of the Loblaw Stores, Toronto, has just returned from New York, where he has been studying some phases of the food situation.

Anvern cheese factory, located on the old Hough farm, at Fairfield, Ont., has been burned to the ground. The cause of the fire is unknown. The place was

owned by Samuel Walker. The loss will be covered by insurance.

W. Y. Colclough, Toronto, representative in Canada for Wheen's soap and other Old Country lines, sailed on the 10th for England on a business trip. Mr. Colclough will be away from six to eight weeks. Mrs. Colclough accompanied him.

## Western Provinces

Thos. Marr, baker, Edmonton, Alta., has been burnt out.

J. J. Cote, general store, Lampman, Sask., has discontinued.

S. Heileg, general store, Westerham, Sask., has discontinued.

Geo. Hahn & Son, general store, Hutton, Sask., have sold out.

N. Lauthier & Sons, bakers, Transcona, Man., have suffered fire loss.

J. H. Grainger & Co., grocers, Winnipeg, have advertised their stock for sale.

M. Lyons, general store, Edmonton, Alta., has suffered loss by fire.

The Alberta Flour Mills, Calgary, Alta., will build a flour mill to cost \$1,500,000.

J. A. McKinnon, general store, Expanse, Sask., has sold stock to J. A. Robertson.

M. Blomquist, general store, Kinley, Sask., has been succeeded by Kinley Trading Co.

DeLong & May, general store, Reston, Man., have dissolved, J. DeLong continues the business.

The annual conference of the Sales Managers' Association was held in the Fort Garry Hotel, Winnipeg, W. J. Wilson, president of the association, emphasized the importance of co-operation in overcoming obstacles.

Mr. Harry Beach of the King-Beach Manufacturing Co., Ltd., Mission City, B.C., who has been attending a convention of Mason & Hickey's salesmen in Winnipeg, called at Regina and Calgary last week on his way West.

Harry Weeks, of Plunkett & Savage, Bob Brown, with the Siminon Grocery Co., Calgary, and Mr. Hutchinson of the Camrose Grocery Co., all passed through Winnipeg last week on their way to Toronto, having joined the Flying Corps.

C. E. Marquis, a veteran traveller in the employ of the Jobin Marrin Co., Ltd., has gone east with his wife to spend a vacation with his parents at Pickering, Ont. Mr. Marquis, who is a well known traveller in Southern Manitoba, is expected back in a couple of weeks.

Entailing a loss estimated at \$250,000, the large terminal elevator of the Northern Elevator Co., in St. Boniface, Man., containing 80,000 bushels of grain, has been completely destroyed by fire. The fire originated under the dryer. Several

workshops and storehouses in connection with the elevator were destroyed.

#### J. B. HARKER HEAD SALESMAN

J. B. Harker, a salesman for White Swan Spices & Cereals, Ltd., has won the gold medal presented by the firm for the head salesman during the year. Mr. Harker reports that the past year has been a record-breaker for him.

#### GEO. H. CAMPBELL GOING INTO BUSINESS FOR HIMSELF

George H. Campbell, who has been with the Red Rose Tea Co. for the past 17 years, has, as announced in another column, resigned. After a few weeks' holiday, Mr. Campbell will start in business for himself in a different line of endeavor. As his intimate friends know, Mr. Campbell has had many years' experience in the grocery trade. He entered it as a boy of 14 years. At 17 he had charge of a large business for a lumbering concern in the Maritime Provinces. His experience in the grocery business will undoubtedly stand him in good stead in his new work. He was five years on the road for Red Rose Tea Co., and for the last 12 years has been manager of the Toronto office. The trade generally know to what extent he has made progress in his work in the latter capacity during those 12 years.

#### CHATHAM GROCERS SELL EIGHT CENT MILK

The establishment of milk depots in grocery stores in many parts of the city of Chatham, by the Mechanics' and Workmen's Board of Trade, has resulted in the price of this commodity being reduced to eight cents per quart in the city and nine cents per quart in the outlying districts. The cost of delivery has been done away with and this has been a big factor in cutting down the cost of milk to the consumer.

#### NEW MANAGER FOR TORONTO OFFICE RED ROSE TEA

George H. Campbell, who has been manager of the Toronto office for T. H. Estabrooks Co., Ltd., for the past 12 years, has resigned. His successor is L. C. Armstrong who will be going west in the near future from the head office in St. John, N.B. Mr. Armstrong is one of the oldest members of the Red Rose Tea staff. He happened to be in Halifax at the time of the disaster there and was rather seriously injured at the North Street Station. His escape was in a way rather miraculous as a man standing beside him was killed. Mr. Armstrong is recovering from his injuries and will go to Toronto just as soon as he is in a position to do so physically.

#### GIFT OF COCOA TO HALIFAX SUFFERERS

The Relief Committee at Halifax, N. S., has received a New Year's gift of 2,000 half-pound tins of cocoa from the Cowan Company, Ltd., of Toronto. Mr. R. T. MacIlreth, chairman of the Hal-

ifax Relief Committee, accepted the offer as a contribution to a worthy cause. The cocoa will provide 2,000 destitute families with a nourishing addition to the relief subsistence.

#### A SOB FROM THE U. S.

My Tuesdays are meatless,  
My Wednesdays are wheatless,  
I am getting more eatless each day;  
My home it is heatless,  
My bed it is sheetless,  
They are all sent to the Y.M.C.A.  
The bar-rooms are treatless,  
My coffee is sweetless,  
Each day I get poorer and wiser;  
My stockings are feetless,  
My trousers are seatless,  
My God, how I do hate the Kaiser!

#### A LIBERAL GIFT TO STRICKEN HALIFAX

The Quaker Oats Company, Peterborough, Ont., donated 100 cases of Quaker Oats for the sufferers in the Halifax disaster, as well as contributing \$6,750 in cash to the Relief Committee.

#### WANT PROHIBITION OF SLOT MACHINES

The Montreal Board of Control, for the second time within a year, has adopted a resolution asking the Federal authorities to prohibit the importation of slot machines into the Dominion. The Provincial Attorney-General has been asked to prevent the licensing of slot machines in Quebec province.

#### POTATO GROWERS FORMED INTO BIG ASSOCIATION

A provincial association of potato growers, with one branch in the north producing seed potatoes and the other in older Ontario buying the seed directly and co-operating in disposing of their crops, is the ultimate aim of the Advisory Potato Council of Ontario in the plans now being prepared to supplement the steps taken to introduce "standard" potatoes in Ontario. Arrangements are being made now to hold meetings in all the potato-growing districts of the province during the next three months to lay the potato production plans before the growers and to organize them into local co-operative units. It is hoped that in every centre enough farmers will be found at the outset ready to get together to buy through the Government standard inspected potatoes. These groups, while not definitely organized, will be co-operative in every way, and later on they will, it is expected, become the nucleus of a provincial association.

#### FOOD VALUE OF THE PEANUT

The peanut is a substantial food, according to the "Confectioner's Gazette," 6 ounces of shelled peanuts being said to possess a food value of 2.3 ounces of round steak, 5 ounces codfish, 1 ounce rice, 4.2 ounces rye bread, 35.5 ounces spinach, 5.6 ounces apples or 6 ounces bacon. The peanut is rich in fat, and also has mineral salts important in the diet, such as phosphorus, line, sulphur, and iron.

#### CIVIC HONORS IN ONTARIO FOR MANY GROCERS

##### The Grocery Trade Largely Represented on City, Town and Township Boards

A goodly number of grocers and general storekeepers figure in the lists of civic office-holders just appointed. The appointments to the mayoralty are as follows:—E. B. Reist, Preston, Ont.; A. M. McPhail, Uxbridge, Ont.; H. C. Davis, Dundas, Ont.; Wm. Hogg, Bridgeburg, Ont.

Among the aldermen appear the names of G. B. Drake and J. J. Harding, London, Ont.

The grocery trade is well represented among the Reeves of the different townships also: R. L. Nicholson, Lancaster, Ont.; M. J. Casselman, Morrisburg, Ont.; Neil McPhie, Parkhill, Ont.

Among the councillors are: C. S. Ewing and James Russell, Fergus, Ont.; M. J. Baker, Hastings; F. E. Buckingham, Kincardine; J. A. Porter, Lakefield; J. J. Hodgins, Lucan; E. Syer, Milton; C. S. Colquhoun, Morrisburg; D. LaBane, Oakville; W. W. Logan, Wm. Leary, Parkhill; S. R. Gendron, Penetanguishene; F. H. Brown, H. E. Martin, and T. J. McMahon, Port Hope; A. S. Rennie, Tillsonburg; J. W. Speers, Sault Ste. Marie; W. M. Ross, Jos. T. Myers, Bracebridge; H. Willse, J. P. Shepherd, Clinton; A. Raines, Essex.

#### ONTARIO R.M.A. EXECUTIVE APPOINTS REPRESENTATIVE ON FOOD REGULATION BOARD.

Every province in the Dominion is to be represented on the board to administer the proposed grocery regulations by a committee of three. At a meeting of the Ontario Board held in Toronto on Tuesday of this week the following merchants were appointed to represent Ontario on the committee:—B. G. Crabtree, Ottawa; D. W. Clark, Toronto; George Nairne, Windsor. It was also decided to divide the province into districts, with a secretary in charge of each district, the idea being to relieve the provincial secretary of a good deal of detail work, and to enable him to devote himself to other activities. It was also believed that this system would give the merchants of the Association a better service and would at the same time result in a limiting of expenditures.

The secretary of the Toronto section is J. M. Brayley, and of the Ottawa district, J. C. Campbell.

#### CODVILLE COMPANY, WINNIPEG, SUFFER LOSS BY FIRE

The Codville Company, Winnipeg, suffered a considerable loss when their premises were visited by fire at an early hour Tuesday morning. The fire started in the spice grinding room, and before it was under control damage estimated at \$10,000 had been done. The fire is believed to be due to spontaneous combustion.

## STAFF CONFERENCES

### CANADIAN MILK PRODUCTS HOLD SALESMEN'S CONFERENCE Representatives Present From Many Fields

The first annual meeting of the salesmen of Canadian Milk Products, Limited, Toronto, was held Thursday morning, December 27. The president of the company, B. A. Gould, reviewed the history of the milk powder business from its very beginning, giving particular attention to the history of the manufacture of milk powder in Canada which was begun in 1903. S. B. Trainer, secretary and treasurer of the company, gave a brief outline of the development of the selling organization and general sales campaign within the last few years.

B. D. Burford, manager of the Quebec Province branch of the business, brought with him to the head office of the company at 10 William Street, Toronto, his three Quebec Province salesmen, Conrad Dutrizac, Thomas S. Preston, and Arthur Martel. The Ontario salesmen, Walter E. Nolan, Frederick H. Whitcombe, Harry A. Davis and the two Toronto salesmen, Campbell K. Walker and Clarence Withers, also attended the conference.

George B. Levis, sales manager of the company, was not at the conference because of his having enlisted in the air service for the duration of the war. The good wishes of those at the conference were expressed as was also the hope for Mr. Levis's early return to again take charge of the sales organization. During Mr. Levis's absence H. J. Walker, who has recently been covering Western Ontario, has taken up some of the details of the sales department and S. B. Trainer is acting sales manager in Mr. Levis's absence.

On Friday, December 28th, the salesmen were taken to the new milk powder plant at Burford, Ont., where all of the processes and methods of producing milk powder from fresh liquid milk were described in detail.

The following day was taken up with discussing several phases of the business. New angles of the selling end were considered. The advertising campaign was also discussed, and there was a general feeling expressed in favor of the actual demonstration of the company's products in the retail stores.

#### Western Sales Conference

During the General Conference of the selling organization of W. H. Escott Co., Ltd., Winnipeg, held in Winnipeg during the week of December 24th, the products manufactured by one of their principals, Canadian Milk Products Limited, Toronto and Montreal, were discussed from various angles.

### MASON & HICKEY SALES CONVENTION

Salesmen and Principals Meet for Discussion of Trade Problems in Viceregal Suite at Royal Alexandra Hotel, Winnipeg

The annual sales convention of Mason & Hickey salesmen and principals was held last week in the viceregal suite at the Royal Alexandra Hotel, Winnipeg. The managers and salesmen commenced to arrive on Wednesday, but those from the Vancouver house were delayed in the mountains by a storm, arriving in time, however, for the opening session on Thursday morning. Both Mr. Hickey and Mr. Mason were present, together with the staffs from offices in Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, and Vancouver. Among the principals represented were the following: The Creamette Co., Minneapolis (J. T. Williams); King-Beach Mfg. Co., Mission City, B.C. (H. Beach); Crown Broom Works, Vancouver (Jas. Witcomb). Representatives of Procter & Gamble, Ltd., Hamilton, and other firms arrived early this week. All the above spoke at the convention.

J. T. Williams, general manager of the Creamette Co., Minneapolis, attended the convention on Saturday. He was the principal speaker on that day, and dealt with the manufacture of macaroni. Incidentally he told them that the participation of the United States in the war had had the effect of increasing the wheat acreage, and there was no question that they were going to have a wonderful increase in crop this year. Everybody was adopting the "Win-the-war" slogan. They realized that more wheat must be raised, and to that end everybody was co-operating with the Department of Agriculture. It is interesting to note that the Creamette Co. has recently made a shipment of their product to London, England.

Harry Beach, a director of the firm of King-Beach Co., makers of jams and preserved fruits, Mission City, B.C., addressed the salesmen on conditions in the jam business. Speaking to a CANADIAN GROCER representative later, Mr. Beach stated that they had had a very severe storm in the district where his plant is located, and when he left there was not a telegraph pole standing, and the countryside looked something like the picture taken at the front after a battle. There would be considerable damage, he stated, done to small fruits like raspberries, and the trade could expect the price of raspberry jam to be higher this year.

James Witcomb, of the Crown Broom Works, Ltd., Vancouver, addressed the convention on the broom business. This took more or less of a conventional complexion, as both salesmen and manufacturers were looking for information, the

former regarding the goods and the latter for information regarding sales.

Mr. Witcomb informed them that there had been a good corn crop, but that there was not enough long corn to work up all the short corn. He also stated that the quality of the corn was poor, owing to an early drought and late rain.

## New Goods Department

### NEW WINTER DRINK

E. L. Drewry Ltd., Winnipeg, have put a new drink known as "Tiz-Hot" on the market. This is a new winter drink. They state it is prepared from fruits and herbs. It is agreeable to the palate,



and is an every day drink that can be taken in all seasons. They claim that Tiz-Hot improves drinks just as sauce and salt improve food.

### HARTLAND, N.B., STORE DESTROYED BY FIRE

T. G. Carr, of Hartland, N.B., general merchant, suffered a loss of \$10,000 when his entire stock was destroyed by fire on January 3. He was partially protected by insurance. T. G. Simms' fruit store was burned out at the same time.

### FIRE DESTROYS N. B. BISCUIT FACTORY

Hamm Bros., St. John, lost their biscuit and confectionery plant and their temperance drinks plant (the latter operated as the Blue Ribbon Beverage Company) by fire on New Year's evening. Their loss will be between \$75,000 and \$80,000, and insurance carried was only \$17,000. They will commence the work of reconstruction as soon as possible, and expect to complete the work by July.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**I**NTEREST in the sugar market during the week centred around a further decline and the increasing of the differentials between the 100-pound bag basis and the smaller bags and cartons. Stocks of granulated sugar are not heavy as yet but demand has been correspondingly light. In some quarters there are fairly heavy stocks of yellow sugar.

In produce and provisions interest was manifested over the fact that margarine continues to be in good sale. There was some doubt at first as to whether or not the consumer would continue to use this commodity after having tried it once. Repeat orders give assurance that the commodity is meeting with favor and that it will continue to do so. Storage creamery butter and dairy butter were in weaker market as a result of the evident popularity of margarine. Storage eggs were in firmer market with advances recorded. Bacon shows a higher tendency in some centres.

Ontario flour has been advanced in price owing to the additional cost of bags. It is expected the matter of an additional tax on wheat will be settled this week by a conference at Ottawa. There was an upward tendency in bulk rolled oats and oatmeal during the week. The British Government is again in the market to purchase rolled oats and this is causing activity with the mills.

Revision in the upward direction on the prices of soaps has now been made quite general. Lines to show increases in price during the week include mustard, bird seed, brooms, tobacco, carbonate of soda, salt, oyster shells, baking powders, ammonia, yeast, lye, caustic soda, marmalade, jams, cotton clothes lines, cream of tartar in packages. Nuts showed an easier tendency in some quarters, owing to the desire to clear out existing stocks now that the holiday trade has passed. Trade in grocery lines has opened up well during the first few days of the new year.

## QUEBEC MARKETS

**M**ONTREAL, Jan. 8.—The week has been rather quiet in some lines and here and there inventories are being completed. On the other hand, several of the larger wholesale grocery houses report a considerable demand for many lines, and of course the staples are moving well, among these. There have not been a great many changes but these are being made here and there. Among those for the week there are the following:—One sugar refinery has reduced its price from \$9 to \$8.50 and another from \$9 to \$8.80. For sugar the demand is about normal, and these reduced prices do not seem to have made an increased enquiry. Laundry soaps have been marked up 60c a box. Self-raising flour has declined ten cents on the 6 lb. size and 5c on the 3 lb. size. Cotton bed cord is much higher. Gem lye is selling at an advance of sixty-five cents a case of 4 doz. tins. In view of the U.S. embargo against export of canned goods the prices of various lines of these may be marked up lightly. Molasses is very firm and spot stocks very

small. Live hogs are firm owing to light deliveries. Lard and shortening are also firm. Margarine is meeting with big sale. Oysters are up to \$3 at producing points and locally are \$2.50.

### Sugar Readjustment Affects Various Kinds

Montreal.

**SUGAR.**—There has been a weakening tendency to prices upon the part of two refineries within the past few days and there are now the three quotations:—Atlantic selling on a basis of \$8.90 per 100 lbs. for granulated, St. Lawrence and Canada Sugar Refineries at \$8.50, and Dominion Sugar Refineries at \$8.80. The latter company and the St. Lawrence both made reductions within the past week, St. Lawrence registering a drop of 50 cents per 100 lbs. and Dominion Sugar Refineries dropped 20 cents to \$8.80. There seems to be an ample supply here and jobbers report business as rather quiet, the lower prices not being any factor in stimulating sales. Supplies of raws are coming to hand slowly, some

claim, while on the other hand certain refiners have reported that no new raws are available just yet. It is also expressed that there will be little likelihood of a further decline for the present. Refiners state that new raws are not freely procurable as yet on the new price basis.

	100 lbs
Atlantic Sugar Company, extra granulated sugars, 100 lbs. ....	8 90
Acadia Sugar Refinery, extra granulated ....	8 50
St. Lawrence Sugar Refinery .....	8 50
Canada Sugar Refinery .....	8 50
Dominion Sugar Co., Ltd., crystal granulated .....	8 80
Special icing, barrels .....	70-9 05
Icing (25-lb. boxes) .....	10-9 40
Icing (50-lb. boxes) .....	90-9 20
Diamond icing .....	70-9 05
Yellow, No. 1 .....	8 10
Yellow, No. 2 (or Golden).....	8 00
Yellow, No. 3 .....	7 90
Powdered, barrels .....	60-8 95
Paris lumps, barrels .....	9 10
Paris lumps (50-lb. boxes).....	9 65
Paris lumps (25-lb. boxes).....	9 85
Crystal diamonds, barrels .....	9 10
Crystal diamonds (boxes 100 lbs.).....	9 10
Cut loaf (50-lb. boxes) .....	80-9 65
Cut loaf (25-lb. boxes) .....	60-9 85

For deliveries in Montreal City districts add 5c to above refinery price if purchased through wholesalers.

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs., and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels of 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

### New Prices Announced For Laundry Soaps

Montreal.

**LAUNDRY SOAP.**—The advance of 60 cents per box on various lines of laundry soaps is announced by the jobbing trade, and this makes a new high record. This follows the advances that are asked for various fats, and the cost of boxes and labor have undoubtedly been a factor in causing manufacturers to ask the increase. It applies to most of the standard lines carried by the wholesale jobbing houses. The range is now quoted at \$6.60 per case to \$6.75, according to quantity.

### Self-Rising Flour Down Ten Cents Per Dozen

Montreal.

**SELF-RAISING FLOUR.**—A decline is announced by jobbers in self-raising flour and this is represented in a ten cent lower price per case of one dozen, six pound packages. The former price of \$5.20 per dozen for this size is now \$5.10 and the 3 pound size is reduced from \$2.65 to \$2.60.

### Cotton Bed Cord Up Forty-Five To 80c Doz.

Montreal.

**COTTON BED CORD.**—A considerable advance has taken place in the price of cotton bed cord. This runs

from forty-five to eighty cents per dozen and is effective immediately. The 30 foot lengths selling previously at \$1.80 are now \$2.25; the 40 foot have advanced from \$2.25 to \$2.80 per dozen; the 50 foot formerly \$2.80 are \$3.50 and the 60 foot show the big advance of eighty cents per dozen, from \$3.40 to \$4.20 per dozen lines. This is in accord with the recent advances for cotton products.

### Lye For Soap Making Advances Sixty-Five Cents

PACKAGE LYE.—An advance has been made in the price of lye. This applies to Gem brand and the increase is represented by a ten cent raise on the 4 dozen case. The former prices ranged from \$4.25 per case to \$4.35 and the range has now been raised to \$4.90 to \$5.00. The range mentioned is essential in the matter of quantities asked for, some wanting broken and small lots, and others taking full cases.

### Will Recent Embargo Advance Canned Goods?

Montreal. CANNED GOODS.—The recently decreased embargo on canned goods as from the United States is still effective and if continued it may probably make some difference to Canadian dealers. Will the prices go higher? "There will likely be slight advances if the embargo continues," said a large dealer to CANADIAN GROCER. "This will depend, of course, on the extent and continuation of the embargo referred to." At present prices are maintained, and there is a fairly good demand at the following quotations:

<b>Salmon Sockeye—</b>	
"Clover Leaf," ½-lb. flats.....	2 45
1 lb. flat.....	4 00
1 lb. talls, cases 4 doz., per doz.....	3 75
½ flats, cases 8 doz., per doz.....	1 50
Chums, 1-lb. talls.....	1 80
Pinks, 1-lb. talls.....	2 40
Cohoos, 1-lb. talls.....	2 65
Red Springs, 1-lb. talls.....	2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.....	2 25
Canadian sardines (case).....	6 75
Norwegian sardines, per case of 100 "¼s".....	7 00
<b>Canned Vegetables—</b>	
Tomatoes, 3s.....	2 67½
Tomatoes, U.S. pack (2s).....	2 12½
Tomatoes, 2½s.....	2 50
Peas, standards.....	1 75
Peas, Early June.....	1 90
Beans, golden wax.....	1 85
Beans, Refugees.....	1 85
Corn, 2s. doz.....	2 35
Spinach (U.S.), 3s.....	3 00
Do., (U.S.), gallons.....	10 00
Corn (on cob, gal. cans), doz.....	8 50
Red raspberries, 2s.....	2 90
Simcoos.....	2 75
Red cherries, 2s.....	2 60
Strawberries, 2s.....	3 00
Blueberries, 2s. doz.....	1 85
Pumpkins, 2½s.....	1 60
Pumpkins, 3s.....	1 75
Pumpkins (gallon), doz.....	6 00
Carrots, sliced, 2s.....	1 45
Apples (gallons).....	5 00
Peaches, 2s (heavy syrup).....	2 00
Pears, 3s (heavy syrup).....	2 45
Pineapples, 1½s.....	2 25
Greengrass plums (light syrup).....	1 90
Lombard plums (heavy syrup), 2s.....	1 70

### Dried Fruits Quiet; Spot Stocks Limited

Montreal. DRIED FRUITS.—With the holiday season over trade for certain lines is confined to a limited compass. Thus there is a decreased sale for lines of dried fruits, and while stocks are not as large as usual, it is stated that there is an ample supply to meet needs. Of course the scarcity of raisins and figs is still marked, and dates are almost unobtainable. Of the latter a large shipment is reported as having reached New York. In view of the shortage everywhere it is stated that none of these are likely to reach the Canadian market. The demand for the more staple lines is just about normal, prunes, apricots and dried apples, and cooking figs also, being in favor.

Apricots.....	0 25
Apples (evaporated).....	0 25
<b>Drained Peels—</b>	
Citron.....	0 35
Lemon.....	0 27½
Orange.....	0 28½
<b>Raisins—</b>	
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25; 4-crown cluster, \$3.75; 6-crown.....	4 00
Muscatsels, loose, 2 crown.....	0 11
Muscatsels, loose, 3-crown, lb.....	0 11½
Muscatsels, 4-crown, lb.....	0 12
Cal. seedless, 16 oz.....	0 14
Cal seedless (new).....	0 16
Fancy seeded, 16 oz. pkgs.....	0 13
Choice seeded, 16 oz. pkgs.....	0 12
Valencias, selected.....	0 11
Valencias, 4-crown layers.....	0 11½
Currants, old.....	0 24
Do., new.....	0 32
Figs (new), 100 to case.....	11 00
Figs (layer), 10-lb. boxes.....	2 25
<b>Prunes—</b>	
California, 40-50s.....	0 13½
25-lb. cases, 50-60s.....	0 13
60-70s.....	0 12½
70-80s.....	0 12
80-90s.....	0 11
90-100s.....	0 10
Oregon, 30-40s.....	0 15½
40-50s.....	0 15¾
50-60s.....	0 12¾

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

### Corn Syrups Selling On Recent New Basis

Montreal. MOLASSES AND SYRUPS.—On the basis of the new prices announced last week in CANADIAN GROCER, corn syrups continue to sell in fair quantities. There has been no marked change in conditions usually prevailing at this time of the year and trade is just fair. In the matter of corn prices, these are said to be firm. In the Chicago market, for instance, prices are firmly held owing to the short deliveries, and the smaller stocks to hand there have given a strong undertone. In the molasses market there is an active and marked strength, in fact there is more inclination to buy than to sell, jobbers claim. This condition refers, of course, to import stocks. The spot stocks are quite depleted, but some supply of a limited nature, of "Island of Montreal" is reported as being available in the very near future. Prices on molasses are firmly held, these being high, and with firmer undertone than ever.

<b>Corn Syrup—</b>	
Barrels, about 700 lbs.....	0 07
Half bbls. or quarter bbls., ¼c per lb. over bbls.	0 07½
Kegs.....	0 07½
2-lb. tins, 2 doz. in case, case.....	4 65
5-lb. tins, 1 doz. in case, case.....	5 20
10-lb. tins, ½ doz. in case, case.....	4 95
20-lb. tins, ¼ doz. in case, case.....	4 90
2-gal. 25-lb. pails, each.....	2 15
3-gal. 38½-lb. pails, each.....	3 25
5-gal. 65-lb. pails, each.....	5 25

<b>Prices for Fancy, Choice, Island of Montreal</b>	
<b>Barbadoes Molasses—</b>	
Puncheons.....	0 86
Barrels.....	0 89
Half barrels.....	0 91

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.  
Cane Syrup (Crystal Diamond)—  
2-lb. tins, 2 doz. in case, per case.....  
Barrels, per 100 lbs.....  
Half barrels, per 100 lbs.....

### Present Nut Market Quiet And Unchanged

Montreal. NUTS.—Since December closed there has been a quieting of condition as applying to the nut markets. Supplies have been ample to carry the retailers along for the immediate present and at this writing new business is very small and confined. Of peanuts the supply seems limited and the quality is quite poor. In primary centres there is a firm tone to prices, generally.

Almonds (Tara), per lb.....	0 20	0 24
Almonds (shelled).....	0 42	0 43
Almonds (Jordan).....	0 70	
Almonds, Valencia, shelled.....	0 44	0 46
Almonds, soft shelled Tarragonas.....	0 21½	0 22½
Brazil nuts (new).....	0 14	0 18
Brazil nuts (med.).....	0 15	0 17
Filberts (Steily), per lb.....	0 19	0 21
Filberts, Barcelona.....	0 17½	0 18½
Hickory nuts large an small, lb.....	0 10	0 15
Peanuts, Bon Ton.....	0 15½	0 16½
Peanuts, "Diamond G".....	0 15	0 16
Peanuts (coon), per lb.....	0 12½	0 13½
Peanuts (Jumbo), per lb.....	0 16	0 20
Peanuts, shelled, Spanish, No. 1.....	0 17	
Peanuts, shelled, Virginia, No. 1.....	0 16	
Do., No. 2.....	0 14	
Pecans (new Jumbo), per lb.....	0 21	0 25
Pecans, New Orleans, No. 2.....	0 21	0 24
Pecans "paper shell," extra large Jumbo.....	0 40	
Pecans (shelled).....	0 30	
Walnuts (Greenoble).....	0 23	
Walnuts (new Naples).....	0 16	0 18
Walnuts (shelled).....	0 57	0 58
Walnuts (Marbota), in bags.....	0 22	0 24
Walnuts (California), No. 1.....	0 24	

### Maple Syrups And Honey Sell In Small Volume

Montreal. HONEY, MAPLE PRODUCTS.—The same tendency to buy in small lots still characterizes the honey market. There are no great quantities held on spot and the deliveries coming forward are of a light character. Consequently prices are firmly held, with little promise of their being lower. It is likely that stocks in retailers' hands will move out better now and the jobber's supply will be more readily absorbed. In the matter of maple products, it is to be said that trade is just normal. Maple syrup is popular with many and supplies are such as to take care of the present needs. Prices are maintained as follows:—

<b>Honey—</b>	
Buckwheat, 5-10 lb. tins, lb.....	0 17
Buckwheat, 60-lb. tins, lb.....	0 16½
Clover, 5-10 lb. tins, per lb.....	0 19½



Clover, 60-lb. tins .....	0 19	
Comb, per section .....	0 21	
<b>Maple Product—</b>		
Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins .....	1 35	1 45
Sugar, in blocks, per lb.....	0 19	0 20

### *Bean Supplies Better But Market Is Quiet*

**Montreal.**

BEANS.—There is a better supply of beans in dealers' hands now than has been reported for some time. This is probably due to a lesser demand, and retailers having stocked up well have been able to take care of their trade without further replenishing. There is the regular trade, of course, and sales are being made of limited quantities. One large importer states that there are no supplies available as yet, of Ontario grown stock. Some are expected to arrive this week, and the quality will be the only point of additional interest. This has been affected in many parts by the wet weather, and it is yet to be determined what supplies will be like when received.

**Beans—**

Canadian, hand-picked .....	10 50	
Ontario, new crop, 3 to 4 lbs..	8 15	
British Columbias .....	8 16	
Do., in 100-lb. sacks, gross,		
per 100 lbs. ....	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 50	
Canadian, 5-lb. pickers .....	7 40	8 00
Michigan, 3-lb. pickers .....	10 00	
Michigan, hand-picked .....	10 50	
Yellow Eyes, per lb. ....	0 14	
Rangoon beans, per bush. ....	7 50	
Lima, per lb. ....	0 20	
Chilean beans, per lb. ....	0 14½	
Manchurian white beans, lb..	0 15	
South American .....	5 20	
Peas, white soup, per bush. ....	5 00	5 50
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs..	6 25	7 25
Barley, pearl, per bag 98 lbs. ....	7 50	8 00

### *Immediate Rice Needs Limited; Price Holds*

**Montreal.**

TAPIOCA, RICE.—There is little business passing aside from the routine amount of a sorting nature. Stocks seem to be ample to meet present needs. Grocers and provision men handling this line have been buying as wanted in many instances and there is the usual request for odd lots when other lines are ordered. The primary situation continues to be firm, but even there conditions are quiet.

Tapioca is selling in limited amounts at maintained prices.

Carolina .....	10 00	11 00
"Texas," per 100 lbs. ....	9 50	
Patna (good) .....	9 40	
Siam, No. 3 .....	8 00	8 50
Siam (fancy) .....	8 75	
Rangoon "B" .....	7 80	
Rangoon "B," 200-lb. lots .....	7 70	
Rangoon CC .....	7 60	
Packling rice .....	7 70	
Tapioca, per lb. ....	0 15	0 16
Tapioca (Pearl) .....	0 15	0 16

### *Initial Tea Orders For 1918 Encouraging*

**Montreal.**

TEA.—While it cannot be claimed that there is a large volume of trade, it is nevertheless satisfactory for this early part of the season. Stocks seem to be reasonably good, and this will be a satisfaction, because of the great uncertainty

of deliveries from now on. Covering last year's business, one large importer reports that collections are good, in fact that they are fully satisfactory. Some boats are being taken off Pacific routes and this will only serve to accentuate the present shortage of freight space. At import points there small trading, but the same is characterized by a strong undertone. Prices remain as quoted herewith.

Pekoe, Souchongs, per lb. ....	0 38	0 40
Pekoes, per lb. ....	0 40	0 46
Orange Pekoes .....	0 43	0 50

### *Local Coffee is Firm; Primary Tendency Higher*

**Montreal.**

COFFEE.—Jobbers seem to be securing what they consider a round number of orders for coffee, that is, for this season of the year. The local prices are maintained and stocks are fairly good. In the primary centres there has been a decided upward tendency. This is traceable to liberal trading which has been in evidence, sales being very frequent to ready bidders. This upward tendency has characterized both the spot as well as the future markets and with this condition obtaining it is likely that a firm undertone will continue here while the outside firmness is maintained.

**Coffee, Roasted—**

Bogotas, lb. ....	0 28	0 32
Jamaica, lb. ....	0 23	0 25
Java, lb. ....	0 33	0 40
Maracaibo, lb. ....	0 23	0 24
Mexican, lb. ....	0 28	0 29
Mocha, lb. ....	0 34	0 37
Rio, lb. ....	0 19½	0 20
Santos, Bourbon, lb. ....	0 24	0 25
Santos, lb. ....	0 23	0 24
<b>Cocoa—</b>		
Bulk cocoa (pure) .....	0 30	0 35
Bulk cocoa (sweet) .....	0 25	

### *Good Spice Enquiry For Present Delivery*

**Montreal.**

SPICES.—While the movement of spices is rather limited, it is notable that orders for sorting are coming well to hand. These indicate that dealers are carrying in rather limited lots, and they are replenishing their shelves more frequently. Spot stocks here are reasonably good, but it seems that in the United States points these are lighter than is usual for this time of the year. To make comparisons with other seasons is impossible, for never have such conditions confronted importers. The import difficulties and a likelihood of their continuance will give dealers as well as importers some anxious thoughts. Prices are as follows.

	5 and 10-lb. boxes	
Allspice .....	0 16	0 18
Cassia .....	0 25	0 30
Cayenne pepper .....	0 28	0 35
Cloves .....	0 70	0 70
Cream of tartar .....	0 70	0 80
Ginger, pure .....	0 25	0 35
Ginger, Cochin .....	0 25	0 25
Ginger, Jamaica .....	0 30	0 35
Mace .....	0 80	1 00
Nutmegs .....	0 40	0 60
Peppers, black .....	0 35	0 38
Peppers, white .....	0 40	0 45
Pickling spice .....	0 22	0 25
Tumeric .....	0 21	0 23
Cardamon seed, per lb., bulk.....	2 00	
Caraway, Dutch, nominal .....	0 75	

Cinnamon, China, lb. ....	0 22	0 25
Cinnamon, per lb. ....	0 25	0 35
Mustard seed, bulk .....	0 25	
Celery seed, bulk .....	0 46	
Shredded cocoanut, in palls.....	0 21	0 23
Pimento, whole .....	0 12	0 14

For spices packed in cartons add ½ cent a lb. and for spices packed in tin containers add 10 cents per lb.

### *Oranges Up Again; Cabbage Also Higher*

**Montreal.**

FRUITS AND VEGETABLES.—Somewhat quieter conditions have marked the fruit and vegetable market for the past week. The holiday demand was good and it is presumed that many have ample stock to tide them over for a few days or even a couple of weeks. There have been few changes in the prices of fruits. California oranges are higher. There is a scarcity of these and the extremely cold weather has also served to hold shipments back. Locally the price has advanced and Sunkist variety 1's are quoted at \$7 a crate. Montreal cabbage is higher by 50c per bbl. and cauliflower is down 25c. California celery is firm in price. Lettuce holds firmly at \$1.75 for the 2 doz. crate, plain, and \$2.25 per crate for the curly. Horseradish is up 5c per lb.

Bananas (fancy large), bunch...	3 50	4 00
Oranges, Valencia (lates) .....	5 00	5 75
Oranges, Porto Rico .....	3 75	4 25
Oranges, California .....	5 75	7 00
Grape fruit .....	3 50	5 00
Lemons (fancy new Messina)....	6 00	7 00
Grape fruit (fancy Jamaica)....	3 75	
Pineapples, Cuban, grate .....	5 00	
Grapes, Malaga, 40-lb. kegs, lb..	0 40	
Grapes, Malaga (keg) .....	7 00	7 50
Grapes, Niagara (heavy wghts.		
tinted), per keg .....	7 00	
Grapes, Niagara, medium .....	6 50	
Tokay grapes, crate .....	2 75	
Pears (California) .....	4 50	
Cocoanuts (sack) .....	7 25	
<b>Apples, (bbls.)—</b>		
Wealthy, No. 1 .....	7 00	7 50
Fameuse .....	8 00	8 50
McIntosh Red .....	8 00	
Ben Davis .....	5 50	5 50
Gravensteins .....	5 50	6 50
Greenings .....	7 00	7 50
Blenheim .....	5 00	5 50
Kings .....	6 00	7 00
Pears (eating) .....	2 50	4 00
Cauliflower (California), crate..	2 50	2 75
Cabbage, Montreal, per bbl.....	2 25	
Cabbage, Montreal, doz.....	1 00	
Celery, Canadian, per doz.....	0 50	1 00
Celery, crates, 7 doz. (Ontario)..	5 00	
Celery, California .....	6 50	7 00
Onions, Canadian, bag .....	2 00	2 25
Onions, red, 100-lb. bag.....	2 00	3 50
Spanish onions, half cases .....	2 25	
Spanish onions, large crate .....	5 00	5 50
Potatoes (sweet), per hamper....	2 50	4 50
Carrots, bag .....	0 90	1 00
Beets, bag .....	1 00	
Parsnips .....	1 25	
Turnips (Quebec), bag .....	1 00	
Turnips (Montreal), bag .....	0 75	0 90
Lettuce, Boston, hothouse (2 doz.		
in box) .....	1 75	
Lettuce, curly (4 doz.), box .....	2 25	
Tomatoes, pound .....	0 30	
Horse radish, per lb. ....	0 30	
Beans, wax, bag, U.S. ....	7 00	
Beans, green, bag, U.S. ....	7 00	
Leeks, per doz. ....	2 50	3 00
Parsley, doz. ....	0 50	
Parsley, Bermuda, doz. ....	0 70	
Mint, doz. (American) .....	0 40	
Watercress, doz. ....	1 25	
Watercress (Canadian) .....	0 50	
Spinach (Canadian), box .....	1 00	
Spinach (American), bbl.....	7 00	
Eggplant, per doz. ....	2 00	
Sprouts, Brussels, Canadian, qt.	0 15	
Sprouts, Brussels, American, qt.	0 21	0 30
Garlic (Canadian), lb. ....	0 20	0 25
Endive (Canadian), lb. ....	0 25	
Dried thyme, dried savory, dried		
marjoram, box .....	1 00	
Dried Savory box .....	1 00	
Cucumbers, Boston, doz. ....	2 50	2 75

Peppers, per bkt. ....	1 25
Holly, doz. ....	2 00
Cranberries, per bbl. ....	15 50
Cranberries (Cape Cod), bbl. ....	20 00
Cranberries (new), small size, per bundle ....	1 50

**Demand Still Great  
For All Flour Products**

**Montreal.**  
**FLOUR AND FEEDS.**—Now that the temporary embargo on all grain shipments is lifted, millers have been enabled to resume their operations again and overtake to some extent the orders that have been accumulating. It would seem, after a general survey of the conditions, that there is every reason to expect a continuation of the short supply situation as affecting both flour and feeds. This is undoubtedly the case while one of the largest milling concerns in Canada told CANADIAN GROCER that their travellers were off the road and that he understood other milling houses had called their men in. Orders are filed for attention, and in some cases these are far behind. Strong demand continues for feeds and prices are firm. The new law relative to the 20 pound minimum sack of flour has served to accentuate the present demand for this size. Western farmers are fighting hard against the proposed increase in freight rates. Oats are in strong position with prices somewhat higher.

<b>Manitoba Wheat Flour—</b>	Car lots	Small lots
First patents .....	11 60	11 80
Second patents .....	11 10	11 30
Strong bakers .....	10 90	11 10
<b>Winter Wheat Flour—</b>		
Fancy patents .....	11 25	.....
90% in wood .....	10 50	10 75
90% in bags .....	5 20	5 30
Bran, per ton .....	35 00	.....
Shorts .....	40 00	.....
Special middlings .....	50 00	51 00
Feed flour .....	61 00	75 00
Feed oats, per bushel .....	1 00	1 02

**Rolled Oats Very Firm;  
Cereals Selling Well**

**Montreal.**  
**CEREALS.**—A good normal demand characterizes the situation on all cereals and for some lines there is a better demand than for others. Rolled oats are in a continued strong position and some have marked quotations upward slightly. This is due to the stronger tendency for oats and the better grades are becoming very much scarcer. Cornmeal and barley as well as the special lines of flour in the following list are maintained at prices quoted, with sales about normal.

Barley, pearl .....	6 90	8 00
Barley, pot, 98 lbs. ....	5 25	6 50
Corn flour, 98 lbs. ....	6 50	7 00
Cornmeal, yellow, 98 lbs. ....	5 90	6 60
Graham flour, 98 lbs. ....	5 60	5 75
Hominy grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	7 00	7 75
Oatmeal, standard, 98 lbs. ....	5 75	6 00
Oatmeal, granulated, 98 lbs. ....	5 75	6 00
Peas, Canadian, boiling, bush. ....	5 00	5 50
Split peas .....	11 00	11 25
Rolled oats, 90-lb. bags .....	5 15	5 50
Whole wheat flour, 98 lbs. ....	5 60	5 75
Rye flour, 98 lbs. ....	5 25	5 60

**Fine Salt Advances  
Both In Bag And Barrel**

**FINE SALT.**—There is a recorded advance in the price of fine salt. This

affects all lines as contained in the sacks and in barrels, and it is explained by the higher prices obtaining for containers. Changes apply to the Canadian product and these are some of the new prices: 200 lb. bags have been increased from \$1.95 to \$2.10; 50

lb. sacks, 60c to 65c. The small sacks, put up in barrels are advanced as follows:—Barrels containing 120-2½ lb. bags, from \$4.70 to \$5.60; barrels with 100-3 lb. bags from \$4.60 to \$5.50 and those containing 60-5 lb. bags are advanced from \$4.35 to \$5.05.

**ONTARIO MARKETS**

**TORONTO, Jan. 9.**—The week has been notable in the number of price movements that have taken place in this market. There has been a general upward movement on the part of all soap prices, following the announcement of higher prices by some manufacturers last week. Lines in which advances have been made include bird seed, mustard, brooms, carbonate of soda, salt, plug tobacco, oyster shells, yeast, lye, baking powder, soda, custard powder, ammonia, cotton clothes lines. Sugar has declined in price. There is a very promising condition for business at the opening of the new year. One concern reports that their trade has opened so well that they have been deluged with orders. This was partly attributable to a new selling arrangement with their sales staff. Stock-taking is now completed and wholesalers are again in their stride for the new year's business.

**Other Refiners Down;  
Differentials Increased**

**Toronto.**  
**SUGAR.**—The St. Lawrence Sugar Refining Company announced a decline of 50c per hundred during the week. This now makes the basis for Canada Sugar Refining Company and above company the same. Differentials on certain packages of sugar have been increased. In 20-lb. bags there has been an increase of 5c, which makes the advance over 100-lb. bags 20c. In 10-lb. gunnies the advance is 30c over 100-lb. bags, which is an increase of 10c. In 2-lb. and 5-lb. cartons the differential has been increased 10c per 100, making them now 40c over 100-lb. bags. The advance has been occasioned through the higher cost of packages. There are fairly heavy stocks of yellow sugar in some quarters, which is being sold on the basis of \$8.14 per hundred. Canadian refiners have been securing stocks of new-crop raws through the International Sugar Committee, as purchases were announced on Thursday of last week of 1,700 tons of San Domingo sugars and 6,000 bags of Perus, both on the basis of 4.79c per pound on cost, insurance and freight basis. These sugars were still afloat at the time of purchase. With the arrival of these stocks the Canadian situation should be improved greatly. There is a decidedly easier tone to the market, as will be seen through the recent declines. H. A. Himeley, the Federal Sugar Refining Company's correspondent in Cuba, states the reports concerning the yield of sugar are very conflicting. Some factories have a good yield, while other factories not far distant have very poor

ones. There are now 77 centrals grinding on the Island. Two factors are operating to hold up the free shipment of raw sugar into the Eastern United States, namely, the shortage of tonnage, which in turn has been caused largely through the light supplies of bunker coal. The second factor is delays incident to failure of prompt ratification of import licenses.

Atlantic extra granulated .....	9 04
St. Lawrence, extra granulated .....	9 14
Acadia Sugar Refinery, extra granulated. ....	.....
Can. Sugar Refinery, extra granulated... ..	8 64
Do., No. 1 yellow .....	8 24
Dom. Sugar Refinery, extra granulated.. ..	9 14
Yellow, No. 1 .....	8 74
Special icing, barrel .....	9 34
Powdered, barrels .....	9 24
Paris lumps, barrels .....	9 84
Assorted tea cubes, boxes .....	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 20c per 100 lbs.; 30c per 100 lbs. in 10-lb. gunnies, and 40c per 100 lbs. in 5-lb. cartons, and 40c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

**Soaps Make General  
Movement Upward**

**Toronto.**  
**SOAPS, SOAP POWDER, AND AMMONIA.**—Following the advance announced last week in these columns there has been a general movement to higher levels on all laundry soap prices. Borax and Surprise soap chips have been advanced 25c per case, and are now quoted at \$2.50. Tip-top soap chips are quoted at \$6.25, while Dingman's soap chips 40's are quoted at \$3 per box. Handy ammonia in new style packing, 72 small to case, are now quoted at \$2.85 per case, while the 36/10c size has been reduced to \$2.70 per case. Star ammonia, 72/5c size, is now quoted at \$2.85, while in five-case lots the price is \$2.70 per case. Following are the prices on the various lines of soaps for quantities:

	1 case	5 cases	10 cases
Sunlight, Sun- fort, Gold, Com- Taylor's			
Borax .....	\$ 6 75	\$ 6 70	\$ 6 60
Lifebuoy .....	6 15	6 10	6 00
Electric .....	6 15	6 10	6 00
Puritan .....	3 75	3 75	3 75
1899 .....	3 75	.....	.....
Challenge .....	4 60	4 55	4 50
Ivory, 6-oz. ....	6 00	5 95	5 90
Ivory, 10-oz. ....	10 40	10 35	10 30
Lenox .....	5 80	5 75	5 70
P. & G. White Naphtha. ....	6 60	6 55	6 50

**Mustard, Bird Seed,  
Brooms, Shell Higher**

**Toronto.**  
**MUSTARD, BIRD GRAVEL, BROOMS, SHELLS.**—An advance of 6c per pound has been registered in the price of Keen's mustard, which now makes the price of

4-oz. size 74c per pound; 8-oz., 71c per pound; 16-oz., 70c per pound; 4-lb. jars at \$1.75. Brock's bird gravel has been advanced in price, so that the 10c line is now quoted at 90c per dozen, while the 5c line is selling at 45c. Brooms are in very strong market, an advance of 50c per dozen having been recorded during the week. For the 20-lb. 4-string the price is now \$8 per dozen; 23-lb. 5-string, \$8.50 dozen; 25-lb. 5-string, \$9 dozen. At time of writing there is a strong situation in Jello, which indicates that an advance is highly probable. This line is now quoted at 90c per dozen, but in all probability will advance to at least \$1. Oyster shells have been advanced to \$1 per bag. Carbonate of soda has been advanced to 5c per pound, which now makes the selling price in kegs \$4.25.

**Salt And Plug Tobacco Advances**

**Toronto.**  
**SALT, TOBACCO.**—Substantial increases have been registered in the price of salt in barrels, bags and packages. Following are prices which now prevail: Barrels—120/2½s, country \$5.75, city \$6; 60/5's, country \$5.10, city \$5.35; 48/7's, country \$5, city \$5.25; 15/20's, country \$4.50, city \$4.75; barrels, 280 lbs. fine, country \$2.25, city \$2.50. Bags—50 lbs. coarse, country 65c, city 70c; 50-lb. fine, country 55c, city 60c; 50-lb. dairy, country 85c, city 90c; 200-lb. ice cream, country \$1.50, city \$1.60. Packages of Regal salt, 24/10c size, is quoted at \$1.80 per box, while packages of Purity, 24/10c size, are quoted at \$1.80 per box. Higher prices have been recorded on T. & B. plug tobacco as follows: 10c plug, large cads, 204 plugs, \$8.50 per 100 plugs, or \$17.34 per cad; 10c plug, small cads, 72 plugs, \$8.60 per 100, or \$6.19 per cad; 20c plug, large size cad, 102 plugs, \$17 per 100, or \$17.34 per cad; 20c plug, small size cads, 54 plugs, \$17.20 per 100, or \$9.29 per cad; 30c plug, large size cads, 68 plugs, \$25.50 per 100, or \$17.34 per cad; 30c plug, small size cads, 46 plugs, \$5.80 per 100, or \$11.87 per cad.

**Baking Powder, Soda, Custard Powder Higher**

**Toronto.**  
**BAKING POWDER, SODA, YEAST, LYE.**—A general advance has been recorded in the price of baking powder, and the following are the prices prevailing on the various brands: Magic—60/2 oz., 75c dozen; 48/4 oz., \$1.15 dozen; 48/6 oz., \$1.60 dozen; 48/8 oz., \$2.15 dozen; 48/12 oz., \$2.65 dozen; 24/12 oz., \$2.70; 48/16 oz., \$3.40 dozen; 24/16 oz., \$3.45 dozen; 2½-lb. tins, \$8.30 dozen; 5-lb. tins, \$15.10 per dozen. Assorted cases of 24/6 oz., 12/12 oz., 12/16 oz., \$9.20 per case. Caustic soda in cases of 20/5-lb. tins is quoted at 15c per pound. Magic soda, 100/10 oz. packages, is quoted at \$4.35 per case in single cases, and \$4.25 in five-case lots. Royal Baking Powder—48/2 oz., 95c dozen; 48/4 oz., \$1.65 dozen; 36/6 oz., \$2.45 dozen; 24/12 oz., \$4.65 dozen. Cleveland Bak-

ing Powder—48/2 oz., 90c dozen; 48/4 oz., \$1.65 dozen; 36/6 oz., \$2.45 dozen; 24/12 oz., \$4.65 dozen. Dr. Price Baking Powder—36/6 oz., \$2.45 dozen; 24/12 oz., \$4.65 dozen. Harry Horne's custard powder has been advanced and in cases of 72/5 oz. tins is quoted at \$1.20 per dozen and 24/15 oz. tins at \$3 per dozen. Royal yeast is now quoted at \$1.50 per box. Gillett's lye in single cases is quoted at \$5.45 and in three-case lots at \$5.35 per case.

**Corn Syrup Holds At Recent Decline**

**Toronto.**  
**MOLASSES, SYRUP.**—The market for corn syrup holds steady at the decline recorded last week. With the advent of the new corn the manufacturers have been disposed to lower the price. Molasses as yet shows no signs of weakening from its strong position. Demand for these commodities is reported fair at this season of the year.

<b>Corn Syrup—</b>		
Barrels, per lb.	.....	0 07
Cases, 2-lb. tins, 2 doz. in case	.....	4 65
Cases, 5-lb. tins, 1 doz. in case	.....	5 20
Cases, 10-lb. tins, ½ doz. to cs.	.....	4 95
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, second grade, lb.	.....	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30	5 75
<b>Molasses—</b>		
Fancy Barbadoes, barrels	0 90	0 92
Choice Barbadoes, barrels	0 80	0 82
West India, ½ bbls., gal.	0 56	0 58
West India, 10-gal. kegs.	.....	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	.....	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	.....	5 65
Tins, 2-lb., baking grade, case 2 doz.	.....	3 00
West Indies, 1½, 48s.	.....	5 00
West Indies, 2s, 36s.	.....	4 00

**Marmalades And Jams Show Higher Range**

**Toronto.**  
**CANNED GOODS.**—Smith's jams have been advanced in price, and raspberry, 24/16 oz., are now quoted at \$3.30 per dozen; black currant, 24/16 oz., at \$3.30 per dozen; strawberry, 24/16 oz., at \$3.40 per dozen. Pure orange marmalade is also among the lines of canned goods to advance, 12-oz. now being quoted at \$2.25 per dozen, 16-oz. at \$2.85 per dozen, 22-oz. at \$3.65 per dozen, 4-lb. tins at 74c, and 30-lb. pails at 17c per pound. American canned tomatoes, 2½-lb. size, have reached the market and are quoted at \$2.65 per dozen. There is very little activity in the market for canned goods at the present time. Some California canned fruit is expected to reach the market in the near future.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

<b>Salmon—</b>		
Sockeye, 1s, doz.	3 85	4 25
Sockeye, ½s, doz.	2 25	2 35
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	.....	2 25
Do., ½s, doz.	.....	1 85
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 75	1 90
Cohoos, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	.....	3 15
White springs, 1s, dozen	2 25	2 35
Lobsters, ½-lb., doz.	3 10	3 25

<b>Canned Vegetables—</b>		
Beets, 3s	1 80	2 30
Tomatoes, 2½s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 87½	2 02½
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	.....	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 35	2 50
Pumpkins, 2½s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	.....	1 75
Plums, Green Gage	.....	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 30
Do., black currant, 16 oz.	2 90	3 30
Do., strawberry, 16 oz.	3 00	3 40
Do., peach, 16 oz.	2 35	2 85
Do., plum, 16 oz.	2 35	2 85
Do., raspberry, 4-lb. tin	0 77	0 83
Do., black currant, 4-lb. tin	0 74	0 77
Do., strawberry, 4-lb. tins	0 80	0 83
<b>Preserved Fruits, Pint Sealers—</b>		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	.....	3 45
Red currants, doz.	.....	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

**Package Dates Are In Easier Market**

**Toronto.**  
**DRIED FRUIT.**—Dried fruit brokers report that shipments of dried fruit during the closing weeks of the old year were much better than they had been for some time previous. One broker states that his concern has received about 85 per cent. of fruit scheduled for delivery up to this time. He considered his concern was perhaps more fortunate in this respect than some others. Raisins are now in better supply. The fact that consumption was restricted somewhat through light supplies at the beginning of the season may mean that heavier supplies will be available in the spring months. If consumption does not take place in its natural time, that consumption is largely lost, as there is only so much used in a given period. An easier condition prevails in the market for Excelsior package dates; a decline of 20c per case has been registered in the primary market at New York during the week. Supplies of Dromedary dates are light, but shipments are expected to reach the local market within ten days, as steamer has arrived in New York carrying supplies. Confirmation has been received that the S.S. Ionia was sunk by torpedo on December 13. This steamer had on board a considerable shipment of Greek currants. Large sizes of prunes are very scarce. The United States Government has commandeered all 50-60's and 60-70's, and it is rumored that there is likely to be further commandeering of sizes 70-80's and 80-90's for the British Government. The only sizes available if this takes place will be the small sizes, 90-100's. Any available stocks of dried fruit are moving fairly freely at the present time.

Apples, evaporated	0 24	0 24½
Apricots, unpitted	.....	0 16½
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	.....	0 30
Canned Peels, American—		

Lemon	0 23	0 35
Orange	0 30	0 37
Citron	0 35	0 45
<b>Currants—</b>		
Filiatras, per lb.	0 26	0 28
Australians, lb.		
<b>Dates—</b>		
Excelsior, pkgs., 3 doz. in case	4 50	4 95
Dromedary dates, 3 doz. in case		6 00
<b>Figs—</b>		
Taps, lb.		
Malagas, lb.		
Cal., 6 oz., doz.		
Cal., 10 oz., doz.		
<b>Prunes—</b>		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 16½	0 17
50-60s, per lb., 25's, faced		0 14½
60-70s, per lb., 25's, faced	0 13	0 14
70-80s, per lb., 25's, faced	0 12¾	0 13¼
80-90s, per lb., 25's, unfaced	0 12	0 12½
90-100s, per lb., 25's, faced	0 10½	0 11¾
<b>Peaches—</b>		
Standard, 25-lb. box		0 15¾
Choice, 25-lb. boxes	0 16½	0 18
Fancy, 25-lb. boxes		0 22
<b>Raisins—</b>		
California bleached, lb.	0 14½	0 15½
Valencia, Cal.	0 06	0 10½
Valencia, Spanish		
Seeded, fancy, 1-lb. packets		0 12½
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 14½	0 15½
Seedless, screened, lb.	0 14½	0 15½

*Some Indians And Ceylons Easier*

**Toronto.**  
**TEAS.**—In one quarter there was a disposition to quote slightly lower on pekoes of India and Ceylon teas, the range being from 38c to 46c for good medium grades. There is a fairly good movement of teas, but there is no heavy buying, the movement being of a hand-to-mouth nature. Stocks of Java teas are still fairly heavy, and this is having a slightly depressing effect on the market.

<b>Ceylon and Indias—</b>		
Pekoe Souchongs	0 36	0 38
Pekoes	0 38	0 46
Broken Pekoes	0 46	0 48
Orange Pekoes	0 48	0 50
Broken Orange Pekoes	0 50	0 52
<b>Javas—</b>		
Broken Pekoes	0 36	0 38
<b>Japans and Chinas—</b>		
Early pickings, Japans		0 38
Second pickings	0 30	0 35
Hyson Thirds, lb.	0 30	0 35
Do., Seconds	0 40	0 45
Do., Sifted	0 40	0 52

These prices do not indicate the wide range in the values. They are good medium grades, and are meant to give some indication of price movement.

*Coffee Still Firm; New Brand Cocoa In*

**Toronto.**  
**COFFEE.**—As an indication of the firmness in the primary coffee market during the past three weeks there has been an advance of 1c per pound in the market for spot Rio and Santos coffees. This is the most pronounced price movement that has taken place in coffee for some time, and has been due in large measure to buying by interested operators. Report has not yet been received of the extent of damage to the Guatemala coffee crop through the earthquake in that country. In the local market there was no change in prices. Demand is reported as increasing. Cocoa prices held unchanged during the week. One of the new lines that is now being introduced to the trade is Everready Dandee brand, which contains everything in readiness except application of hot

water. In 4-oz. tins prices quoted are \$1.25 per dozen and in 8-oz. tins \$2.25 per dozen. These lines are designed to sell at 15c and 25c to the consuming trade.

<b>Coffee—</b>		
Bogotas, lb.	0 28	0 30
Guatemala, lb.	0 24	0 25
Maraicao, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chiocory, lb.	0 16	0 20
<b>Cocoa—</b>		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

*Spices Are Holding In Steady Market*

**Toronto.**  
**SPICES.**—Conditions in the spice market are holding steady so far as the local market is concerned. The new year has opened with every prospect of good trade. Owing to the ocean transportation situation there is still the prospect that some lines may be greatly restricted. Cream of tartar is still a scarce commodity, and is quoted higher in price at 79c to 80c per pound. Package cream of tartar has also been advanced in some instances, 4-oz. size being quoted up to \$2.60 per dozen, while 8-oz. size is quoted up to \$5.05 per dozen. Half-pound cans, screw cover, are quoted at \$5.60 per doz.

	Per lb.	
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
<b>Herbs—</b> sage, thyme, parsley, mint, savory	0 40	0 50
Mace	0 90	1 10
Pastry	0 25	0 30
Pickling spice	0 20	0 25
Peppers, black	0 35	0 38
Peppers, white	0 38	0 45
Paprika, lb.	0 35	0 45
Nutmegs, selects, whole, 100's		0 40
Do., 80's		0 50
Do., 64's		0 55
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Carraway seed, whole	0 80	0 90
<b>Cream of Tartar—</b>		
French, pure	0 79	0 80
American high test		
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 60
8-oz. tins, doz.	4 75	5 05
<b>Tartarine, barrels, lb.</b>		0 21
Do., kegs, lb.		0 23
Do., pails, lb.		0 25
Do., 4 oz., doz.		0 90
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

*Almonds, Walnuts And Filberts Are Lower*

**Toronto.**  
**NUTS.**—There was an easier feeling in the nut market during the week. Following the holiday period, when the heaviest consuming season is over, some wholesalers were disposed to make concessions in order to clear out their remaining stocks. Tarragona almonds were quoted down 1c at 20c; Manchurian walnuts were down 4c at 20c per pound; filberts were down 3c at 16c; while Brazil nuts were down 1½c at 12c per pound. New crop shelled almonds were easier, being quoted down 2c per pound at 42c to 44c per pound. New crop Corne walnuts have arrived and are quoted at 27c per pound.

<b>In the Shell—</b>		
Almonds, Tarragonas, lb.	0 20	0 22
Walnuts, Bordeaux	0 20	0 26
Walnuts, Grenobles, lb.		0 22
Walnuts, Manchurian, lb.		0 20
Filberts, lb.	0 16	0 22
Pecans, lb.	0 17	0 17
Peanuts, roasted, lb.	0 17	0 28
Brazil nuts, lb.	0 12	0 17
Cocoanuts, per 100		7 50
<b>Shelled—</b>		
Almonds, lb.	0 42	0 44
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.		0 17
Do., Chinese, Japanese, lb.	0 15	0 16

*Rice Market Shows No Easier Condition*

**Toronto.**  
**RICE, TAPIOCA.**—There is no sign of any easier condition in the Southern United States rice market, as farmers are still holding for their full price and intimate that they may ask more for spring sales. In the United States market there has been a slowing up of trade in rice owing to the high prices that prevail. Dealers in the local market report a slightly improved demand for the commodity, although it is not heavy as yet. Prices hold unchanged. Eastern rices also hold in strong position, due in large measure to the excessive freight rates. An advance of 20c per hundred was announced by the mills on Siam rice during the week, but wholesalers have not moved their prices upward in conformity as yet. Recent losses by flood in Siam account for the firmer tendency. Keen Chinese buyers of rice are disposed to make fairly heavy purchases at the present time.

Texas, fancy, per 100 lbs.	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.		0 12½
Siam, fancy, per 100 lbs.	9 00	9 50
Siam, second, per 100 lbs.	8 00	9 00
Japans, fancy, per 100 lbs.	10 00	11 00
Japans, second, per 100 lbs.	9 50	10 00
Chinese XX, per 100 lbs.	8 00	9 00
Tapioca, per lb.	0 14	0 15

*Lima Beans Easier In Primary Market*

**Toronto.**  
**BEANS.**—There is an easier undertone to the local market for lima beans, as a decline was registered in the primary market during the week of 75c per hundred. There are now better stocks of lima available owing to recent arrivals from the coast. Quotations are made on the basis of 17c to 17½c per pound. Rangoon beans are moving somewhat slowly. Ontario are still very scarce.

Ontario, 1-lb. to 2-lb. pickers, bu.		
Can. white kidney beans, bush.		
Indians, per bush.	5 75	6 60
Yellow eyes, per bushel.		
Japanese, per bush.		6 60
Limas, per pound	0 17	0 17½

*Package Oats May Hold Steady In Price*

**Toronto.**  
**PACKAGE GOODS.**—There is every prospect that some of the mills will not advance the price of package oats in the near future. One of the large producers intimates that with oats at 80c to 85c per bushel at Fort William there should

be an advance in the package goods. They express the opinion that they do not know whether oats are likely to remain in that position long and so hesitate to disturb prices if there is likely to be a break in the market. Mills are only filling such orders as they have taken, and will supply the trade with sufficient to meet their actual running requirements. Other lines of package goods held unchanged.

Cornflakes, per case	3 40
Rolled oats, round, family size, 20s	4 80
Rolled oats, round, regular 18s, case	1 75
Rolled oats, square, 20s	4 80
Shredded wheat, case	4 25
Cornstarch, No. 1, pound cartons	0 11
No. 2, pound cartons	0 10
Starch, in 1-lb. cartons	0 11
Do., in 6-lb. tins	0 12 1/2
Do., in 6-lb. papers	0 09 1/2

### Honey In Jars Shows Firm Tendency

Toronto.

HONEY.—There is very little honey available at the present time. Some 12-oz. jars that were available were quoted as high as \$3 per dozen. Maple syrup is also in light supply, but the season for the new crop is rapidly approaching now that the new year has been entered.

Honey—		
Clover, 5 and 10-lb. tins	0 21	0 23
60-lb. tins	0 20	0 21
Buckwheat, 60-lb. tins		0 18
Comb, No. 1, fancy, doz.	3 50	3 60
Do., No. 2, doz.	3 00	3 25
Jars, 7-oz., doz.	1 45	1 50
Do., 10-oz., doz.	2 90	2 10
Do., 12-oz., doz.	2 75	3 00
Do., 16-oz.		3 50
Maple Syrup—		
No. 1, gallon tins, 6 to case	12 60	
No. 2, half gal. tins, 12 to case	14 20	
No. 3, quart tins, 24 to case	15 55	
No. 3, quart bottles, 12 to case	7 80	
N.B.—Above are wine measure.		
Gallon tins, Imperial, 6 to case	13 50	
5-gallon tins Imperial, per tin	9 25	10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

### Lemons Are Easier; Oranges Very Firm

Toronto.

FRUIT.—There was an easier market for lemons during the week, and prices were quoted down as low as \$5 per case for Messinas. There are now fairly good supplies in the local market. Oranges, on the other hand, are scarce, with indications that prices for future deliveries on this market will be even higher. King barrel apples were easier by 50c per barrel during the week. Starks in barrels, on the other hand, showed a firmer tendency. Grapefruit is plentiful, and shows an easier condition, prices being down 25c per case on certain sizes. Large sizes of oranges are not in demand, and sales have been made at a sacrifice on these sizes. Emperor grapes are now off the market and their place is being taken by Malaga grapes from Spain, which are quoted from \$7 to \$9 per keg.

Apples—		
Boxes, Spitzenberg	2 65	3 00
Jonathan, box	2 50	2 75
McIntosh Red, box		2 60
Rome Beauty, box		2 75
Black Bens, box		2 75
Ontario—		
Baldwins, No. 1, bbl.	6 00	7 00
Greenings, No. 1, bbl.	6 00	7 00
Kings, No. 1, bbl.		6 50

Northern Spys, tree runs	6 00
Mann, No. 1, bbl.	6 00
Do., No. 2, bbl.	5 00
Pewakee, No. 1, bbl.	5 00
Do., No. 2	4 50
Starks, No. 1, bbl.	6 00
Do., No. 2	5 00
Ben Davis, No. 1, bbl.	5 00
Do., No. 2, bbl.	4 50
Winter varieties, straight, No. 3	5 00
N.S. Blenheim, No. 1	5 50
Do., No. 2	5 00
Bananas, yellow, bunch	3 00
Cranberries, late Howe's	18 00
Grapefruit—	
Jamaica, 46s, case	3 50
Do., 54s, case	3 75
Do., 64s, 96s, case	4 00
Do., 80s	4 00
Florida, 36s, 46s, case	4 25
Do., 54s, 64s, 80s, 96s	4 50
Gray grapefruit, case	4 00
Oranges—	
California Navels—	
80, 96s, 100s, case	4 25
126s, case	4 75
150s, 176s, 200s, 216s	5 50
Mexican oranges, 126s to 250s	3 25
Florida Oranges—	
96s, 126s, case	4 50
150s, 176s, 200s, 216s	6 00
Tangerines, half box	3 25
Navels, 96s to 126s	4 50
Lemons, Cal., case	7 00
Do., Messinas, box	5 00
Pears, Cal., box	4 25
Pineapples, Porto Rican, cs. 30-36s	6 00
Pomegranates, per box	3 50
Emperor grapes, keg	5 00
Malaga grapes, keg	7 00

### Meeting To Decide On Tax

Toronto.

FLOUR.—It is understood that a meeting is to be held in Ottawa on Wednesday of this week to go into the matter of an additional tax on the price of wheat for carrying charges. Reports seem to indicate that a tax of 3 1/2c per bushel is contemplated in addition to that already charged. Should this be placed on wheat there is every possibility that an increase in the price of flour will be allowed by the Food Controller. At least millers anticipate that such permission to increase prices will be granted. Ontario flour, first patents, advanced 15c to 25c per barrel during the week, largely on account of the extra cost entailed through bags. Range of prices on first grade Ontario in carload lots is now \$10.60. There is a good demand for flour. Prices of Manitoba flour held unchanged.

Manitoba Wheat Flour—	Car lots per bbl.	Small lots per bbl.
First patents	\$11.50	\$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	10.60	\$10.80
Second patents	10.30	10.50

### Demand For Millfeeds Continues To Be Heavy

Toronto.

MILL FEEDS.—Mills report a continued heavy demand for mill feeds. Some concerns with Western connections are beginning to fear that the railroad situation may restrict their deliveries of feed. The embargo on one line, mentioned last week, has been raised, and this has given a measure of encouragement. But there is always the expectation present that other embargoes may follow. Prices held unchanged at the fixed quotations.

Mill Feeds—	Mixed cars ton	Small lots ton
Bran	\$35 00	\$37 00
Shorts	40 00	42 00
Special middlings	50 00	52 00
Feed flour, per bag		3.05-3.40

### Rolled Oats Go To Still Higher Levels

Toronto.

CEREALS.—There was another movement toward higher levels for rolled oats and oatmeal during the week on the part of the mills. Quotations are made on the basis of \$5.25 to \$5.35 in five-bag lots. Wholesalers in some instances advanced their price of single bag lots to \$6, but in one instance at least quotations were still made by wholesalers on the basis of \$4.80 in single bag lots. There was a strong situation in pot and pearl barley, with prices ranging from \$8 to \$8.25 in single bag lots. Pot barley was quoted from \$5.75 to \$6.25 per bag. Through a misunderstanding the price of cornmeal was given in our report last week as making a considerable advance, which resulted in a higher quotation than the market warranted. Cornmeal is quoted this week at \$6.25 per bag in five-bag lots, and in single bag lots at \$6.50 to \$6.75 per bag.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	\$6.50-\$7.00	\$ 8.00-\$ 8.50
Barley, pot, 98s	5.10-5.20	5.75-6.25
Cornmeal, yellow, 98s	6.25-6.35	6.50-6.75
Corn flour, 98s	7.25-7.35	7.50-7.75
Farina, 98s	5.75-6.00	6.25-6.50
Graham flour, 98s	5.40-5.50	5.50-6.00
Hominy grits, 98s	7.35-7.45	7.50-7.75
Hominy, pearl, 98s	7.35-7.45	7.50-7.75
Rolled oats, 90s	5.25-5.35	4.80-6.00
Oatmeal, 98s	5.75-5.85	5.40-6.60
Rolled wheat, 100-lb.		
bbl.	5.50-6.00	6.00-6.25
Wheatlets, 98s	5.75-6.00	6.25-6.50
Peas, yellow, split	9.50-10.00	10.50-11.00
Blue peas, lb.		0.13-0.15

Above prices give range of quotations to the retail trade.

## MANITOBA MARKETS

WINNIPEG, Jan. 9.—Jobbers report business has been very good since opening up of the new year. The first of 1918 saw several advances in the price of grocery lines, and some important declines. Among the latter was a drop of 1c in starches and a decline in corn syrup, both of which have been expected for some time. Among the important advances was one of 40c per case in the price of Old Dutch Cleanser.

Packers are reporting a very firm market on block fish being sent in from

St. John, N.B. They state that orders are being placed subject to price on date of shipment. Retailers can expect higher quotations on vinegar, which has been advanced lately on account of the high price of alcohol.

### Sugar Declines Again; Demand Falls Off

Winnipeg.

SUGAR.—The price of sugar took another decline of 30c per cwt. on the last day of the year. This was promptly put

into effect by the St. Lawrence and Redpath refineries, but at time of writing other refineries had not announced this decline. The basis on which sugar is being sold to-day is \$9.25 for standard granulated. Of late the demand from the retail stores has fallen off and there does not seem to be the same anxiety to buy that there was a few weeks ago. Probably the retailer is waiting for a further decline. Icing sugar, which was scarce around Christmas, is plentiful now, but the heavy selling season is over.

A number of refiners are not quoting on this market at all. St. Lawrence put into effect a total decline of 50c at once, as they did not decline when the first reduction took place. The opinion was expressed by a member of the trade here that these quick declines were hard on the jobbers, as there had been so much delay in making shipments on account of bad weather. Sugar coming in to-day has been in transit three weeks. The jobber has to sell this high-priced sugar at the lower quotation. Of course, the rule works the other way too, but of late it has not been in favor of the jobber.

**Price Down On  
Corn And Cane Syrups**

**Winnipeg.**  
SYRUPS.—A decline has gone into effect on all corn products. This was expected owing to the fact that the corn crop was a big one, but it has taken some time to be put into effect, as the new corn was not available, and the trade all feel that the price of corn products will go even lower. Cornmeal is selling lower, too, but there is difficulty getting this in owing to the United States license law, which hinders lines of American manufacture from coming in freely unless they have necessary permit to cross the border.

The decline in corn syrup, which applies to both Edwardsburg and Beehive, is as follows:—28c on 2's and 5's, 16c on 10's, 17c on 20's, 30c per case on sealers. The new prices are:—2's, \$5; 5's, \$5.40; 10's and 20's, \$5.25; \$4.68 on sealers.

There was also a reduction on bulk syrup. A decline has also gone into effect on Rogers' golden syrup, amounting to 40c on 2's, 50c on 10's, 20's, and 5's; nothing on sealers. The new quotations are:—2's, \$4.85; 5's, \$5.65; 10's, \$5.25, and 20's, \$5.10.

There is no doubt at all that the decline in sugar has had a bearing on this, but the fact that corn syrup has declined would probably be the most serious factor.

**NEW ORLEANS MOLASSES.**

24 by 2 lb. tins	\$3 15
24 by 3 lb. tins	4 35
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70

**CORN SYRUP.**

<b>Beehive and Crown—</b>	
2-lb. tins, 2 doz. case, per case	5 00
5-lb. tins, 1 doz. case, per case	5 40
10-lb. tins, 1/2 doz. case, per case	5 25
20-lb. tins, 1/4 doz. case, per case	5 25

<b>Barbadoes Molasses—</b>	
In half barrels, per gal.	85-95
<b>New Orleans Molasses—</b>	
Blackstrap, half barrels, wood, per gal.	50-52

**ROGERS SYRUP.**

24 by 2 lb. tins, case	4 85
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12 by 5 lb. tins, case	5 65
6 by 10 lb. tins, case	5 25
3 by 20 lb. tins, case	5 10
12 by 3 lb. seal glass jars	4 20

**Greek Currants Lost;  
Large Prunes Firm**

**Winnipeg.**  
DRIED FRUITS.—A steamer carrying Greek currants was sunk last week off the Azores, which will mean that New York will not get Greek currants. However, the demand is not very heavy, and this market has been almost entirely supplied with Australian currants. Prunes are firmer, particularly the larger sizes.

<b>Santa Clara Prunes—</b>	
90-100s, 25-lb. boxes, per lb.	0 09 3/4
80-90s, 25-lb. boxes, per lb.	0 09 3/4
50-60s, 25-lb. boxes, per lb.	0 11 3/4
<b>Apples—</b>	
Choice, 50-lb. boxes, lb.	0 22
Pears, choice, 10-lb. bxs., faced, box	1 50
<b>Apricots—</b>	
Choice, 25's	0 23 3/4
Choice, 10's, per box	2 48
<b>Peaches—</b>	
Choice, 25-lb. boxes	0 16 1/2
<b>Currants—</b>	
Fresh cleaned, half cases, lb.	
Australian	0 21
56-lb. boxes, lb.	0 24
<b>Dates—</b>	
Hallowee, 68-lb. boxes	0 20
Fards, box, 12 lbs.	2 30
<b>Raisins, California—</b>	
16 oz. fancy, seeded	0 11 3/4
16 oz. choice, seeded	0 11
12 oz. fancy, seeded	0 09 1/4
12 oz. choice, seeded	0 08 3/4
<b>Raisins, Muscatels—</b>	
3 crown, loose, 25's	0 11
3 crown, loose, 50's	0 10 1/2
<b>Raisins, Cal. Valencias—</b>	
3 crown, loose, 25-lb. boxes	0 10 1/2
3 crown, loose, 10-lb. boxes	0 11
<b>Figs—</b>	
Mediterranean, 33-lb. mats	0 08 1/4
<b>Peel—</b>	
Candied lemon, boxes, lb.	0 23 1/4
Candied orange, boxes, lb.	0 25
Candied citron, boxes, lb.	0 30
Cut mixed, 7-lb. boxes	0 28 1/2

**Coffee Market Firm;  
Shipments Delayed**

**Winnipeg.**  
COFFEE.—Jobbers state that the market is stronger, and some of the trade have fears of a shortage in the spring owing to difficulty securing boat space. Offerings this week were for shipments on sailing vessels, which doubles the length of time taken for shipment.

<b>Green Coffee—</b>	
Rio, New York grading No. 5, per lb.	0 14 3/4
Rio, New York grading No. 7, per lb.	0 14
Santos, fine old crop, per lb.	0 18
Bourbon, per lb.	0 20
Maraicao, per lb.	0 22 1/2
Mexican, per lb.	0 22 1/2
Borota A, per lb.	0 25
Borota B, per lb.	0 22 1/2
Costa Rica, per lb.	0 28

**Salmon Easy in U.S.  
But Is Firm Here**

**Winnipeg.**  
CANNED SALMON.—There is every indication of a decline in the salmon market in the United States, but there is nothing like that as regards the Canadian market, which is holding up very firm.

**New Schedule Of  
Prices On Fish**

**Winnipeg.**  
FISH AND POULTRY.—A new schedule of prices has gone into effect on a number of lines, and the following are some of the new prices being quoted: lake trout, whitefish, pickerel, box lots 10 3/4c, smaller lots 11c. Jackfish and tulibeas, box lots, 7 1/2c, mullets 5c, perch 10 1/2c. New prices have gone into effect on finnan haddie as follows:—30-lb. boxes, 17c, 15-lb. boxes 17 1/2c. Flounders are bringing 9c, and B.C. smelts 17c. Goldeyes are very scarce, and are not quoted; there is difficulty securing them on account of labor troubles. The poultry business is very quiet.

Pickerel, box lots	0 10 3/4
Whitefish, box lots	0 10 3/4
Haddock, frozen	0 10
Salmon, frozen	0 23
Halibut, frozen	0 20
Cod, frozen	0 12
Kippers, boxes	2 00
Bloaters, boxes	2 00
Lake trout, box lots	0 10 3/4
Mackerel, frozen	0 15
Finnan haddie, 30-lb. boxes	0 17 1/2
Finnan haddie, 15-lb. boxes	0 17 1/2
Salt herrings, new, 1/2 bbl.	7 25
Salt herrings, 20-lb. pails	1 85
Smelts, Pacific Coast	0 17
Brook trout, frozen	0 35
Sea herring	0 07 1/4
Flounders	0 09
Jackfish, box lots	0 07 1/4
Tulibeas, box lots	0 07 1/4
Mullets	0 05
Perch	0 10 1/2
<b>Poultry—</b>	
Roasting chickens, lb.	0 22
Fowl, lb.	0 19
Domestic ducks	0 24
Turkeys	0 28

**Oranges Up To \$6-\$7;  
Cuban Tomatoes In**

**Winnipeg.**  
FRUIT AND VEGETABLES.—Despite the fact that despatches in the newspapers indicate no possibility of a potato shortage, dealers here do not think there is any chance of a decline unless the Government fixes a minimum price. Cuban tomatoes are coming in by express at \$10 per 6 basket crate. There is a heavier demand. Other tomatoes are off the market. New sweet potatoes are selling at 7c per lb. Oranges have jumped to \$6 to \$7, but are scarce at that figure. Green peppers are not quoted. Bananas are still high at 7c.

Cabbage, lb.	0 04
Cauliflower, Cal., doz.	2 25
Celery, Cal., crate 100 lbs.	7 00
Potatoes, new	1 25
Potatoes, sweet, hamper	5 50
Carrots, cwt.	2 50
Turnips, cwt.	1 50
Head lettuce, Boston, doz.	2 00
Head lettuce, Cal., doz.	1 00
Tomatoes, Cuban, 6-bkt. crate	7 00
Tomatoes, Florida, 6-bkt. crate	9 00
Onions, Valencias, large case	6 50
Onions, yellow and red, cwt.	3 50
Parsley, imported, doz.	1 00
Parsnips, bag	4 00
<b>Fruits—</b>	
Apples, Nova Scotia, bbl.	6 25
Apples, Wash. Jonathans, box	2 25
Apples, McIntosh Reds, B.C., box	2 80
Apples, Spies	2 50
Apples, Wagners	2 25
Oranges	6 00
Pomegranates, case	5 00
Lemons	9 50
Bananas, lb.	0 07
Pears, D'Anjou, crate	4 25
Pears, Wintennells	3 25
Grapefruit, Florida, case	5 00

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 9.—Sugar has dropped 20 cents to \$9.55 a hundred, this has affected trade little as it is not enough to affect price to consumer. Flour stands firm at last quotations but oatmeal has advanced. Wholesalers are seeking permission to raise price of flour. A car of margarine arrived this week but has had no effect on butter market. Lard and shortenings have both advanced. Pure lard is selling at 27½c and shortening, 26½c. The report that recent floods have damaged potatoes in pits has not had any effect on the price of potatoes. Smaller size oranges have gone up to \$6 a box. Large oranges 80 and 100 a box are a drug even at \$4.75.

### VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs. ....	9 55
Flour, first patents, Manitoba, per per bbl., in car lots.....	11 30
Rice, Siam, No. 1, per ton.....	135 00
Do., Siam, No. 2 .....	110 00
Beans, Japanese, per lb.....	0 16
Beans, B.C., white .....	0 18
Potatoes, per ton .....	28 00 36 00
Lard, pure, in 400-lb. tierces, lb. ....	0 27½
Butter, fresh made creamery, lb. ....	0 48
Eggs, new-laid, in cartons, doz. ....	0 60
Eggs, B.C., storage .....	0 58
Cheese, new, large, per lb.....	0 25
Oranges, bo x.....	4 75 6 00
<b>Salmon—</b>	
Sockeye, halves, flat case.....	16 60
Tall, case .....	14 00
Pinks, case .....	8 25 10 25
Cohoos .....	11 00 13 00
Chums .....	7 50 9 00

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 9.—Lard three's showed an advance this week going to \$16.80. Bacon sides have advanced 2c and hams ½c. Storage eggs show an advance of 70c a case to \$13.70. Royal yeast is up 10c, Gillet's lye 60c. Magic baking powder has advanced 25c a dozen on the 12 ounce size with proportionate advances in other sizes. Cornmeal ten's advanced to \$7.25. Quaker oats advanced 10c a case, Baker's cocoa, 2c a pound. Maple syrup, Dr. Price's baking powder, Jello, Goblin soap, and various lines of cigars also show advances. Roger's syrups two's is down 40c a case, other sizes, 50c. Campbell's soap is 60c a case lower.

### CALGARY:

Beans, small Burmah, lb. ....	9 11
Flour, No. 1 patents, 98s, per bbl. ....	11 00

Molasses, extra fancy, gal.....	0 95
Rolled oats, 80s .....	4 35
Rice, Siam, cwt. ....	8 00
Rice, China, per mat, No. 1.....	4 25
Do., No. 2 .....	3 85
Tapioca, lb. ....	0 14½
Sago, lb. ....	0 14½
Sugar, pure cane, granulated, cwt. ....	10 30
Cheese, No. 1 Ontario, large.....	0 25
Butter, creamery, lb. ....	0 45
Do., dairy, lb. ....	0 40
Lard, pure, 3s, per case.....	16 80
Eggs, No. 1 storage, case .....	13 70
Candied peel, lemon, lb. ....	0 30
Tomatoes, 2½s, standard case... 4 75	5 50
Corn, 2s, standard case .....	5 15 5 25
Peas, 2s, standard case .....	4 00
Apples, gals., Ontario, case.....	3 50
Strawberries, 2s, Ontario, case... 6 20	6 85
Raspberries, 2s, Ontario, case... 6 20	6 85
Apples, evaporated, 50s, lb.....	0 23½
Apricots, evaporated, lb. ....	0 26½
Peaches, evaporated, lb. ....	0 15½
Peaches, 2s, Ontario, case .....	4 75
Lemons, case .....	9 50
Salmon, pink, tall, case .....	8 50
Salmon, Sockeye, tall, case.....	15 00
Do., halves .....	
Potatoes, per ton .....	40 00
Navel oranges, case .....	6 25

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 9.—Margarine is at last for sale on the local market, and is in very fair demand. The best grades are selling at 35c a pound. Lima beans have advanced to 22c a pound. Rolled oats are slightly easier selling at \$4.25. There has been no change in sugar but there is a very marked change in the price of breakfast bacon that is now selling at 41 to 42c a pound. Apples in gallon tins also show a little stronger feeling being quoted from \$2.90 to \$3.50. Potato flour has advanced 3c. Canned goods have been in quiet market. In miscellaneous lines cotton twine has advanced 4c a pound, Jello is up 10c. Regina soap products have advanced about 45c a case, all Gilletts' lines show advances. John McNee's cigars have advanced 50c to a \$1. Black Cat and Craven cigarettes and cigarette papers have also advanced.

### REGINA—

Beans, small white Japan, bu... ..	6 75
Beans, Lima, per lb. ....	0 22
Flour, No. 1 pats., 98s, per bbl. ....	11 20
Molasses, extra fancy, gal. ....	0 70
Rolled oats, balls .....	4 25
Rice, Siam, cwt. ....	8 40
Sago and tapioca, lb. ....	0 15½
Sugar, pure cane, gran., cwt.....	9 99
Cheese, No. 1 Ontario, large.....	0 25½
Butter, creamery, lb. ....	0 43
Lard, pure, 3s, per case.....	16 90
Bacon, smoked sides, lb.....	0 32
Bacon, smoked backs, lb.....	0 30
Eggs, new-laid .....	0 46
Pineapples, case .....	5 75
Tomatoes, 3s, standard case.....	5 25
Corn, 2s, standard case .....	4 60
Peas, 2s, standard case .....	4 20 4 25
Apples, gal., Ontario .....	3 50
Apples, evaporated, per lb.....	0 19½
Strawberries, 2s, Ont., case.....	6 30
Raspberries, 2s, Ont., case.....	6 30
Peaches, 2s, Ontario, case .....	4 30
Plums, 2s, case .....	3 40

Salmon, finest sockeye, tall, case ....	15 50
Salmon, pink, tall, case .....	9 00
Pork, American clear, per bbl.... 40 75	41 00
Bacon, breakfast .....	0 41 0 42
Bacon, roll .....	9 22 0 23
Potatoes, per bush. ....	1 25

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 9.—The market at this point continues very quiet, with comparatively few changes. New-laid eggs have been very scarce, and as a result they have shown an advance to 65c, while case eggs are only slightly firmer at 44c to 46c. Granulated cornmeal advanced half a dollar to \$14.50. Margarine is on the market and is selling 33c to 35c a pound wholesale. Compound lard has advanced to 25½c to 26c. The market is now supplied with a full line of canned salmon; Reds, \$15.50; Cohoes, \$13; Pinks, \$11; Chums, \$8.50. The sugar situation is materially improved with freer deliveries. It is expected that by the 15th inst. that normal conditions will prevail.

### ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man. ....	12 55
Ontario .....	11 95
Cornmeal, gran., bbls. ....	14 50
Cornmeal, ordinary, bags.....	4 75
Molasses, extra fancy, gal.....	0 80 0 83
Rolled oats, bbl. ....	11 50
Beans, yellow-eyed .....	10 00
Beans, California white .....	10 00
Beans, British Columbia white... ..	9 50
Rice, Siam, cwt. ....	8 50 8 60
Sago and tapioca, lb. ....	0 17 0 18
<b>Sugar—</b>	
Standard granulated .....	9 15 9 20
No. 1 yellow .....	8 65 8 70
Paris lumps .....	10 50 10 75
Cheese, N.B., twins .....	0 24 0 25
Eggs, new-laid .....	0 65 0 66
Eggs, case .....	0 46 0 46
Breakfast bacon .....	0 34 0 36
Butter, creamery, per lb.....	0 42 0 45
Butter, dairy, per lb.....	0 40 0 42
Butter, tub .....	0 38 0 40
Margarine .....	0 33 0 35
Lard, pure, lb. ....	0 31 0 31½
Lard, compound .....	0 25½ 0 26
American clear pork .....	67 00 70 00
Beef, corned, lb. ....	4 25
Tomatoes, 3s, standard, case .....	5 10
Raspberries, 2s, Ont., case .....	5 40
Peaches, 2s, Ontario, case .....	4 75
Corn, 2s, standard case .....	4 80
Peas, standard, case .....	4 00
Apples, gals., N.B., doz. ....	4 00 4 50
Strawberries, 2s, Ont., case.....	5 00 5 50
Pork and beans, case .....	4 00 5 50
Salmon, Reds .....	15 50
Salmon, Cohoes .....	13 00
Salmon, Pinks .....	11 00
Salmon, Chums .....	8 50
Sardines, domestic, case .....	6 75
Cream tartar .....	0 75 0 76
Currants, lb. ....	
Raisins, choice, lb. ....	0 12½ 0 12½
Raisins, fancy, lb. ....	0 12½ 0 13
Raisins, seedless, lb. ....	0 15 0 15
Prunes, 90-100, lb. ....	0 11 0 11½
Candied peel, citron .....	0 39 0 40
Candied peel, orange and lemon. 0 32	0 33
Apples, N.S., bbl. ....	2 50 5 50
<b>Potatoes—</b>	
New, native, barrel .....	4 00
Onions, Canadian, 75 lbs.....	2 90 3 00
Lemons, Cal. Messina, case .....	9 00 10 00
Oranges, California, case .....	6 00 7 50
Grapefruit, case .....	5 00 6 00

# PRODUCE AND PROVISIONS

## Provision and Butcher Departments

Double the Activities of the Store at Little Extra Expense—A Useful Lever For Getting Trade—Some Experiences of a Merchant Who Has Successfully Adopted This Combination.

IT is possible to run a grocery and meat business in conjunction, to have one department always pulling for the other, and as a result to build up two substantial businesses, at little less than it would cost to maintain one. This has been the experience of L. Krivel, 786 Corydon Ave., Winnipeg, who has demonstrated the truth of that contention by the actual experience of his own business.

"I have known people" continued Mr. Krivel, "come in who did not know we had two departments; they would come in time and time again, and not use them both. A woman trading in our grocery department would notice when leaving the store that there was a butcher store next door, but the time came when she would be tempted to go through the entrance from one department to the other.

The first thing she knew she was picking up something in the other department, and ordering it to be sent to her home. Then it would not be long before she switched, realizing that it was better for her to get both her groceries and her meat at the one store.

"I have known people deal here in our butcher department without buying anything in our grocery department. When such people called up to order steak on the phone, it was quite an easy thing to say: "Will you want any groceries today?" It would suddenly occur to her that we had a grocery department as well, and remembering at the moment what she required say a can of soup, would place the order there and then. Thus gradually we got these people to use both departments.

"I have a case in mind of a woman

who was sending all her grocery business to another part of the city. She had moved into this section, and started buying meats in our store, although continuing to trade with her own grocer. I often asked her why she did not save time by using our grocery department as well, to which she replied that she had traded with the other firm for twelve years, and did not care to make a change. However, there were times she ran short, and would order groceries together with meats, and it was not long before we were getting all her business, both for meat and groceries, amounting to \$150 per month."

Mr. Krivel gave a very interesting example of how the butcher department assists them in the grocery department: "Every woman who comes into this store for stewing beef required a vegetable;



The interior of the L. Krivel Grocery and Meat Store, Corydon Avenue, Winnipeg, showing the meat department in the distance, with a glimpse of the office that serves both departments.



in fact a woman coming in for any kind of meat will want a vegetable to go with it, either a canned vegetable or fresh vegetable. Women are accustomed to buy their vegetables at a meat market more than at the grocery store, and when a woman knows that we have a meat market in connection with the store she is more likely to place her business in vegetables with us; as there is a bigger margin in vegetables than in any other line handled by us, this means quite a lot of extra business. The vegetables are put up on the grocery side and in this way the time of the butcher is saved. It does not take so long to put up groceries as it does for the butcher to cut meat, and for that reason there is a saving of time.

"I will go so far as to say that even though meats do not pay a profit in themselves, it is profitable to handle them because they result in a much larger turnover in the grocery department. As a matter of fact our meat department pays us well, but even if it did not, the cost of our meat department is so small that it would pay us to run it without a profit for the above reason."

Mr. Krivel was asked to give one or two facts and figures to show that the cost of operating the butcher department was not heavy when the two were operated together. He said:—"It pays better to run them both together than individually. The same bookkeeper, the same delivery, and the same telephone will do for both departments. My delivery has no more to do than it did before I opened the butcher department. We have two telephones, and I know that other grocers in this district also require two telephones. If we were running the meat department by itself we would require two men; running it with the grocery department we need only one extra man, and he is assisted by the telephone girl who saves his time answering the telephone, and in other ways. She is also the bookkeeper, who makes the cash for both departments as well as answering the phone.

"The chief extra cost of this department, and about the only extra cost, is the salary of the butcher. To be successful, a grocer must employ a good butcher to run the meat department. There is also the rent to consider as an extra, but in my case this could have been saved if I had operated the butcher department in the grocery store. As our store is a very large one, this could easily have been done, and the extra rent saved. I am not sure whether having the two departments in separate stores is more successful or not; it certainly gives us more window display space.

"The cost of running the extra meat department being so small, comparatively speaking, we do not keep separate costs, but run the two together as though it were one store."

Mr. Krivel handles fish the whole year round. He finds no difficulty, especially

as in the city there are two deliveries a day, and the fish can always be kept fresh, even without ice.

#### INCREASE USE OF FISH IN CANADA

A new campaign to increase the use of frozen fish in Canada has been started by the Food Controller through the fish committee. The new campaign is part of the general plan to increase consumption of fish in order to release beef, bacon and other meats for export.

One member of the fish committee states that decreased prices of fish, brought about by an abundant supply, should result in an increased demand for fish. The present method of freezing fish shortly after they are caught, prevents deterioration and the fish is delivered in the best condition. This practice is expected to do away with the general prejudice which consumers have toward frozen fish when they do not understand the proper method of handling it.

Canadian fishing interests will be furthered as result of a joint conference to be held between Canadian and United States representatives. Outstanding fishery questions will be dealt with and the conference will be held in Washington. The question of privileges to fishing vessels of either country in ports of the other, and also such questions as the restoration and adequate protection of the Fraser River salmon fisheries and the protection of the halibut industry on the Pacific Coast, will be dealt with.

The Canadian representatives will be Chief Justice Hazen, ex-Minister of the Naval Department; G. J. Desbarats, Deputy Minister of the Department, and W. A. Found, Superintendent of Fisheries. The United States representatives will be Hon. Wm. Cox Redfield, Secretary of Commerce; Edwin F. Sweet, Assistant Secretary of Commerce, and Hugh M. Smith, United States Commissioner of Fisheries.

#### FROZEN FISH SHOULD BE IN DEMAND

##### A Healthful and Inexpensive Way of Handling Fish, Freezing Does Not Impair Their Quality.

With the campaign to popularize the eating of fish, and so to conserve other less perishable foods, there has grown up a largely increased demand that has taxed Canada's ability to supply. Not that there is any actual scarcity of fish, but rather that owing to the comparative disregard of this food product during past years the fisheries have not been developed to their capacity. Then too the sources of supply are so far from some of the largest centres of consumption that there is some difficulty in getting the product to these markets. One of the most satisfactory ways of meeting some of these difficulties is in the use of frozen fish. They are more readily handled, and can be transported long dis-

tances at less cost, and with a vastly greater safety than can fish in their fresh state.

At the present time, there is a strong prejudice on the part of the public against frozen fish, but this is an anti-path which can be dissipated by education and a steady pushing of the product.

A similar prejudice existed in Great Britain with regard to frozen beef and mutton from the Argentine, Australia and New Zealand, but steady work on the part of the great meat firms who handled it has succeeded in overcoming the popular aversion, and frozen beef and mutton have become staples in the Old Country.

This seems natural, as fish placed in the freezer as soon as landed and kept frozen until thawed out by the housewife is protected from bacteriological deterioration during transit from freezer to market.

As those in the trade are well aware, certain fish will stand freezing better than others. In some species, the tissues break with the frost, but careful study will suggest a remedy. In the meantime, it will be worth while to build up a trade in those fish which stand up well with freezing.

Halibut, salmon, mackerel, haddock, herring and smelts, besides various fresh water species, freeze well and will keep indefinitely, provided they are not allowed to thaw out.

The most important factors in the frozen fish trade are in keeping the fish frozen from freezer to housewife, and the proper thawing out of the product by the latter. Frozen fish has been spoiled by improper thawing, which must not be done by the application of heat, but only by immersion in cold water.

#### PRODUCE, PROVISION AND FISH MARKETS

(Continued from page 49.)

No. 1 candled ..	0 40	0 42
Select .....	0 45	0 47
Cheese—		
Ontario, large fresh .....	0 24	0 24½
Manitoba, large fresh .....	0 25	0 25½
Butter—		
Fresh made creamery, No. 1 cartons .....	0 45	
Fresh made creamery, No. 2 .....	0 44	
Dairy, prints .....	0 40	
Dairy, tubs .....	0 38	0 39
Margarine—		
No. 1 .....	0 32	
No. 2 .....	0 30	
No. 3 .....	0 27	

#### Dealers Cautious When Buying Margarine

Winnipeg.

MARGARINE.—The sale of margarine did not open up with any big rush. Jobbers report that this new line is moving slowly, dealers being cautious. It is stated that there is a prejudice against it by the consuming public, and it will take some time to wear this down, but there is no doubt that it will find its market.

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**S**TORAGE eggs gave evidence of greater firmness during the week by reason of the advance recorded in price. Stocks are getting fairly well cleaned up and dealers may have to depend on the United States market for supplies to a greater extent from this time forward. At the present there are very few eggs coming from the United States as prices are on a higher level in that quarter than in the Canadian markets. Production of new-laid eggs shows some signs of increasing.

There was a weaker tone in the market for storage butter in solids, which is caused through the arrival of fairly good supplies of margarine. Evidences are not lacking that margarine is meeting with favor from the consumer as repeat orders have come to dealers and activity in this commodity is quite marked. Some dealers have not yet received their shipments of margarine from the United States. Shortening is in firm market, with prospects for getting supplies of cottonseed oil slightly improved. Pure lard was in steady market with demand of a hand-to-mouth nature.

There was a firmer tendency in bacon products and in barrel pork. Live hogs were also in stronger market. Poultry receipts are light, arrivals being mostly confined to spring chickens. New smelts have arrived. There is a good demand for all fish products.

## Live Hogs \$19.50, Dressed Are Firm

**Montreal.**  
**PROVISIONS.**—There has been a marked firming of the live hog market. This is due to poor delivery through weather conditions being unusually severe, and the condition seems to be a very general one. Live hogs are selling as high as \$19.50 per 100 lbs. and in sympathy with the higher quotations for the live dressed have firmed in price and are selling as high as \$27.25 per 100 lbs. Hams and bacon are held unchanged. The quality of live hogs received is somewhat better.

<b>Hogs, dressed—</b>		
60-90 lbs. ....	27 00	27 25
Over 90 lbs. ....	24 50	25 00
<b>Hogs, live</b> .....	19 25	19 50
<b>Hams—</b>		
Medium, per lb. ....	0 30	0 31
Large, per lb. ....	0 29	0 29½
<b>Bacon—</b>		
Plain .....	0 39	0 40
Boneless, per lb. ....	0 41	0 42
<b>Bacon—</b>		
Breakfast, per lb. ....	0 38	0 42
Roll, per lb. ....	0 28	0 30
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots....	0 26	0 27
Long clear bacon, small lots...	0 26½	0 27½
Fat backs, lb. ....	0 25	0 26
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 42	0 44
Hams, roast, per lb. ....	0 46	
Shoulders, boiled, per lb. ....	0 37½	0 38½
Shoulders, roast, per lb. ....	0 38	0 38½

## Lard Supplies Ample; Prices Firmly Held

**Montreal.**  
**LARD.**—With the holiday business over, there is now a lull in the demand for lard. Stocks here are reported as being very satisfactory, and fully ample to meet the demand. In fact it is probable that if stocks can be maintained, there may be an easing of the prices ere long. But for the week there is a firmer

tendency, and prices being asked by the jobbers here are as follows:—

<b>Lard, Pure—</b>		
Tierces, 400 lbs., per lb. ....	0 28½	0 29½
Tubs, 50 lbs. ....	0 28¾	0 29½
Pails .....	0 29	0 30
Bricks, 1 lb., per lb. ....	0 29¾	0 31
Compound, prints .....	0 26	
French, pure .....	0 31	

## Shortening Receipts Are Light and Delayed

**Montreal.**  
**SHORTENING.**—Some anxiety is expressed upon the part of shortening manufacturers regarding the supplies of cottonseed oil that they have anticipated receiving for some weeks past. These supplies, in some cases, are on the way, but are held back by the railway congestion. Prices are firmly maintained, with the sales fairly good.

<b>Shortening—</b>		
Tierces, 400 lbs., per lb. ....	0 24½	0 25½
Tubs, 50 lbs. ....	0 24¾	0 25¾
Pails, 20 lbs., per lb. ....	0 23¾	0 25
Bricks, 1 lb., per lb. ....	0 25½	0 26¾

## Storage Poultry Now Expected to Sell

**Montreal.**  
**POULTRY.**—There is a likelihood of storage poultry figuring more largely in sales than during the holiday season. Stocks of the storage product are stated as being normal, or even less than they were a year ago at this time. There is a good demand for live poultry, but this is not shipped as frequently as would be the case were the weather better. It is really very risky to send forward shipments while the severely cold weather lasts. A fair demand for chickens, turkeys and ducks is reported.

<b>Poultry—</b>		
Old fowls .....	0 23	0 25
Chickens, crate fattened .....	0 28	0 30
Roasting chickens .....	0 26	0 28
Young ducks .....	0 27	0 28

Turkeys (old toms), lb. ....	0 29	0 34
Turkeys (young) .....	0 25	0 35
Geese .....	0 23	0 24

## Greater Scarcity of Fresh Eggs Than Usual

**Montreal.**  
**EGGS.**—“There is a greater scarcity of fresh eggs than is usual at this time of the year,” said a large jobber to **CANADIAN GROCER** this week. “In fact I cannot understand why it is the case.” This pretty fully covers the situation with regard to supply of the new-laid varieties. In the absence of these, the sale for storage stock has improved and business is good. Here and there in the country, there seems to be fairly good quantities of the storage variety and dealers are securing the supplies they require. It is stated there will be an ample supply for the January demand. Jobbers are watching the Chicago market with interest, as it always has a considerable bearing on the local conditions.

<b>Eggs—</b>		
New-laid (specials) .....	0 65	0 70
Selects .....	0 45	0 47
No. 1's .....	0 42	0 44
No. 2's .....	0 40	0 41
Fall eggs .....	0 54	

## Light Cheese Receipts; Sales Are Just Fair

**Montreal.**  
**CHEESE.**—The delivery of cheese has become of limited volume, and particularly so during the past week. Jobbers state that much of what is coming is poor in quality. Sales, while not large, are sufficient to make an appreciable difference in spot stocks when added to the larger amounts sent forward on account of the contracts taken previously by the cheese commission. It is almost to be wondered at that there is not now a better demand for cheese, in view of its decided food value. Some seem to regard this as a secondary matter, and in fact look upon cheese as somewhat of a luxury without which they can manage very well. Its use among the soldiers has become very wide. Prices are as follows:

<b>Cheese—</b>		
Large (new), per lb. ....	0 22½	0 23½
New twins, per lb. ....	0 22¼	0 23½
Triplets, per lb. ....	0 22½	0 24
Stilton, per lb. ....	0 25	0 28
Fancy, old cheese, per lb. ....	0 30	0 31

## Repeat Margarine Orders; Future Seems Assured

**Montreal.**  
**MARGARINE.**—There seems to be a feeling in every quarter that margarine has secured an already considerable favor among users. Repeat business, which is a definite criterion, is in evidence and last week the sales of the product were larger than they have been to date. One jobber told **CANADIAN GROCER** that he thought it possible that some would soon be using margarine for cooking purposes in the place of lard and shortening, notwithstanding that the latter are less expensive. The price

es are firmly held and a good business is reported by the jobbers.

**Margarine—**

Prints, according to quality, lb. ....	0 29½	0 31½	0 32½
Bulk, according to quality, lb. ....	0 28½	0 30½	0 31½

**Creamery Butter Firm; Poorer Grades Weaker**

**Montreal.**

**BUTTER.**—Notwithstanding the large sale obtaining for margarine jobbers state that there is a big sale just now for creamery brands. This, it is stated, is up to the usual mark for this season of the year. The great scarcity in England will probably mean some supplies going forward from here if the shipping can be secured. It is stated that the Canadian product would be welcomed there, and that it would meet as ready sale as the United States product. Prices are maintained on the creamery products, while on the inferior grades there has been a weakening tendency.

**Butter—**

Creamery prints, storage ....	0 46	0 46½
Creamery solids, storage ....	0 46	0 46½
Creamery prints (fresh made) ..	0 44	0 44½
Creamery solids (fresh made) ..	0 43½	0 44
Dairy prints, choice .....	0 38	0 40
Dairy, in tubs, choice .....	0 35	0 39
Bakers', in tubs .....	0 32	0 38

**Severe Weather Stops Supply of Fresh Oysters**

**Montreal.**

**FISH.**—There have been fewer changes in the fish prices of the week than usual. Trade is very satisfactory, as applying to the first week in January, and stocks are fairly well maintained. Cold weather has interfered with the movement of some kinds of fish and in a few instances the supply has been growing less in the absence of prompt deliveries. The oyster trade has been demoralized to an extent for the past two weeks, brought about through the severity of the weather at fishing points, the bays being frozen over. In some places holes have been cut in the ice and operations conducted through this means, but it is stated that the trade here will suffer for oysters for the next two weeks. The prices are higher and have advanced to \$3 per gallon. Local quotations on ordinary oysters are made at \$2.50 per gallon.

**SMOKED FISH.**

Haddies .....	0 14	0 15
Haddies, fillet .....	0 17	0 18
Smoked herrings (med.), per box ..	0 20	
Bloaters, per box 60/100 .....	1 50	
Kippers, per box 40/50 .....	2 40	

**SALTED AND PICKLED FISH**

Herring (Labrador), per bbl.....	\$12 50
Salmon (Labrador), per bbl.....	23 00
Salmon (B.C. Red) .....	25 00
Sea Trout, red and pale, per bbl ..	18 00
Green Cod, No. 1, per bbl.....	15 00
Green Cod (large bbl.) .....	16 00
Mackerel, No. 1, per bbl.....	22 00
Codfish (Skinless), 100-lb. box.....	12 00
Codfish, 2-lb. blocks (24-lb. case) ..	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15
Codfish, Shredded, 12-lb. box.....	2 25

**SHRIMPS, LOBSTERS**

Lobsters, medium and large, lb.....	0 45
Prawns, lb. ....	0 30
Shrimps, lb. ....	0 28
Scallops .....	4 00

**FRESH FROZEN SEA FISH.**

Halibut .....	21	22
Haddock, lb. ....	07½	8
Mackerel .....	0 12½	13
Cod steak, fancy, lb. ....	00½	10

Cod—Toms .....	4 25	4 50
Salmon, Red .....	19	20
Salmon, pale .....	14½	15
Salmon, Gaspe .....	..	26

**FRESH FROZEN LAKE FISH**

Pike, lb. ....	0 10½	0 11
Perch .....	0 12	0 13
Whitefish, lb. ....	0 15	0 16
Lake trout .....	0 18	0 19
Eels, lb. ....	..	0 12
Dore .....	0 15	0 16
Smeets, No. 1 .....	..	0 20
Smeets, No. 1 large .....	..	0 24

**Oysters—**

Ordinary, gal. ....	2 50
Malpeque oysters, choice, bbl. ....	11 00
Malpeque oysters (med.) bbl. ....	10 00
Cape Cod shell oysters, bbl. ....	11 00
Clams (med.), per bbl. ....	9 00

**FRESH FISH**

Haddock .....	0 08	0 09
Steak Cod .....	0 09½	0 10
Market Cod .....	0 07	0 08
Carp .....	0 12	0 13
Dore .....	0 15	0 16
Lake trout .....	0 18	0 20
Pike .....	0 11	0 12
B. C. Salmon .....	0 22	0 24
Gaspereaux, each .....	..	0 07
Western Halibut .....	..	0 26
Eastern Halibut .....	0 25	0 26
Flounders .....	..	0 10
Perch .....	..	0 09
Bullheads .....	..	0 15
Whitefish .....	0 15	0 16
Eels .....	..	0 10
Mackerel (large), each .....	..	0 20
Mackerel (medium), each .....	..	0 18

**Back Bacon And Barrel Pork Up**

**Toronto.**

**PROVISIONS.**—There was a firmer trend to the market for plain backs of bacon during the week and prices were up ½c to 2c per pound. Boneless backs of bacon also showed a firmer trend in some quarters by ½c per pound. Breakfast bacon was in firmer market and was quoted 1c per pound higher in some quarters, the range being from 36c to 40c per pound. Long clear bacon showed a firmer tendency and was quoted ½c to 1½c per pound higher. Barrel pork showed an upward tendency from the lower levels of \$2 in the case of mess pork and \$2 in short cut backs. Live hogs were in firmer market and were quoted up 50c over the prices prevailing last week. Demand for meats at the present time is fairly active.

**Hams—**

Medium .....	0 31	0 33
Large, per lb. ....	0 26½	0 29

**Backs—**

Plain .....	0 39	0 44
Boneless, per lb. ....	0 42	0 48

**Bacon—**

Breakfast, per lb. ....	0 36	0 40
Roll, per lb. ....	0 30	0 32
Wiltshire (smoked sides), lb. ....	0 35	0 39

**Dry Salt Meats—**

Long, clear bacon, lb. ....	0 28½	0 29
Fat backs .....	..	..

**Cooked Meats—**

Ham, boiled, per lb. ....	0 41	0 43½
Hams, roast, per lb. ....	..	0 44
Shoulders, roast, per lb. ....	..	0 38

**Barrel Pork—**

Mess pork, 200 lbs. ....	55 00
Short cut backs, bbl., 200 lbs. ....	59 00
Pickled rolls, bbl., 200 lbs. ....	51 00

**Hogs—**

Dressed, abattoir killed .....	24 00	27 00
Live, off cars .....	..	18 75
Live, fed and watered .....	..	18 50
Live, f.o.b. ....	..	17 75

**Repeat Orders Show Margarine Is Gaining**

**Toronto.**

**MARGARINE.**—There is now evidence at hand that the interest in margarine

is likely to be genuine and lasting, as some of the commission houses report they have had a heavy business, part of which is repeat orders. This indicates that the consumer has come to the fount, has tasted, liked the product and returned for more. The attraction from the consumer's standpoint is the very material difference in price between that commodity and butter. A saving of 12c to 15c per pound is effected between the best grades of creamery butter and the best grades of margarine. There will always be the demand for the best grade of creamery butter and in this respect will probably work out toward a higher standard for butter. Dairy butter will in all probability be eliminated entirely on account of the uncertainty of the quality. Some of the commission houses have not yet been able to secure their shipments from the United States and are waiting anxiously for their arrival. Apparently permits have not yet been issued by the United States Government in some instances.

**Margarine—**

1-lb. prints, No. 1 .....	\$0 32	\$....
Do., No. 2 .....	0 30	0 31
Do., No. 3 .....	0 27	..
Solids, 1c per lb. less than prints.	..	..

**Anticipate Release of Cottonseed Oil**

**Toronto.**

**SHORTENING.**—Manufacturers of shortening who have been handicapped within recent weeks owing to the holding up of shipments of cottonseed oil by the United States Government are hopeful that supplies will reach this market in the near future. Assurance has been given that heavier stocks are likely to be released by the United States Government during the present week. It will take in the neighborhood of a week to ten days before these supplies can be prepared for the market. Some of the manufacturers were fortunate in getting supplies of cottonseed oil forward at a time when others were shut off. Prices were firmly maintained.

Shortening, tierces, 400 lbs., lb. 0 24½ 0 25¾  
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

**Lard Demand Is Now Hand to Mouth**

**Toronto.**

**LARD.**—Following the holiday demand for lard there has been less buying pressure, the demand being mostly of a hand to mouth nature to take care of immediate requirements. Prices were maintained during the week. Receipts of hogs for the past two or three weeks have been lighter and this is affecting the supply. Stocks of lard are not accumulating as there is sufficient demand to keep the stocks fairly light.

**Lard—**

Lard, pure tierces, 400 lbs., lb. 0 22½ 0 29  
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

**Fresh Butter Firm:  
Storage Butter Weaker**

Toronto.

**BUTTER.**—There was a firm tone to the market for fresh-made creamery butter but storage creamery solids were in weaker tone and declined 1c per pound. There is a good local demand for the best grade of butter but margarine is having a depressing effect on the secondary grades of butter. Some people prefer margarine of first grade to butter of second grade. For the really first-class butter commission men are of the opinion that even higher prices will prevail as there will always be a certain class of trade that will prefer the real butter. Dairy butter was also in weaker tone, induced through the increasing popularity of margarine. Had margarine been admitted to the Canadian market early last summer before the commission men started to place butter in storage there would probably be considerably lower prices for butter at the present time. As it is they have to try and realize on the butter which was taken in at high prices.

Creamery prints, fresh made.....	0 50
Creamery solids, fresh made.....	0 48
Creamery prints, storage.....	0 46 0 47
Creamery solids, storage.....	0 44 0 45
Dairy prints, choice, lb.....	0 38 0 40
Dairy prints, lb.....	0 33 0 35

**Storage Eggs Up  
1c to 2c per Dozen**

Toronto.

**EGGS.**—There was a firm market for storage eggs during the week and both selects and No. 1's advanced 1c to 2c per dozen. Selects are now quoted at 49c to 50c per dozen while No. 1's are quoted at 46c to 47c. Stocks of storage eggs in the local market are getting pretty well cleaned up. The United States market is firm and at such a price that they have not been coming into this market during the week. There is a good demand for eggs locally. New-laid eggs are coming in in larger volume at the present, although the supply is not plentiful as yet by any means. Prices range from 65c to 70c per dozen on this grade.

Eggs—	
New-laid, in cartons.....	0 65 0 70
Storage selects, ex-cartons.....	0 49 0 50
Storage, No. 1, ex-cartons.....	0 46 0 47

**Movement of Cheese  
Heavy During Month**

Toronto.

**CHEESE.**—There has been a fairly heavy movement of cheese into export channels during the month of December, statistics showing that from the port of Montreal the stocks were reduced by 67,656 boxes. There is still on hand in store 87,302 boxes of cheese ready for shipment, which is an increase of 22,518 boxes compared with a year ago. Prices maintained their even steadiness during the week, commission men showing a disposition to give up looking for higher prices from the Cheese Purchasing Commission.

Cheese—	
New, large.....	0 22½ 0 23½
Old, large.....	0 23 0 24½

Stilton (new).....	0 25	0 27
Twins, ¼ lb. higher than large cheese. Trip-lets ¼ lb. higher than large cheese.		

**Poultry Moving Slow  
Paying Prices Higher**

Toronto.

**POULTRY.**—There was very little activity in poultry during the week, receipts being very light in this district. Very few geese, turkeys and ducks are arriving, receipts being confined mostly to a few spring chickens. Commission men advanced their paying prices in some quarters, ducks being up 2c for best quality, roosters were also up 2c to 3c per pound. Hens were advanced 2c per pound, but paying prices on chickens held unchanged. Prices to the retail trade were advanced 3c per pound on hens, while chickens of milk-fed variety were quoted from 28c to 35c per pound.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks.....	\$0 14-\$0 20	\$0 16-\$0 28	
Geese.....	0 16-0 18	0 22-0 28	
Turkeys.....	0 22-0 27	0 32-0 38	
Roosters.....	0 13-0 16	0 17-0 20	
Hens, over 5 lbs.....	0 22-0 24	0 22-0 25	
Hens, under 5 lbs.....	0 13-0 16	.....	
Chickens, 4 lbs. and up.....	0 19-0 20	0 23-0 25	
Chickens, under 4 lbs.....	0 17	0 21-0 22	
Squabs, dozen.....	4 50	.....	
Prices quoted to retail trade:			
Hens.....	0 13-0 25	0 20-0 30	
Ducks.....	0 18-0 22	0 22-0 30	
Chickens.....	0 16-0 18	0 23-0 28	
Do., milkfed.....	.....	0 28-0 35	
Turkeys.....	0 22-0 27	0 30-0 38	
Geese.....	0 17-0 19	0 23-0 27	

**New Smelts Now In:  
Winter Fish Scarce**

Toronto.

**FISH, OYSTERS.**—New smelts reached the market during the week and were quoted at 20c to 22c per pound for Extras, 15c to 16c per pound for No. 1's and 9c to 10c per pound for No. 2's. Winter caught fish in haddock and cod were scarce as storms on the Eastern coast are interfering with the operations of the fishermen. Dealers are expecting arrival of pickerel, pike, gold eyes and whitefish from the lakes of Western Canada in the near future. Shipments of this class of fish are now on the way and are expected to arrive in the near future. There is a firm market for pickled herring in barrels. Pike was again on the market during the week and was quoted at 9c in case lots for round winter caught and 9½c in less than case lots. Headless and dressed winter caught pike in case lots are quoted at 10c per pound and in broken lots at 10½c. Salmon snacks reached the market during the week to help out in the smoked fish and in 10 lb. boxes were quoted at 22c per pound. Pan frozen Lake Erie herring were slightly firmer in price. There is an excellent demand for all kinds of fish at the present time, which indicates that consumers are taking to fish as a steady diet. Oysters were in steady demand.

SMOKED FISH.	
Haddies, per lb. new cured.....	0 14
Chicken haddies, lb.....	0 12
Haddies, filets, per lb.....	0 16 0 18
Ciscoes, per lb.....	0 16 0 17
Kippered herring, per box.....	1 75 2 00
Digby herring, skinless, 10-lb.....	2 25
Salmon snacks, 10-lb. boxes, lb.....	0 22

PICKLED AND DRIED FISH.	
Acadia cod, 20 1-lb. blocks.....	3 40
Acadia cod, 2-lb. blocks.....	4 50
Strip cod, lb.....	0 12
Halifax shredded cod, 24s.....	2 20
Salt mackerel, kits 15 lbs.....	2 50
Labrador salt herring, barrels.....	10 50 10 75
Do., half barrels.....	5 25 5 50
Herring, pickled, keg 100 lbs.....	5 00 6 00
FRESH FROZEN SEA FISH	
Halibut, frozen.....	0 20
Salmon, Qualla, lb.....	0 13
Do., red spring.....	0 23
Do., Cohoe.....	0 20
Do., White, spring.....	0 14 0 14½
Haddock, fancy, lb.....	0 08 0 10
Herrings, frozen.....	0 05 0 06
Steak, cod, fancy, lb.....	0 09 0 12
Haddock, heads on, lb.....	0 08 0 10
Cod, market, heads on, lb.....	0 08 0 10
Mackerel, frozen, lb.....	0 09 0 13
Flounders, frozen.....	0 08 0 10
Smelts, extras, lb.....	0 20 0 22
Do., No. 1, lb.....	0 15 0 16
Do., No. 2, lb.....	0 09 0 10

FRESH FROZEN LAKE FISH	
Herring, Lake Superior, bags, lb.....	0 05
Herring, Lake Erie, pan frozen.....	0 07½ 0 08
Pike, lb.....	0 09 0 10½
Whitefish, frozen.....	0 12½ 0 13
Trout, lb., frozen.....	0 15 0 16
Mullets, frozen, lb.....	0 06
Yellow pickerel, frozen, lb.....	0 12½ 0 13
Oysters, per gal.....	2 50 3 25
Blue points, bbl.....	11 00
Malpeque, bbl.....	12 00 15 00
Shell oysters, bbl.....	10 00
Shrimps—	
No. 1, cans.....	1 60
No. 2, cans.....	3 10
No. 4, cans.....	6 00

**Provision Prices Up;  
Hogs May Decline**

Winnipeg.

**PRODUCE AND PROVISIONS.**—Hog receipts were fairly liberal towards the latter part of last week, the mild weather being responsible. The market continues steady, price of hogs standing at \$17.75. Packers are looking for fairly good deliveries for the balance of January, with a slightly lower market. A number of advances have gone into effect on provisions. Breakfast bacon is up to 36-37c, select breakfast bacon 40-41c. Long clear bacon is up to 29c. Light hams are 33c, and medium are 31c. There is no change in pure or compound lard. There is difficulty in securing cottonseed oil for the manufacture of the latter, and it all depends on whether the American Government will allow it to come in whether the market will advance here or not. Eggs—The undertone of this market is better and it is expected that the market will remain firm. Butter—There has been active trading on creamery butter on Eastern account. Dairy butter is unchanged and still weak.

Hams—	
Light, lb.....	0 38
Medium, per lb.....	0 31
Heavy, per lb.....	0 29
Bacon—	
Breakfast, per lb.....	0 36 0 37
Breakfast, select, lb.....	0 40 0 41
Backs, regular.....	0 42
Backs, select.....	0 45
Dry Salt Meats—	
Long clear bacon, light.....	0 29
Backs.....	0 32
Barrelled Pork—	
Mess pork, bbl.....	48 00
Lard, Pure—	
Tierces.....	0 27
20s.....	5 80
Cases, 5s.....	17 03
Cases, 3s.....	17 10
Lard, Compound—	
Tierces.....	0 23
Tubs, 50s, net.....	11 63
Pails, 20s, net.....	4 90
Fresh Eggs—	

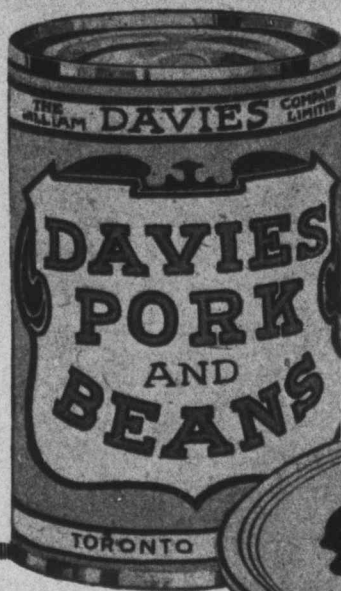
(Continued on page 46.)

Just to Remind you  
of what you are missing  
if you are not featuring  
the delicious customer pleasing  
Jersey Farm Sausage

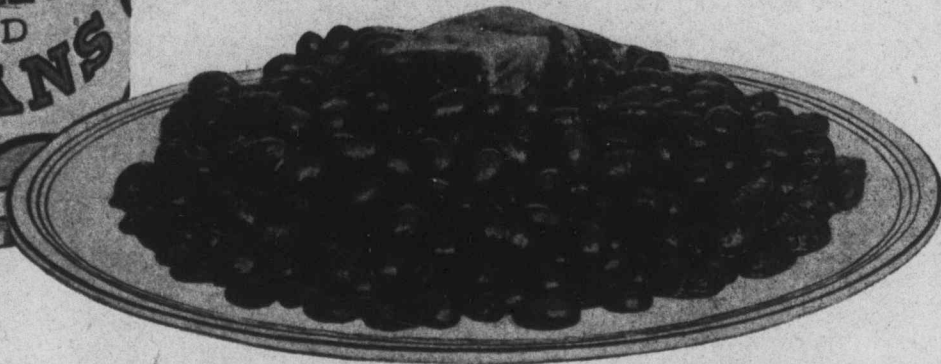
When the housewife buys  
Sausage in a Grocery Store she  
looks for something better than  
the ordinary Sausage and  
she gets it when you sell  
her Jersey Farm Brand.

Learn more about this  
easy seller by writing now to

Maciver Bros.  
— Toronto.



# FINE!



***“Easy to Sell—but Hard to Beat!”***

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetising—something nourishing and inexpensive—something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of “repeats.”

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

## DAVIES Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

*Sold in 1s (11 oz.), 1½s (16 oz.) and 2s (20 oz.) Tins—Plain and with Tomato Sauce*

THE **DAVIES** COMPANY  
WILLIAM LIMITED

TORONTO

MONTREAL

WINNIPEG

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



## Discriminating People

in every community show a marked preference for the delicious, nourishing and economical

### Brunswick Brand Sea Foods

In pushing the sales of these wholesome lines you are benefiting yourself, pleasing your customers, and helping in the Food Conservation Campaign.

Keep a Brunswick Brand display always before your customers' notice, and your sales will go on increasing. Note the list herewith:

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

**Connors Bros., Limited**  
BLACK'S HARBOR, N.B.


# Bacon

Delicious English Cured Breakfast Bacon—no waste—easily cut up in the slicer and just what your customer wants for breakfast. Reasonable in price.

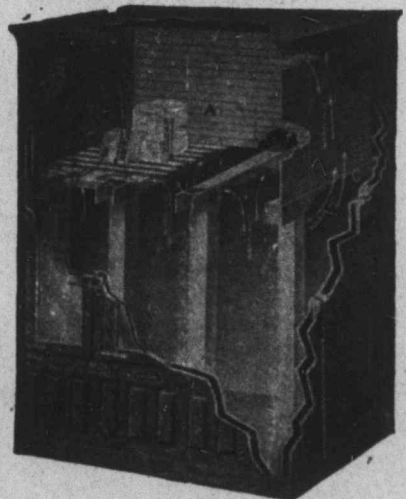
**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

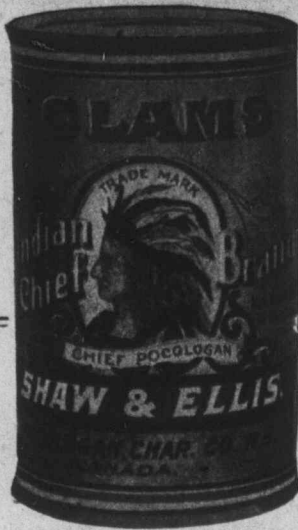
shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Representative: George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

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



**Every customer  
will like  
Indian Chief  
Brand Clams**

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

*If you're not already pushing this quick-selling line, begin now.*

**SHAW & ELLIS**  
POCOLOGAN, N.B.



**I**T will pay you, as a distributor of food products, to specially recommend to your customers those goods which will give them the most food value for the money they spend.

No other product on the market will do such ample justice to your recommendation as Bowes Peanut Butter.

**PUSH IT—PROFIT BY IT.**

**HEINZ**

Canadian-American Food Products.

**57 VARIETIES**

Canadian Factory,  
Leamington, Ont.

Principal Factory,  
Pittsburgh, U.S.A.

Distributing Warehouses in Canada:  
TORONTO MONTREAL

Canadian Distributing Agencies:

Halifax  
St. John  
Quebec  
Ottawa  
Winnipeg  
Edmonton  
Lethbridge  
Calgary  
Fernie, B.C.  
Moose Jaw  
Saskatoon  
Vancouver  
Victoria

John Tobin & Co.  
Baird & Peters.  
J. B. Renaud & Co.  
Provost & Allard.  
The Codville Co., Ltd.  
The A. Macdonald Co.  
The A. Macdonald Co.  
Simington Co., Ltd.  
Western Canada Wholesale Co.  
The Codville Co., Ltd.  
The Codville Co., Ltd.  
Kelly, Douglas & Co.  
Kelly, Douglas & Co.

**Try Marsh's  
on your  
particular  
trade**

The man or woman with whom quality is a first consideration is deeply enthusiastic about the delicious goodness of Marsh's Grape Juice.

Good grocers should always feature Marsh's. It pays.

**The Marsh Grape Juice Company**

Niagara Falls - Ontario

MacLaren Imperial Cheese Co., Ltd.

Ontario

Rose & Laflamme, Ltd.  
Montreal, Que.



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



Every Man  
In Your  
Town

is a good prospect  
when you display  
the comfortable,  
carefully  
made TAP-  
ATCO Glove  
line.



**TAPATCO**  
REGISTERED BRAND TRADE MARK



Ask Your Jobber

TAPATCO Gloves  
are made in many  
styles and weights  
to meet the re-  
quirements of the  
many. See how  
well they'll sell in  
your store.

The American Pad and  
Textile Company  
Chatham, Ontario

## Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

**The Canadian Grocer**  
143-153 University Ave., Toronto

## QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$65 PER INCH PER YEAR

### BAKING POWDER.

Size.	Less than 10-case lots	Per doz.
Dime		\$ 1 05
4-oz.		1 50
6-oz.		2 15
8-oz.		2 80
12-oz.		4 10
16-oz.		5 35
2½-lb.		12 85
5-lb.		24 50

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

### JAMS.

#### DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	Per doz.
Blackberry	\$2 95
Currant, Black	3 05
Plum	2 85
Pear	2 85
Peach	2 85
Raspberry, Red	3 15
Raspberry and Red Currant	2 75

#### DOMINION CANNERS, LTD.

##### CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	\$1 75
½ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

### BAKED BEANS WITH PORK.

Brands—Canada First, Simeco Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauces, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00
Family, Plain, \$2.25 doz.; Family, Tomato Sauce, \$2.50 doz.; Family, Chili Sauce, \$2.50 doz.; 3's, Plain, Tall, \$2.75 doz.; 3's, Tomato Sauce, \$3.20 doz.; 3's, Chili Sauce, \$3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$10.25 doz.	

### "AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

### BLUE.

Keen's Oxford, per lb.	0 17½
In cases 12—12 lb. boxes to case	0 17

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

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

### (Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—Per lb.	
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 5's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections Per doz.	
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes	0 39
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ¼'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

## Fixtures Wanted—Maybe

**P**ERHAPS you have a fixture of some sort—Computing Scale, Bacon Slicer, Showcase—no longer desired by you, and which you are perfectly willing to sell to some one wanting worse than you do. Perhaps you're the man doing the wanting.

What is desired is that the seller and the wanter shall get together—shall meet in some market-place where the deal can be completed.

A mighty good market-place—convenient and well peopled—is CANADIAN GROCER. Here 5,000 and more grocers in all parts of Canada assemble every week.

You'll find no better company of buyers and sellers so easily and so cheaply, try how you may, as are found in CANADIAN GROCER'S market place.

Put a small advertisement brief and meaty as a telegram in CANADIAN GROCER—2 cents a word. Keep it there until you and your man meet.

We're giving you good counsel, and if you know of any better, surer, quicker or cheaper way of finding a buyer or seller for what you have or want, please write us, for we want to know ourselves.

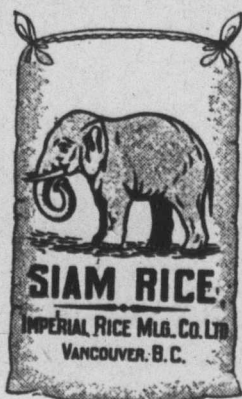
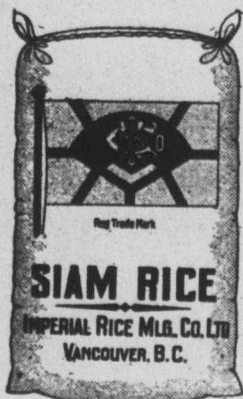
*Address your correspondence to*

**CANADIAN GROCER**

143-153 UNIVERSITY AVENUE    :-    TORONTO

# Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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



## Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

### FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the  
**WATFORD MFG., Co., Ltd.**  
Delectand, Watford,  
England.



#### CALIFORNIA FRUIT CANNERS ASSOCIATION

#### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size—

- 2½-quart Tall Cylinder Can
- No. 1 Pint Cylinder Can.....
- No. 16 Jar.....
- No. 4 Jar.....
- No. 10 Can.....

#### YUBA BRAND

- 2½-quart Tall Cylinder Can..
- No. 1 Pint Cylinder Can....
- No. 10 Can.....
- Picnic Can.....

#### BORDEN MILK CO., LTD. CONDENSED MILK

Terms net 30 days

- Eagle Brand, each 48 cans..\$8 75
- Reindeer Brand, each 48 cans 8 45
- Silver Cow, each 48 cans.... 7 90
- Gold Seal, Purity, each 48 cans 7 75
- Mayflower Brand, each 48 cans 7 75
- Challenge Clover Brand, each 48 cans ..... 7 25

#### EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans .....\$6 40
- Jersey Brand, Hotel, each 24 cans ..... 6 40
- Peerless Brand, Hotel, each 24 cans ..... 6 40
- St. Charles Brand, Tall, each 48 cans ..... 6 50
- Jersey Brand, Tall, each 48 cans ..... 6 50
- Peerless Brand, Tall, each 48 cans ..... 6 50
- St. Charles Brand, Family, each, 48 cans..... 5 50
- Jersey Brand, Family, each 48 cans ..... 5 50
- Peerless Brand, Family, each 48 cans ..... 5 50
- St. Charles Brand, small, each 48 cans ..... 2 60
- Jersey Brand, small, each 48 cans ..... 2 60
- Peerless Brand, small, each 48 cans ..... 2 60

#### CONDENSED COFFEE

- Reindeer Brand, "Large," each 24 cans ..... 5 75
- Reindeer Brand, "Small," each 48 cans ..... 6 00
- Regal Brand, each 24 cans... 5 40
- Cocoa, Reindeer Brand, large, each 24 cans ..... 5 75
- Reindeer Brand, small, 48 cans 6 00

#### GELATINE

- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
- Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. .... 1 85
- Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35

#### W. CLARK, LIMITED MONTREAL

- Assorted meats, 1s. \*\$4.25.
- Compressed Corn Beef—½s. \*\$2.90; 1s. \*\$4.25; 2s. \$9; 6s. \$34.75; 14s. \*\$75.
- Lunch Ham—1s. \*\$4.25; 2s. \$8.
- Ready Lunch Beef—1s. \*\$4.25; 2s. \$9.
- English Brawn—½s. \$2.50; 1s. \$3.50; 2s. \$3.50.
- Boneless Pigs' Feet—½s. \$2.50; 1s. \$3.50; 2s. \$3.50.
- Roast Beef—½s. \$2.90; 1s. \$4; 2s. \*\$8.85; 6s. \$34.75.
- Boiled Beef—1s. \$4; 2s. \$8.85; 6s. \$34.75.
- Jellied Veal—½s. \$2.90; 1s. \$4.25; 2s. \$9.
- Corned Beef Hash—½s. \$2; 1s. \$3.50; 2s. \$5.50.
- Beefsteak and Onions—½s. \$2.90; 1s. \$4.25; 2s. \$5.50.
- Cambridge Sausage, 1s. \$4; 2s. \$8.
- Lambs' Tongues, ½s.
- Sliced Smoked Beef, tins, ½s. \$2.25; 1s. \$3.35; 4s. \$20.
- Sliced Smoked Beef, glass, ½s. \$1.75; ¼s. \$2.75; 1s. \$3.50.
- Tongue, Ham and Veal Pate, ½s. \$1.95.
- Ham and Veal Pate—½s. \$1.95.
- Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, ¼s. 70c; ½s. \$1.35.
- Potted Meats, Glass—Chicken, Ham, Tongue, Venison, ¼s. \$2.

- Ox Tongues, tins, ¼s. \$3.75; 1s. \$7.50; 1½s. \$12; 2s. \$16.50; 2½s. \$17.50; 3s. \$19.00; 3½s. \$20.50; 6s. \$45.00.
- Ox Tongues, glass, 1½s. \$14; 2s. \$17.
- Mince-meat, in tins, 1s. \$2.70; 2s. \$3.80; 5s. \$12.
- In Pails, 5 lbs., 20c; 10 lbs., 19½c; 25 lbs., 17c lb.
- In 50-lb. Tubs, 17c lb.
- In 85-lb. Tubs, 16½c lb.
- Clark's Peanut Butter—Glass Jar. ¼. \$1.22; ½. \$1.70; 1. \$2.25.
- Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.
- Clark's Tomato Ketchup, 8-oz., \$2.25; 12-oz., \$2.80; 16-oz., \$3.50.
- Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s. \$1.15; 1½s. \$1.60; 2s. \$1.75; 3s flats, \$2.45; 3c, talls, \$2.75.
- Pork and Beans, Tomato Sauce, blue label), Talls, 1s. \$1.25; 1½s. \$1.85; 2s. \$2; 3s talls, \$3.20; 3s flat, \$2.90.
- Individuals, 95c doz.
- Pork and Beans, Chili (red and gold label), 1s. \$1.25; 1½s. \$1.85; 2s. tall, \$2; 3s. flat, \$2.90.
- Vegetarian Baked Beans, Tomato Sauce, 2s. talls, \$2.
- Clark's Chateau Chicken Soup, \$1.75.
- Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Green Pea, Celery, \$1.25.
- 1 doz. per case, at \$10.00; 10-oz. bottles, \$5.00.
- No. 1 assorted, \$1.30; No. 2 assorted, \$1.30.
- Spaghetti with Tomato and Cheese, ½s. \$1.30; 1s. \$1.75; 3s. \$2.90 doz.
- Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at \$10 per doz.; 10-oz. bottle, \$5.
- Canadian Boiled Dinner, 1s. \$2.50.
- English Plum Puddings, 1s. 2s.
- Ready Lunch Veal Leaf—½s. \$1.95; 1s. \$3.90.
- Ready Lunch Beef Ham Leaf—½s. \$1.95; 1s. \$3.90.
- Ready Lunch Beef Leaf—½s. \$1.95; 1s. \$3.90.
- Ready Lunch Assorted Leaves—½s. \$2.00; 1s. \$3.95.
- Geneva Sausage—1s. \$4.25; 2s. \$8.25.
- Roast Mutton—1s. 2s. 6s.
- Boiled Mutton—1s. 2s. 6s.
- Cooked Tripe—1s. \$2.50; 2s. \$4.25.
- Stewed Ox Tail—1s. \$2.50; 2s. \$4.50.
- Stewed Kidney—1s. \$4.00; 2s. \$7.00.
- Minced Collops—½s. \$2.00; 1s. \$3.25; 2s. \$6.00.
- Sausage Meat—1s. \$3.50; 2s. \$5.50.
- Jellied Hocks—2s. \$5.00; 6s. \$25.00.
- Irish Stew—1s. \$3.50; 2s. \$5.50.
- Boneless Chicken—½s. \$6.00; 1s. \$9.00.
- Lunch Tongue—½s. 1s. 2s.
- Tongue, Lunch— 1s.
- Chateau Brand Pork and Beans—1s. \$1.60; 2s. \$2.30; 3s. \$3.50.
- Tomato Sauce, individual, \$1.00.
- Plain Sauce, individual, 95c; 1s. \$1.50; 2s. \$2.05; 3s. \$3.25.
- Smoked Geneva Sausage—½s. \$1.95.
- Pate de Fois—¼s. 65c; ½s. \$1.30.
- Lunch Tongue, in glass, 1s.
- Mince-meat, in glass—1s. \$3.25.
- Brisket Beef, in glass—1s.
- Chicken Breasts, in glass—1s.

#### MUSTARD.

#### COLMAN'S OR KEEN'S

- Per doz. tins
- D. S. F., ¼-lb. .... \$ 1 85
- D. S. F., ½-lb. .... 3 50
- D. S. F., 1-lb. .... 6 00
- F. D., ¼-lb. .... 1 15
- Per jar
- Durham, 4-lb. jar, each..... 1 90
- Durham, 1-lb. jar, each..... 6 37

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

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.



# WETHEY'S MINCE MEATS

WHETHER IN  
Bulk or Cartons  
ARE THE  
Best Values on the  
Market

Order from your jobber



Worth featuring at any time—

## MATHIEU'S NERVINE POWDERS

Neuralgia, Headaches, Sleeplessness and other nerve complaints are effectively removed with Mathieu's Nervine Powders.

Free from harmful drugs such as morphine, chloral, opium, etc., these nerve soothers may be safely recommended to everybody requiring a quick and sure remedy for nerve troubles.

Stock Mathieu's Nervine Powders now and add to your profits.

**J. L. Mathieu Company**  
SHERBROOKE, QUEBEC

# Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encyclopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than \$50,000 to produce this book—but it sells for only \$10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**,  
143-153 University Ave., Toronto, Canada.

JELL-O	
GENESEE PURE FOOD CO.	
Assorted case, 4 dozen.....	\$ 3 60
Lemon, 2 dozen .....	1 80
Orange, 2 dozen .....	1 80
Raspberry, 2 dozen .....	1 80
Strawberry, 2 dozen .....	1 80
Chocolate, 2 dozen .....	1 80
Peach, 2 dozen .....	1 80
Cherry, 2 dozen .....	1 80
Vanilla, 2 dozen .....	1 80
Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.	

JELL-O ICE CREAM POWDERS.	
Assorted case, 2 dozen.....	\$ 2 50
Chocolate, 2 dozen .....	2 50
Vanilla, 2 dozen .....	2 50
Strawberry, 2 dozen .....	2 50
Lemon, 2 dozen .....	2 50
Unflavored, 2 dozen .....	2 50
Weight, 11 lbs. to case. Freight rate, 2d class.	

KLIM	
Hotel size, 6 10-lb. tins to case .....	\$15.50
Household size, 1-lb., 24 to case .....	6.30
Sample size, 4-oz., 48 to case .....	4.50

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry ...	.10½
40 lbs., 1 lb. pkg., White Gloss .....	.11
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons .....	.11½
100-lb. kegs, No. 1 White...	.11
200-lb. bbls., No. 1 White...	.11
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs...	.12
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13½
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13½
100 lbs., kegs, Silver Gloss, large crystals .....	.11½
40 lbs., Benson's Enamel, (cold water), per case...	3.50
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. ....	.15
Celluloid, 45 cartons, case...	4.80
Culinary Starch.	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.12
40 lbs. Canada Pure Corn... (20 lb. boxes ¼c higher).	.11

BRANTFORD STARCH	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry .....	0.10½
Boxes about 40 lbs.....	0.10½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	0.11
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	0.11½
Barrels, 200 lbs. ....	0.11
Kegs, 100 lbs. ....	0.11
Lily White Gloss—	
2-lb. fancy carton cases, 30 lbs. ....	0.12
3 in case .....	0.13½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case...	0.13½
Kegs, extra large crystals, 100 lbs. ....	0.11½
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case .....	3.50
Celluloid Starches—	
Boxes containing 45 cartons, per case .....	4.50
Culinary Starches—	

Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	0.11
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	0.12
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	0.12
(20-lb. boxes ¼c higher than 40's)	
SYRUP	
THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.	

Perfect Seal Jars, 3 lbs., 1 doz. in case .....	\$4.75
2-lb. tins, 2 doz. in case....	5.15
5-lb. tins, 1 doz. in case....	5.50
10-lb. tins, ½ doz. in case..	5.25
20-lb. tins, ¼ doz. in case..	5.20
(Prices in Maritime Provinces 10c per case higher).	
Barrels, about 700 lbs.....	0.07½
Half bbls., about 350 lbs....	0.07½
¼ bbls., about 175 lbs.....	0.08
2-gal. wooden pails, 25 lbs.	2.65
3-gal. wooden pails, 28½ lbs. ....	3.75
5-gal. wooden pails, 65 lbs.	5.85

LILLY WHITE CORN SYRUP	
2-lb. tins, 2 doz. in case....	\$5.65
5-lb. tins, 1 doz. in case....	6.00
10-lb. tins, ½ doz. in case.	5.75
20-lb. tins, ¼ doz. in case.	5.70

ST. LAWRENCE SUGAR REFINING CO.	
Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case....	\$5 50
Barrels, per 100 lbs.....	6 50
½ barrels, per 100 lbs.....	7 00

INFANTS' FOOD	
MAGOR, SON & CO., LTD.	
Robinson's Patent Barley— Doz.	
1 lb. ....	\$4 00
½ lb. ....	2 00
Robinson's Patent Groats—	
1 lb. ....	\$4 00
½ lb. ....	2 00
NUGGET POLISHES	
Doz.	
Polish, Black, Tan, Toney Red and Dark Brown.....	.90
Card Outfits, Black and Tan.	3.80
Metal Outfits, Black and Tan.	4.50
Creams, Black and Tan .....	1.25
White Cleaner .....	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH	
Black Watch, 1-14s, lb.....	\$ 0 65
Bobs, ¼s .....	0 64
Currency, 1-9s .....	0 62
Stag Bar, 7½s, boxes 6 lbs.	0 61
Pay Roll, thick bars, 1-10s..	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies .....	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½ .....	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes .....	0 80
Forest and Stream, tins, 12s, 2 lb. cartons .....	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins .....	0 95
Forest and Stream, 1-lb. ....	1 15
Master Workman, 10s, 2 lb. cartons .....	0 80
Master Workman, bars, 8s, ½ butts, 10 lb. boxes.....	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s.....	0 64
Ivy, 8s, ½ butts, 8 lb. boxes	0 64
Old Virginia, 10s .....	0 87
Fig Leaf, 8s.....	0 64
Old Kentucky (bars), 6s....	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes....	0 72
Walnut, 9s .....	0 70

# MAIL ORDERS

*A specialty with us.*

The best of service promised and selection made from our large stocks of

## Fruits, Vegetables and Fish

*Call Main 6234 Fruits.*

*Main 6567 Fish.*

The best the market affords at all times.

## WHITE & CO., LIMITED

Front and Church Sts., Toronto

Also Hamilton

### Let us handle your fruit requirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

**Lemon Bros.**  
OWEN SOUND, ONT.

### “RETAIL ADVERTISING—COMPLETE”

By

*Frank Farrington*

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

“Retail Advertising—Complete” contains much information and many ideas.

Start to-day to solve your advertising problems by sending \$1.00 for your copy of this book.

**MacLean Publishing Co., Ltd.**  
(Technical Book Dept.)

143-153 University Ave. - Toronto, Ont.

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

## A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

### COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.



**Church and Dwight**  
LIMITED  
Manufacturers  
MONTREAL

**NORWEGIAN SARDINES** (STYLED SMOKED SILD) **NOTHING LIKE IT! NO BONES ALL MEAT!**



**A/s NORWEGIAN CANNERS' EXPORT OFFICE**  
Stavanger (Norway)  
Apply: **STANDARD IMPORTS, LIMITED, Montreal.**

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# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### BUSINESS FOR SALE

**GOOD GROCERY, FLOUR AND FEED BUSINESS,** stock and buildings, in thriving town; reasons for selling, ill health; apply Box 619, Tottenham, Ont.

**FIRST-CLASS CONFECTIONERY BUSINESS** for sale—doing good trade; fifteen years in business; in good location, Queen Street east; owner retiring. E. Frisby, 29 Brooklyn Avenue, Toronto.

**PATENT MEDICINE BUSINESS MANUFACTURING** a staple proprietary article of merit, with big prospects; has been on the market for years and advertised. This is a good opportunity, and a few hundred dollars will finance; present owner retiring. Full particulars by applying to Box 267, Canadian Grocer.

### AGENTS WANTED

**TRAVELLERS—GOOD SIDE LINE, SOLICIT** from merchants, accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

**WHOLESALE GROCER—WE WANT ONE IN** each district throughout Canada to take up the sole distribution of our specialties—"Cakeoso," a ready prepared cake flour, and "Puddee," for making light steamed puddings. Millions sold in the Old Country. Will sell in Canada if introduced. Other lines added shortly. Saska Packing Co., Saskatoon.

**MAYBE YOU HAVE A GOOD, WORTHY** line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in **CANADIAN GROCER** may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

### POSITION WANTED

**BUTTERINEMAKER WITH MANY YEARS'** experience in manufacturing of oleo, both animal and vegetable, wants position with first-class concern. Address Box 266, Canadian Grocer.

## LINES WANTED

**GROCERY TRAVELLER, WORKING EVERY** store on Prince Edward Island monthly, wants side lines on commission. Apply Box 12, Charlottetown, P.E.I.

**MANUFACTURERS—DO YOU WANT YOUR** goods introduced in Saskatoon and district? If so, write Hustler, Box 269, Canadian Grocer.

## SALESMEN WANTED

**SALESMAN OF ABILITY TO CALL ON** grocers and general merchants; territory north of old Grand Trunk line, Guelph to Sarnia, north to Owen Sound, to sell well known baking powder. Box 268, Canadian Grocer.

## POSITION WANTED

**A CLERK NEEDS A GOOD POSITION WITH** good prospects just as much as an employer needs a good clerk with enthusiasm or "pep." To bring the two together is the proposition. Mr. Employer, try a condensed ad in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion, and 1 cent each additional, with an extra charge of 5 cents per insertion for Box Number.

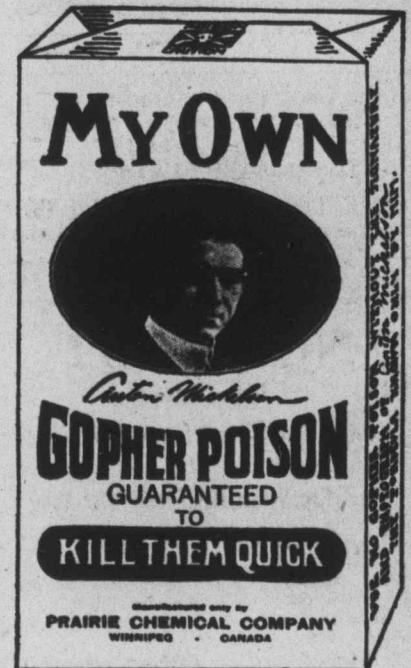
**HAVE YOU KNOWLEDGE ALONG SOME** special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

## POSITION VACANT

**MR. CLERK, YOU WANT TO BETTER** yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

**YOU MAY BE ENLARGING YOUR STORE** and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

**WERE YOU DECEIVED ?**



This is the *REAL* Mickelson product, made under his care, the result of thirteen years' gopher poison experience.

**BIG PROFIT—"My Own Gopher Poison."** Sold over the counter or to municipalities. Will make you hundreds of dollars. Get after the municipalities now for their order.

Price to Municipalities:

\$1.50 size.....\$1.16 per pk.  
 1.00 size..... .77 per pk.  
 .75 size..... .58 per pk.

Write for big discount and send your order to any jobber, or direct to us.

**Prairie Chemical Co. Can., Ltd.**  
 302 Keewayden Bldg. Winnipeg

Mention this paper when answering advertisements.



# Buyers' Guide

## FOR SALE

Fresh Dressed Poultry  
Selected Fresh and Storage Eggs  
Choice Creamery Butter, Shortening.

**C. A. MANN & CO.**  
78 KING ST. LONDON, ONT.

## BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

**THE SARNIA BARREL WORKS, SARNIA, ONT.**

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

**THE TRENT MFG. CO., LTD.**  
TRENTON ONTARIO

## NO-FROST

keep the

Steam and Frost from the Glass  
will positively keep all glasses clear from  
Frost, Fog, Steam, Rain, Sleet, Mist, Snow

For use on auto. windshields, eye-glasses, windows, mirrors, headlights, street car, locomotive, restaurant, store and pilot house windows, or for use where the air is heavy with moisture.

Keeps the Glass clear and bright in all kinds of weather.

Price 35 cents per package, prepaid.

**G. W. FLINTOFF**

2088 Dundas Street Toronto

# SPOT CASH

FOR

## Tea LEAD

SHIP AT ONCE  
**INDEPENDENT METAL  
COMPANY, Limited**

175 King St. East  
TORONTO

Long Distance Phone, Main 2378

# OAKLEY'S KNIFE POLISH

20-102-1118



**JOHN OAKLEY & SONS, LIMITED**  
LONDON, S.E. 1, ENGLAND

AGENTS:

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

## HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers  
**Ho-Mayde Products Co.**  
TORONTO

Western Agents  
**C. & J. Jones**  
WINNIPEG

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

## LARGEST CANADIAN DEALER

ADEL  
760

# WASTE PAPER

**E. PULLAN TORONTO**

## SUCHARD'S COCOA

The Highest Quality  
Most Reasonably Priced  
"Quality" Cocoa.  
On Sale Anywhere.

**FRANK L. BENEDICT & CO.**  
Agents Montreal

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**  
GEO. J. CLIFF

This Space is Yours

For \$2.50

On Yearly Order

Trade Papers are  
Pioneers of Business  
Expansion

FIRST AID IN THE KITCHEN +



## A Good War Time Specialty

For mending holes in all kinds of Pots, Pans, etc. Graniteware, Aluminum and other kinds. Easily applied with the finger and ready for use in two minutes. Sells well at a good profit; put up in attractive display stands.

From your Wholesaler, or write us direct.

**H. NAGLE & CO., BOX 2024, MONTREAL**

# VOL-PEEK

# KING GEORGE'S NAVY

CHEWING  
TOBACCO

Should be sold in every  
good grocery store

Because the demand for this delicious "chew"  
will bring the dealer the good-will of the men  
and build for him a better business all round.

King George's Navy Chewing  
Tobacco has the quality that  
appeals to discerning chewers.  
It's a certain repeater.



Rock City Tobacco Co., Ltd.

## The Submarine Menace

necessitates the prohibition  
of export of all foodstuffs  
from the United Kingdom.

## SPRATT'S DOG CAKES

*Poultry Foods, Canary  
and Parrot Mixtures*

pending the removal of  
the embargo, can be ob-  
tained from

SPRATT'S PATENT (America) LTD.  
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited,  
24-25, Fenchurch Street, E.C. 3.

## BROOMS

First Cars 1917

## Broom Corn

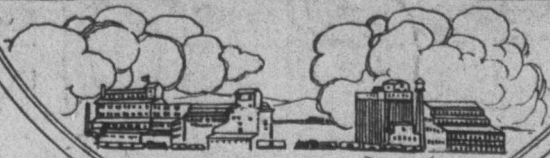
At Hand

*Quality Goods  
may always  
be had by order-  
ing our brands.*

Walter Woods & Co.  
HAMILTON and WINNIPEG

Twines  
and  
Wrapping Paper

Wooden Ware  
Willow Ware  
Brushes



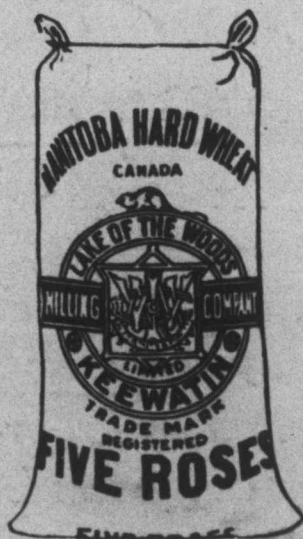
## Help to Save Both Wheat and Flour

Teach your customers that one immediate way to conserve bread is by eliminating bread waste.

And the easiest way to avoid bread waste is by bettering bread quality.

Tell your intelligent trade that they *actually* save bread by baking with FIVE ROSES flour, simply because its splendid eating qualities in the loaf insure eager consumption, and for days after baking a FIVE ROSES loaf retains its original freshness. Thus it reduces the waste from stales and left-overs.

Let FIVE ROSES flour second your patriotic efforts towards bread conservation. Thousands of thrifty housewives are living proof that it is no sacrifice to economize with FIVE ROSES.



Daily Capacity  
27,400 Bags of 98 lbs.

LAKE OF THE WOODS MILLING CO.,  
LIMITED

Montreal

"The House of Character"

Winnipeg

Offices in 16 Canadian Cities