

dup 20th

The Library
Queen's University
Kingston Ont
CG

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, NOVEMBER 26, 1920

No. 48



*A distinctive blend of sweet,
mellow, Old Kentucky
Tobacco—and a wonderful
success wherever introduced.*



Old Kentucky CIGARETTES

To retail

20 for 30c.

Your wholesaler sells them



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

Turning 15c Into ONE DOLLAR

Here is a money-making idea; and the beauty of it is—there is no extra work in it for you.

Aladdin Dye Soap—the wonderful color maker—with its companion, a handsome revolving display stand, will do it all.

With an order of one gross of Aladdin Dye Soap, you get the Display Stand free. Put it on your counter and watch what happens.

Aladdin Dye Soap is half-sold to the customer before she comes into your store, by advertisements appearing in the leading publications. She sees this handsome Display Stand (filled with an assortment of Aladdin's eighteen beautiful colors) she makes her selection, and the sale is completed.

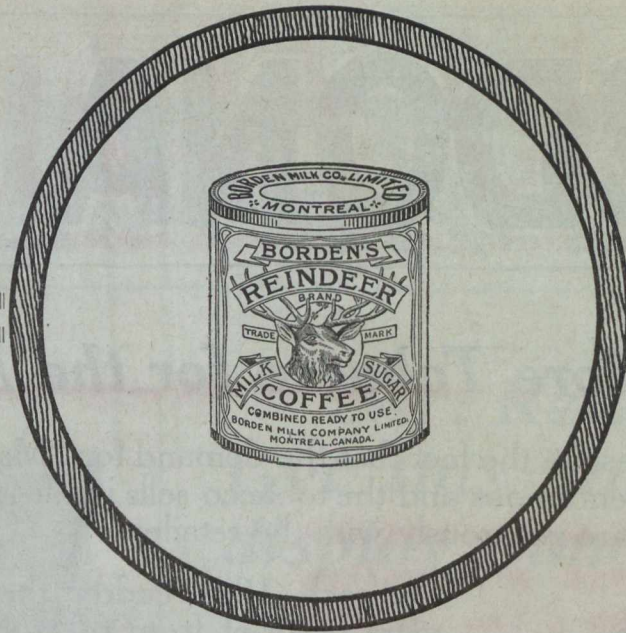
Now here is where you come in.

Merely suggest to a customer the advisability of keeping a selection of Aladdin colors on hand; to save a journey back to the store every time a garment needs a color change. It works! She will take as many as half a dozen instead of the one she intended to buy.

A merchant can often turn a 15c sale into a dollar sale by this simple suggestion.



Channell Chemical Co., Limited
Distributors Toronto



“Convenient”

“Economical”

Borden's Reindeer Coffee

—a popular Fall and Winter seller—

The *convenience, economy and deliciousness* of this splendid *Borden* product has won great favor with housewives everywhere.

A cupful of boiling water, a teaspoonful of *Borden's Reindeer Coffee* assures a wholesome, delightfully flavored cup of coffee instantly made—no sugar or milk needed—they're both in it.

Grocers have found it a remarkably popular seller, especially during fall and winter.

Keep several tins on your counter and write us for special Reindeer Coffee recipe folders to put alongside them. You're sure to give satisfaction and pleasure with every sale. Your jobber sells it—a profitable line for you to sell, too.

The Borden Co., Limited

Montreal

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

Reindeer Coffee
Reindeer Cocoa
Malted Milk



Borden's
ST. CHARLES
Brand Milk

“With the Cream Left in”

MACDONALD'S



More Tobacco for the Money

Despite the fact that the demand for "Macdonald's" is enormous and the tobacco sells itself--Macdonalds share generously with the retailer.

On each 10lb. caddy there is an extra profit of from 60 to 80c., due to the overrun of from 4 to 6 plugs.

The regular margin of profit is large.

Turn-overs are rapid and you never have any dead stock.

Substantial profits can be made from selling Macdonalds. Push it—it pays.

W. C. MACDONALD REGD'.
Incorporated
MONTREAL

Selling Agents

London—D. C. Hannah

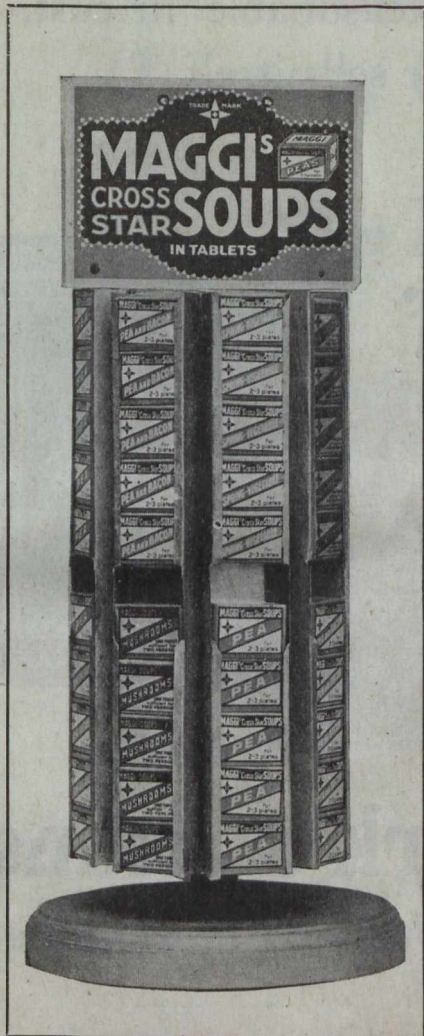
Manitoba, Saskatchewan, Alberta and British Columbia —
W. L. Mackenzie & Co.,
Limited, Winnipeg; 1314
Standard Bank Bldg., Van-
couver

Hamilton—Alfred Powis & Son
Kingston and Toronto —
D. Stewart Robertson & Sons
Quebec—H. C. Fortier
Nova Scotia and New Brunswick
—Pyke Bros., Halifax and St.
John

The Tobacco with a heart



Maggi's Swiss Soup



Mr. Retailer
**Get this handsome
 display stand FREE**

These popular, profitable soups come in tablet form, in dozen strings at \$3.60 per dozen.

With every order of 6 dozen we will give one of these attractive *Maggi display stands*, absolutely free.

Maggi's Swiss Soups are strictly high grade and their delicious flavor, economy and convenience will appeal to your customers in a way that will turn every first order into a steady repeater.

We have on hand at the present time the following kinds of *Maggi Soups*:

PEAS	LENTILS
PEAS AND BACON	PEAS AND SAGO
MUSHROOM	PEAS AND HARICOT
SPRING VEGETABLES	TAPIOCA AND CARROTS
	TAPIOCA AND JULIEN

If you cannot procure these lines from your wholesaler send us your order direct.

Langley, Harris and Company LIMITED

Successors to

Maclure and Langley, Limited

WINNIPEG

TORONTO

MONTREAL



Clark's Spaghetti

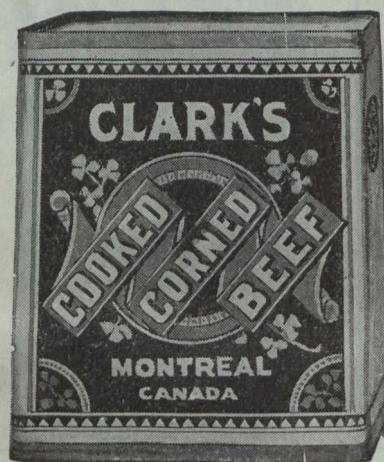
With Tomato Sauce and Cheese

Delicious eating. Reasonable in cost.
Display it. It sells itself.

Clark's Corned Beef

The Favourite for Cold Lunch

Let your customers know you have it.
They want it in the pantry.



Clark's Pork & Beans

With Tomato, Chili or Plain Sauce

Just as good as ever.
Just as popular, and
Just your best seller

Made in Canada - - By Canadians

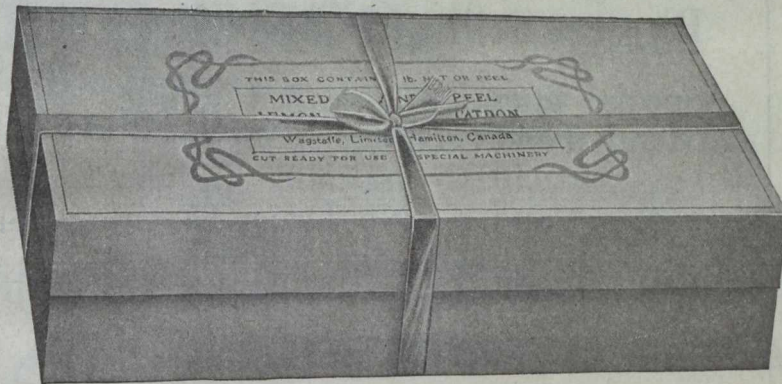
W. Clark, Limited - Montreal

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



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

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS
HAMILTON - CANADA

CHARMS

The Original Fruit Tablet in Package Form

Charms continue to surpass all past performances.

Everywhere they are the Biggest Selling 5c Specialty.

Special attention is called to the Menthol and Licorice flavors which are particularly saleable in the cooler weather. No Drug Tax is required on them, since no claim is made on the package as to its being a remedy for coughs and colds.

If you are one of the remaining few who do not handle Charms—write to-day for prices and full details.

CHARMS
at 5c per
Package
afford a
splendid
margin of
profit for
the jobber
and retailer

LIME
LEMON
ORANGE
GRAPE
PEACH
BUTTER
CLOVE
ASSORTED
HOREHOUND
RASPBERRY
WILD CHERRY
PINEAPPLE
PEPPERMINT
LICORICE
MENTHOL



Made by

CHARMS COMPANY, LTD.

36 St. Paul St. East
MONTREAL CANADA

BULK TEAS

*We are quoting very
attractive prices on*

HIGH GRADE JAPANS, Nett 80 lbs.

"Earl of Minto No. 1," and "Carnival"

CEYLON GREENS

"Hindol" Young Hyson, 60 lbs. nett.

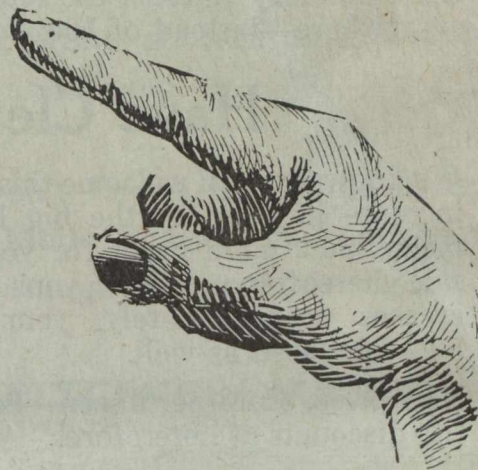
"Syleen" Gun Powder, 50 lbs. nett.

Get Our Prices Before Buying

MINTO BROS.

Tea Importers

284 Church St., Toronto, Ont.



*"As
Smooth
as
a Kitten's
Wrist"*

WHITE SWAN Peanut Butter

*"As
Smooth
as
a Kitten's
Wrist"*

Try a sample order of this wholesome, delicious Peanut Butter. It's made in the matchless **White Swan** way from perfectly roasted, large, meaty peanuts.

Its rich flavor and even texture, and above all its velvety smoothness, will appeal to your customers in a big

way. You'll find it an excellent seller—just as big a favorite as the other popular members of the **White Swan Family** of Food products.

Ask the **White Swan Salesman** for quotations on the Peanut Butter, that's "as smooth as a kitten's wrist."

White Swan Spices and Cereals, Limited

TORONTO, CANADA

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

::

MONTREAL, P.Q.



Every Housewife Knows the Name

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

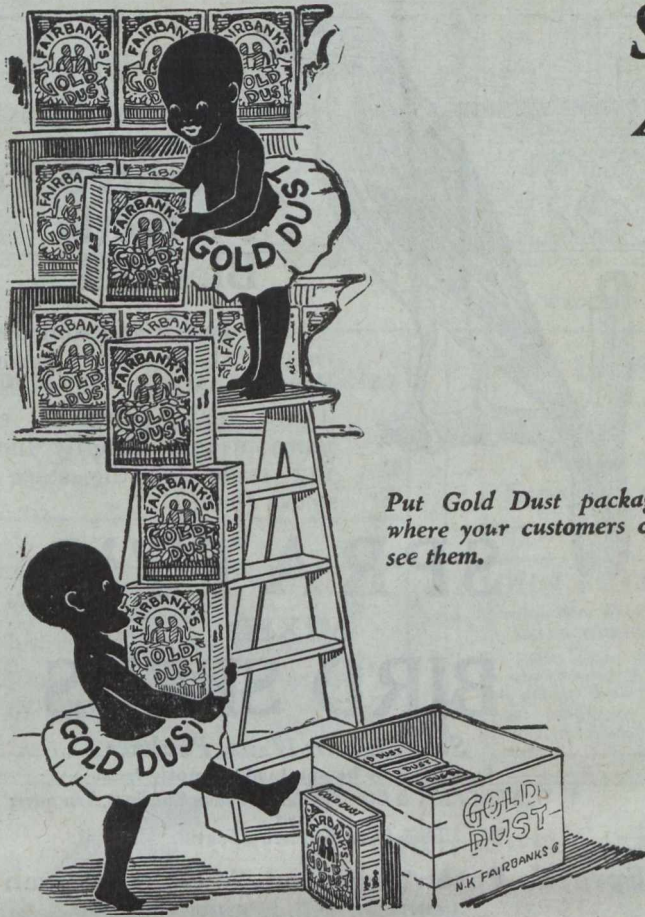
EDDY'S MATCHES have been before the Canadian public since 1851 and the passing years serve but to emphasize their great popularity with the Canadian consumer.

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

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



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



Put Gold Dust packages where your customers can see them.

Sold! A quick way of cashing in

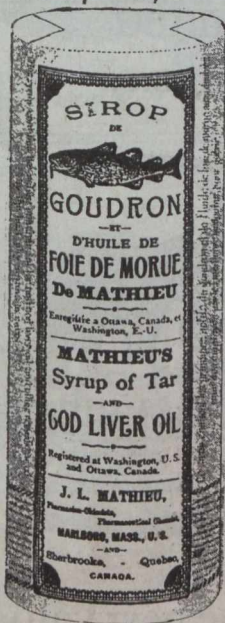
You don't have to *sell* Gold Dust. Our advertising takes care of that. Just *display* it on your front shelves and watch the sales pour in.

Don't forget that Gold Dust is "Made in Canada," and that the margin of profit is right.

THE H.L. FAIRBANK COMPANY
LIMITED
MONTREAL

You'll win appreciation as well as excellent profits if you recommend

MATHIEU'S SYRUP of TAR and COD LIVER OIL

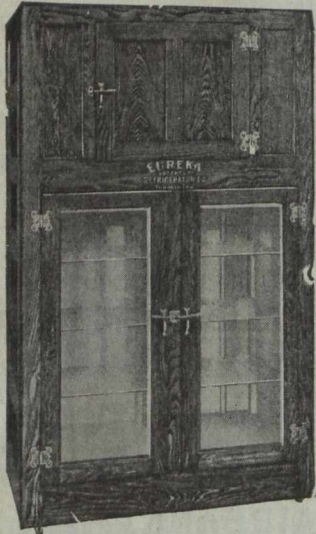


Here is a mighty profitable side-line that you'll find an excellent seller during the Fall and Winter months. **Mathieu's Syrup of Tar and Cod Liver Oil** is not only a highly efficient cough cure but it also possesses tonic properties that will build up the system at the same time it cures the cold. Mathieu's Cough Remedy contains no injurious or habit-forming drugs and its reputation is nationally established. It pays to feature this side-line.

J. L. MATHIEU CO.

Proprietors
SHERBROOKE, QUEBEC

Eureka Refrigeration Equipment



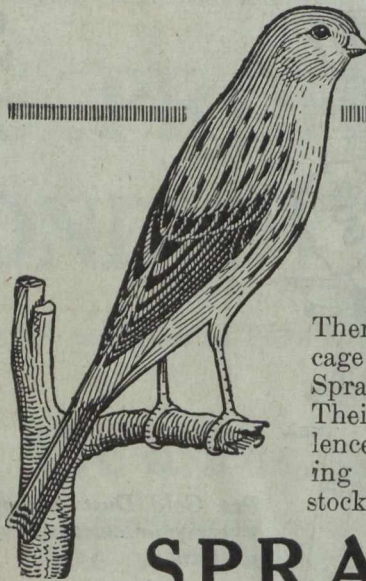
This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

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

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO



Quality Seeds Perfectly Blended

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

SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO. 31 - Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

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

The Most Important Point About Any Canned Food

IS

WHO PACKED IT



Kiltie Brand Pinks are vouched for by

WALLACE FISHERIES LIMITED

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



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
CANNED SALMON
124 Pacific Bldg. - Vancouver, B. C.

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

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

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

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Let Pritty place your brand on the market. He knows how. A live, energetic organization purely Western.
Track warehouse—Toronto and Dewdney.
Sales connections all over.

**Vancouver Office of
Canadian Grocer**
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER



A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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

EVERY MORSEL EDIBLE
AND DELICIOUS



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

Agents:

F. Manley, 147 Bannatyne Ave. East.
Winnipeg
Sankey & Mason, 839 Beatty Street
Vancouver.



The CROWN Trade-Mark

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

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

BRAND

CROWN BRAND

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

G. T. MICKLE

Ridgetown, Ont.

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs.' Agent and Importer
Groceries and Chemicals

Salesmen covering Manitoba, Saskatchewan,
Alberta and British Columbia.

533-537 Henry Ave., Winnipeg

C. DUNCAN & SON

Manufrs. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1899

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

MOWAT & McGEACHY

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates

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

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service

WINNIPEG

MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

Regina, Saskatoon, Calgary, Edmonton

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

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

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

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

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

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

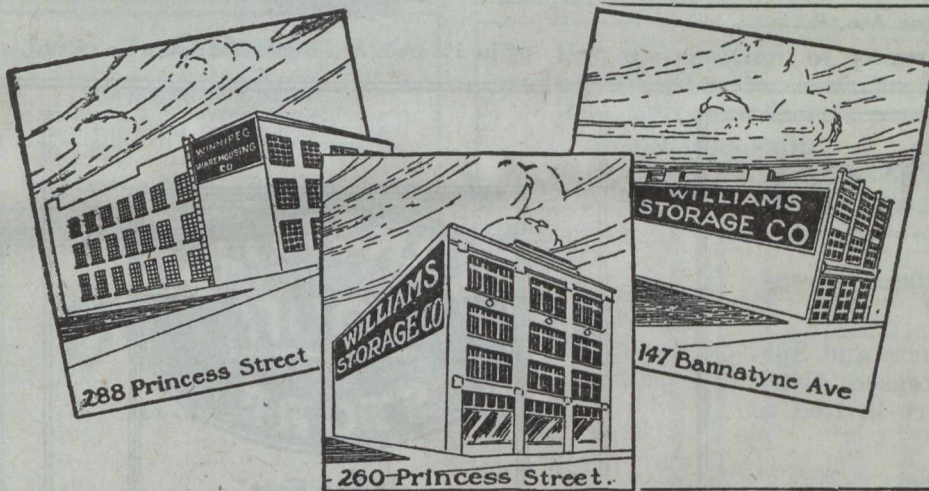
VANCOUVER, B.C.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.
 WHOLESALE COMMISSION BROKERS
 MANITOBA SASKATCHEWAN **HEAD OFFICE** WINNIPEG ALBERTA WESTERN ONT.
 CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
 WINNIPEG
 and
 Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
 STORAGE
 DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

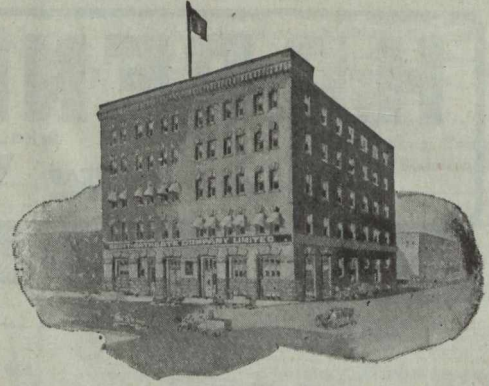
Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.

149 Notre Dame Ave. E.

Winnipeg



The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO. LIMITED

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

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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

It Is a Fact

That stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman was time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
[Souris, Man.]

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

J. K. McLAUHLAN

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

Langley, Harris & Co., Ltp.

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

CHADWICK & COMPANY

COMMISSION BROKERS
34 DUKE ST. TORONTO

"We cover Ontario with Grocers'
Specialties and Confections."

NEWTON A. HILL

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

W. G. PATRICK & CO. LIMITED

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

W. G. A. LAMBE & CO.

TORONTO

Established 1885
SUGARS FRUITS

John J. O'Donnell Co.

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

For the distribution of your
products in Kingston and dis-
trict, correspond with

T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN

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

OCEAN BLUE

In Squares and Bags

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

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

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

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

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

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors

Importers of BELL RICE, Dutch Cocoa and
West Indian Products

103 St. Francois Xavier St. MONTREAL

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE. GROCERY BROKERS

Importateurs & Exportateurs
Pois et Feves
Produits Alimentaires

Importers & Exporters
Peas and Beans
Food Products

ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

SHEPHERD-MOTT COMPANY

Manufacturers' Agents

Grocers' and Confectioners'
Specialties

Genuine Turkish Delight

Write for Samples and Prices.

73 OTTAWA STREET, MONTREAL

PEAS WANTED

Good boiling peas, either carloads or less.
Send samples advising quantity you have
and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker

Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.

H. R. Silver Ltd., Halifax, N.S.

Jos. Dufresne, Biscuits, Chocolates and Confectionery,

Joliette, P.Q.

Over 30 years in Business. Best References and Connections

18 Dalhousie Street, QUEBEC

K. Smith

Broker and Commission Merchant

1696A Hutchison St.
MONTREAL

International Commercial Agency

desire to represent exporters of
food products in British Guiana.
Take advantage of this service.

C. E. GABRIEL,

New Amsterdam, Berbice,
British Guiana, S.A.

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

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

If you require distribution in the Maritime Provinces
we are open to consider your proposition.

Best References

SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Advertising to Buyers is one
way to surely make
Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers

It's a Business-Getter

Rates and Information on Request

CLIMAX PAPER BALER



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

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

When Writing to Advertisers Kindly Mention
this Paper



Pure Maple Syrup

will be in great demand from now on.

SELL YOUR CUSTOMERS THE BEST.

Pride of Canada

is guaranteed absolutely pure. *Order to-day.*

REPRESENTATIVES: W. L. MacKenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL, CANADA



UNITED SARDINE FACTORIES

BERGEN, NORWAY

Norway's largest and most modern canning factory. Packers of smoked and unsmoked Sardines and other canned fish products.

The greatest care is taken in the selection of the raw materials and process of manufacturing and the strictest cleanliness is maintained among the workers to insure sanitary conditions.

"QUEEN MAUD" and "KING HAAKON" BRAND

Smoked Brisling-sardines, highest grade, summer pack in finest Olive Oil. Packed in $\frac{1}{4}$ Dingley tins with key.

"FJORD QUEEN" and "SHIP" BRAND

Smoked Brisling or sild-sardines, winter pack in Olive Oil. Packed in $\frac{1}{4}$ Dingley tins with key.

"GYDA" and "TENNIS CLUB"

Unsmoked sardines cooked in Olive Oil before packing. Put up in decorated Club tins with key.

Attractive labels. Quality that satisfied your customers. Flavor that appeals.

U. S. F. goods are popular the World over. Samples and prices gladly sent on request to nearest agent.

CANADIAN AGENTS:

Ontario and East:
J. W. WINDSOR LTD.
Montreal

Middle West:
TOMLINSON & SON
Winnipeg

West:
M. DESBRISAY & CO.
Vancouver

Business Data

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

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

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

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

Canadian Press Clipping Service

143-153 University Avenue, Toronto

"We Are Fishing for Your Business"

The Very Best of Good Fish LEONARD BRAND

This is the season when every grocer can carry a supply of fish profitably.

FISH—Fresh, Frozen, Smoked, Dried and Pickled, Haddies, Fillets, Kippers and Bloaters.

OYSTERS—In Bulk, Shell and Bottled.

Order from Your Dealer or Direct from

Branches:

Canse, N.S.
St. John, N.B.
Halifax, N.S.
Ingonish, N.S.
Grand River, P.Q.
Port Hawkesbury, N.S.

LEONARD FISHERIES, LIMITED
PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS
MONTREAL

Head Office:
MONTREAL

"It Pays To Sell The Best"



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

Royal Acadia Sugar, through rigid adherence to the highest standards of purity and quality has held the lead as Canada's best sweetener.

'Every grain pure cane'

tells the story of Royal Acadia's popularity. For every sweetening purpose your customers will find it unequalled. Stock up now with Royal Acadia. It pays to sell the best.

ACADIA SUGAR REFINERY

Montreal

Halifax

Saves Time and Trouble

When customers want Red Rose Tea, it will please them if you can invariably supply the quality desired. Don't let your stock of Red Rose Tea run down.



T. H. Estabrooks Co., Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton



Order from your Wholesaler

MASTER MASON

Canada's Joy Smoke

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

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

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

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

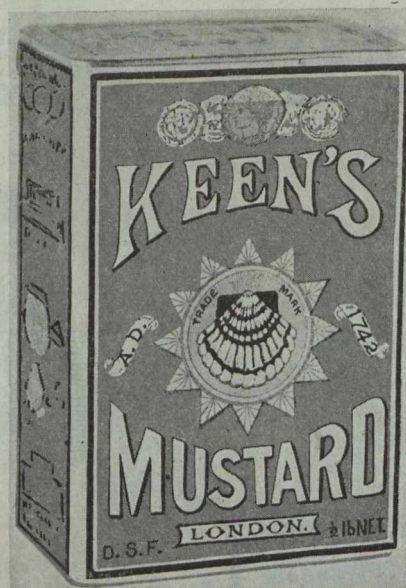


Make Your Selling Efforts Count

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

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

These Mustards Are Absolutely Pure



Canadian Agents: Magor, Son & Co., Limited, Montreal and Toronto

For light, wholesome Pancakes recommend **BRODIE'S XXX** Self-Raising Flour



Pancake time is in full swing—everybody likes them from the kiddies to the old folks. Cash in on this seasonable demand by displaying this incomparable, self-raising flour and suggesting its efficiency in making delicious, light pancakes, muffins, biscuits, etc. The results it produces in all cooking operations will invariably win praise and repeat orders from your customers.

Order from your wholesaler.

Brodie & Harvie, Limited
 Bleury Street, Montreal

Ontario Representatives—
 Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives—
 Renaud & Cie, Incorporated, Quebec

CANADIAN GROCER

VOL. XXXIV

TORONTO, NOVEMBER 26, 1920

No. 48

Border Grocers Attract Americans

Grocers in Niagara Falls, Ont., Do Not Fear American Competition Because of Proximity to Larger American Centres—Canadian Grocers on the Other Hand Have Built Up Trade With American Residents

DISCUSSING the question that naturally arises, when one considers the geographical position of Niagara Falls, Ont., namely, are the grocers there affected by people going to the American side for foodstuffs, as are the merchants in other lines. Canadian Grocer learned recently that the tendency to smuggle groceries was not so prevalent among the Canadian people. Rather, on the other hand, a great many merchants reported large sales with the American public of Niagara Falls, N.Y. In most border towns, it is a well known fact that there is a certain amount of buying, both by Americans on the Canadian side, and by Canadians in the United States. Many of the merchants in Niagara Falls, carrying other lines than groceries, complain bitterly of this tendency, and lose a good deal of business because of their proximity to such larger centres as Niagara Falls and Buffalo.

Do Not Fear American Competition

"Grocers on this side do not fear American competition," remarked Frank Taylor, grocer in Niagara Falls, Ont., when a representative of Canadian Grocer brought up the subject recently. "I don't think there are many Canadians who are going over to Niagara Falls, N.Y., for their groceries. But as a matter of fact, we have a good many American people, residents of both Niagara Falls, N. Y., and Buffalo, come over here to buy grocery lines."

"Do they actually come from as far as Buffalo?" the Grocer representative asked.

"Yes, we have people from that city who come here for certain lines regularly," Mr. Taylor replied. "Of course, the bulk of our American trade is from Niagara Falls, but a great many people come from Buffalo in their motors and buy on this side. For a long time previous to the break in the sugar market in the United States, sugar was ruling

at higher figures in the States than here in Canada. This fact brought a great many people over here to buy. During that period my business with residents from across the line averaged from one hundred to one hundred and fifty dollars daily. While sugar is now no longer an attraction, we do a regular, steady trade with American customers. Many people who came ostensibly to buy sugar, declared that Canadian refined sugar is superior to that refined in their own country. My 'Yankee' customers constitute a splendid source of revenue in my business, and our situation so close to the United States, I do not think is a detriment to the grocery trade."

Good Coffee Attracts Them

John Muir, an old established grocer at the Canadian Falls, is not complaining of American competition in groceries. He numbers a good many Americans among his regular customers, and during his twenty-three years in business at the Falls has always held a fair number of customers on the United States side. Selling coffee is a feature of Mr. Muir's business. His sales of coffee run up into the thousands of pounds annually. He has made a specialty of selling his own blend, and pays particular attention to the grinding of the same, assuring his clientele a satisfying blend all the time. Like some other grocers in other towns, who have been referred to in Canadian Grocer recently, Mr. Muir has built up a reputation for good coffee that has meant much to his business. "American citizens are great drinkers of coffee," Mr. Muir remarked, "and I have a good many people who come over here from Buffalo and Niagara Falls for their supply. In selling them coffee there is a good opportunity to sell them other lines."

Value of Display Counts

In a store where the value of display is not lost sight of, sales with people

who just come in for a certain article are very often made. Mr. Muir's store for convenient arrangement and splendid displays is hard to surpass. This fact plays an important part in stimulating trade, and goods are so attractively shown that sales are bound to result. As referred to in a previous issue, Mr. Muir sells only one brand of bacon. He has built up a reputation for a certain line, and this, too, he declares has been a fine advertisement with American people. There are some who are attracted by the bacon he carries, and it is in this way, of specializing in certain articles, that a grocer can do much to attract business. It gets the American people coming to his store, according to Mr. Muir, and they won't have bacon or coffee, or what every particular article it is that they fancy, from any other place.

Other grocers too share the same experience as Mr. Taylor and Mr. Muir in regard to American trade. All are getting, it would appear, a certain share of it, and particularly are those stores that are specializing in certain branded lines, attracting customers from the United States side.

It Is Jams In This Case

"There are a great many motoring parties to the Canadian side, all the time, from Niagara Falls, N. Y., and Buffalo," remarked Wm. Marshall, Niagara Falls, Ont., when the Grocer representative discussed the question with him. Pointing to a certain kind of jam, Mr. Marshall stated that he had a number of American customers who would not have any other. "They want this particular Canadian jam and since it possesses certain attractive features with this class of trade, I have not tried to sell them any other. It is a drawing card for some of my American trade."

Mr. Marshall mentioned another instance where a Canadian-made biscuit,

recommended to people from across the line, had proved a big sale, resulting in many always asking for them." I have a certain English biscuit here that is a particularly fine line, but I have sold this Canadian biscuit ahead of it, and with my American customers the latter is now a steady seller."

It is evident from the experience of these grocers in Niagara Falls, Ont., that American competition is not to be feared, and buying on the Canadian side on the part of Americans is on as large a scale as Canadian buying on the American side. That is, of course, in the matter of groceries only.

Food Building Advances Another Stage

Toronto City Council Decides to Issue 20-Year Debentures to Cover Cost—Estimated Cost Is \$150,000

TORONTO, Nov. 24.—The local city council have now approved of the proposition to erect a new Pure Food building on the Canadian National Exhibition grounds. It is not necessary to have a vote of the ratepayers taken.

The matter was passed along by the Board of Control, as mentioned in last week's issue, for the consideration of the entire council. It came up yesterday. There was some discussion as to how the building would be financed and some of the aldermen asked a number of questions regarding this. One, for instance, wanted to know what was intended by the recommendation of the board. Was it that the building would be paid for by the exhibitors in ten years, or that only the proportion of the carrying charges for ten years in proportion to the term of the debentures would be paid by the Food Products Association? The meaning of this arrangement was not clear. He was in

favor of the building being erected, but thought Council should know just what was intended.

It was finally agreed that the city should issue twenty-year debentures to defray the cost of the building, and that the agreement between the city, Exhibition Association and Food Products Association should be drafted to make it clear that the revenue for ten years would return half the cost, and an adjustment would be made of rentals for the balance of the period.

The C. N. E. was interviewed by Canadian Grocer afterwards to find out if City Finance Commissioner Ross had made his report on the estimated maximum cost per square foot. The answer was that this report had come in and that the directors would discuss the matter at once and advise the Food Products Association in a day or so.

"It looks as if the rental charge will be somewhere between 50 and 60 cents per square foot," stated an official.

Flour Prices Down 40 Cents Per Barrel

Flour Market is Irregular—Wheat Prices Continue to Dip Downward—Millers Buying Light Until Market Becomes Stabilized—Other Grains Also Lower.

MILLERS announce a decline of 40 cents per barrel on flour. This reduction brings the price of first patents down to \$11.80 per barrel of two 98-pound jute bags. The flour market is in an irregular condition at the moment and quotations are more or less nominal. Some millers state that sales are being made at a less price in view of the rapid changes in the price of wheat.

Prices of all grains have shown considerable recessions during the past week but millers show no disposition to buy in large quantities until the market conditions become more stable. Number one northern cash wheat is quoted around \$1.70 per bushel, which is about 30 cents per bushel lower than two weeks ago.

Manitoba oats are quoted at around 53

cents per bushel and some are of the opinion that oats will be even lower. Barley is quoted at 83 cents per bushel.

Ontario white oats are around 45 cents per bushel, barley 80 to 85 cents, buckwheat at 95 cents and rye at \$1.50. Farmers in Ontario as well as in the West continue to hold back their crop, and many buyers are of the opinion that the wisdom of their action in this regard is questionable.

CRANBERRY CROP FALLING OFF

There is a falling off in the cranberry crop compared with last year, but the total crop forecast of the Bureau of Crop Estimates of 1,449,000 barrels compares well with 350,000 in 1918 and 1,230,000 barrels in 1917.

PECAN CROP IS SAID TO BE THE SHORTEST IN TWENTY YEARS

The Alex Woldert Company, of Tyler, Texas, one of the largest pecan operators in the Lone Star State, states:

"After a thorough investigation throughout all pecan growing States we have come to the conclusion that the 1920 pecan crop is the shortest we have had in the past twenty years.

"A short crop was anticipated this year on account of the bumper yield of last season, as it has never been known for two large crops to follow consecutively, but no one expected almost a total failure. This shortage was not altogether due to the Easter freeze, as a great many trees were heavily loaded with young pecans long after the freeze occurred. Case bearers punctured most of the young nuts, causing them to drop off, and after the case bearers came the shuck worm, practically completing the destruction of the crop.

"Our estimate for this season's shipments will not exceed 15 or 20 carloads, against 800 last year. It will, therefore, become necessary for the Southern trade to draw supplies until next November from their Northern friends who carried stocks over in cold storage from last year. Prices are still quite reasonable, but will undoubtedly go higher as the season advances and the scarcity becomes more generally known."

LOUISIANA PEANUT CROP IS REPORTED LESS THAN LAST YEAR

The preliminary estimate of the average yield of peanuts per acre in Louisiana is 29 bushels. This compares with an average yield of 31 bushels in 1919, 24 bushels in 1918, 30 bushels in 1917 and 28.4 bushels the average annual yield for the past six years (1914-1919). The quality of the crop is estimated at 91 per cent. This compares with 81 per cent. in 1919, 78 per cent. in 1918, 88 per cent. in 1917 and 86.5 per cent. the six-year average of quality (1914-1919). The preliminary estimate of production for the State this year is 87,000 bushels. This compares with a production of 93,000 bushels in 1919, 108,000 bushels in 1918 and 120,000 bushels in 1917.

AMERICAN SUGAR REFINERIES CLOSED

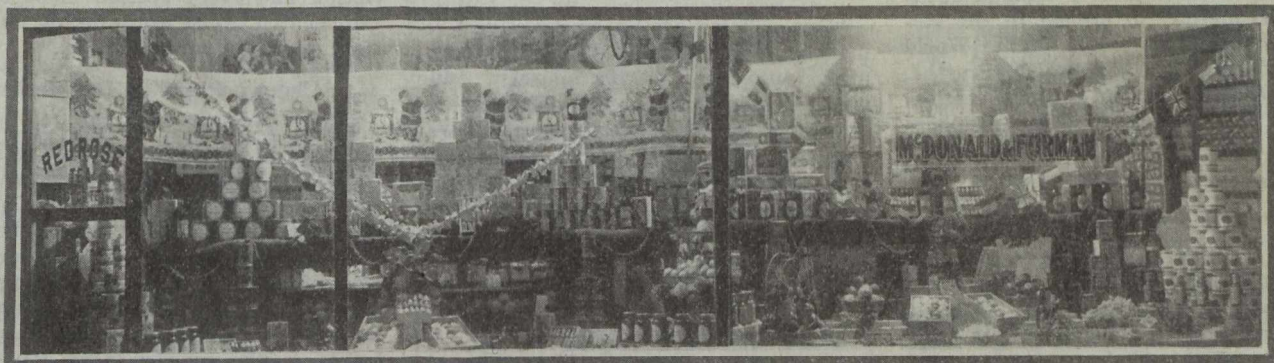
New York, Nov. 24.—All six refineries of the American Sugar Refining Company have been closed as a result of slight demand for the commodity, it was announced here today.

CANNED APRICOT PACK LESS THAN 1919

California's output of canned apricots amounted to 2,312,000 cases this year, as compared with 4,395,204 cases in 1919, according to statistics compiled by the Cannery League of California.

Brandon Merchant Has Splendid Christmas Window Display

The Spirit of Christmas Predominates in This Window Display—
Only Merchandise Adapted to Yuletide Season Shown—Oranges
Add a Touch of Color



THE above window display was dressed by J. F. McDonald, of the firm of McDonald & Forman, Brandon, Man. This window was trimmed for last Christmas season and created a great deal of favorable comment and was the direct medium by which large quantities of Christmas goods were sold.

For some time past this firm found its business increasing to such proportions that larger and more commodious quarters were necessary to carry on their business with comfort to the ever growing number of customers. The result was that a short time previous to last Christmas they added the next store, thereby making the two stores into one. This gave them one large window as illustrated above and allowed ample space for excellent display purposes, of which the firm appreciates the value and takes full advantage.

The Christmas trim of last year was very tastefully arranged. In the centre was a large wire display stand filled with oranges and grapefruit. On the one side were displayed Christmas crackers, nuts, candies, figs, dates, jars of jams and canned fruits. On the other side were raisins, currants, peels, mince meat, cranberries, plum puddings and wines.

On a built up platform, which was covered with red crepe paper, were pyramids of jams and five pound boxes of dried fruits.

All of the goods shown in this window were especially adapted for the Yuletide season.



Retail Merchants Hammer Luxury Tax

Ontario Section of the Retail Merchants' Association of Canada Meet in Convention in Toronto and Discuss Matters of Vital Interest to the Trade—President Refers to Present Depression in Business and the Necessity of the Merchant Not Being Caught Napping.

By Staff Correspondent Canadian Grocer

TORONTO, Nov. 18.—The nineteenth annual convention of the Ontario section of the Retail Merchants' Association of Canada opened on Wednesday afternoon in the Association Assembly rooms in the World building here. B. W. Ziemann, Preston, Ont., president of the Ontario section, presided. Over one hundred members from all over the province were in attendance.

President's Remarks

In his address to the convention, the president drew attention to the precarious state of trade, and the necessity of the merchant not being caught napping. He stated that the business man is passing through a strenuous time and some merchants are experiencing difficulties. "Prices are not coming down as much as the public believe," he continued. "The newspaper publicity about falling prices has given the people the wrong impression. The result is that the consumer is taking the position of waiting for falling prices. The retailer cannot give orders to the wholesalers. The wholesaler cannot give orders to the manufacturer, and the factories are laying off workmen, resulting in stagnation in business. Business would have gone along a great deal better than it is if the newspapers had not spread such false propaganda that the bottom was falling out of everything. Things are coming down, but not as fast as newspapers stated. Prices are not due for as sharp declines as the merchant expects, and many lines will not be replaced as cheap as at present. The idea prevalent in the minds of many that the retailer is responsible for high prices is a wrong one. The reason that the retailer is blamed is because he is in direct contact with the consumer, and has to hand on the prices set." Mr. Ziemann, in speaking on the subject of the luxury tax, declared that the tax should be collected at the point of manufacture or importation, and not by the present method.

The City's Welcome

In the absence of Mayor Church, the delegates to the convention were welcomed by Controller Alfred Maguire, who stated that the retail merchants were passing through a critical period, but all they needed was to stand together and they would get what was right and fair. With good leadership

and organization, they would find that their views would be respected.

J. A. Banfield Speaks

"Our policy must be constructive," remarked J. A. Banfield of Winnipeg, Dominion president, in his address. "We are a factor to be dealt with, and the government and the wholesale people realize it. We are closer in touch with the people than any class in the commercial world. You must get away from the small, narrow idea that you

dozen men to express the views of the separate trade sections. There are fifty sections in the Retail Merchants' Association and every section must be well represented when we present our protests to Sir Henry Drayton."

Clumsy Piece of Legislation

E. M. Trowern, organizer of the association in Canada, in his address dealt with the luxury tax. He pointed out that merchants believed that its purpose was the raising of revenue in the most business like manner. The government had no excuse, he declared, for this blundering, clumsy piece of legislation. If its policy was to suddenly spring legislation on the country, then the sooner it changed its methods the better. "You would have thought that they would have picked some government supporters from the ranks of the retail merchants to obtain an expression of opinion," he added. Mr. Banfield is one of the strongest supporters of the government. You would have supposed that the government would have found what some of the retailers thought of the proposed tax. Now, not one retail merchant in the Dominion would give his vote to the government, and I have been in all parts of the country."

Mr. Trowern claimed that the association had succeeded in making the government budge here and there on the tax, but could not obtain a change in policy. The enforcement of the legislation was complicated, discriminatory, cost a large sum to collect and resulted in the manufacture of cheap goods. He stated that there were thirty-seven sections of the retail trade affected by and that it was operated under six systems.

"There is only one system of taxation that would be considered by business people," declared Mr. Trowern. "That is a system which collects the revenue at its source."

Secretary's Report

The report of W. C. Miller, secretary of the Ontario branch, showed an increase in membership of 215. The membership of the association was now 3,410. He referred to the increasing cost of organization. Dealing with the legislation of the Ontario government, Mr. Miller said that the efforts of the officers of the association had met with considerable success. They had succeeded in eliminating an amendment to

Favor Collecting Luxury Taxes at Source of Supply

The following resolution was unanimously adopted by the Ontario Retail Merchants' Association at their meeting in Toronto on Thursday last:

That it is the opinion of this convention that the Luxury Tax is an absolutely unfair system of taxation, and that we ask to have the same removed, and that we heartily endorse the recommendation of the Dominion Board as follows: "We recommend that instead of placing the collection of a Luxury Tax on the retail trade, that it be collected at the source of supply, namely, from the manufacturer and the importer, and in this way it would be absorbed in the same manner as all systems of taxation are absorbed."

are a corner grocer or a small cross-roads merchant. You are as great a power as the greatest manufacturer in this country. Judge Robson, late chairman of the Board of Commerce, told me that this association was the strongest in Canada if the members only banded together." Mr. Banfield said that if, instead of passing the budget in two weeks and giving out snap judgments, the Union Government had given the retail merchants proper consideration for the expression of their opinions, there would not be this iniquitous burden of a luxury sales tax.

Mr. Banfield pointed out the necessity of a unanimity of opinion between the different sections of the association. "Sir Henry Drayton told me," he added, "that he would not entertain sectional views, and not to bring just a

the Workmen's Compensation Act which would bring retail merchants under the act, an amendment to the Wages Act to raise the garnishee to \$50, and the substitution of a clause satisfactory to the association. He reported that valuable information had been gathered by officers who were preparing to fight the claim of the Bell Telephone Company for increased rates. Mr. Miller's report was adopted.

D. W. Clark, treasurer, reported the affairs of the association to be in a healthy state. Receipts amounted to \$16,974.13, and disbursements to \$16,252.52, leaving a balance of \$721.61.

Resolutions Passed

A number of resolutions were passed by the Ontario Retail Merchants at the opening of the second day's session. Some of them that will be presented to the legislature at its next assembly were referred to a special committee. Resolutions passed are as follows:

That the Retail Merchants' Association, Ontario section, place themselves on record as being strongly in favor of the legislation secured by the Dominion Board to prohibit the false advertising of goods, and that members of this section be requested to forward to the secretary of the Ontario Provincial Board all advertisements or catalogues in which they find goods misrepresented, and that they be requested to take action thereon.

That this convention desire to place upon record as being opposed to the system adopted by some manufacturers of giving special prices to some dealers who make it a practice to advertise certain lines of goods at lower prices than the said goods can be purchased by the ordinary retail trade, and whereas the legitimate retail trade are collectively the largest buyers, and as such they contribute most towards the profit of manufacturers, that we ask that such a system be discontinued, or otherwise ask the manufacturers to adopt the price contract or re-selling plan, whereby these price-cutters cannot use staple lines for the purpose of deceiving the public.

That, in the opinion of this convention, it is not fair to the telephone subscribers who are retail merchants that the telephone company should charge an extra fee in order to publish the telephone directory. Every subscriber should be treated alike. As it is at present, if a customer wanted to look up those merchants who are engaged in any line of trade with a view to giving him an order, they would only have the advertisers to choose from, as the Telephone Co., by their extra charge, have barred out those who believe that the telephone com-

pany should not discriminate in the manner in which they do.

That the members of the association endorse the credit reporting department, and that the members take all the advantage they can of it.

That the convention oppose any attempt to make the application of the Workmen's Compensation Act apply to the retail trade.

That vigorous action should be taken against those who violate the Trading Stamp Act, or the False Advertising Act, or any act of a similar nature that has been secured by our association, and that such prosecutions should be undertaken by the Dominion Board under the direction of special committees appointed by the executive of the Provincial Board, and that the Dominion government have an official appointed to prosecute those persons who falsely advertise any article, similar to the inspector who is appointed to prosecute those persons who violate the gold and silver marking act.

That the Ontario Provincial Board apply to the government for an amendment to the Division Court Act, whereby small debts can be collected at a very much lower rate than it now costs to collect the same.

That we, retail merchants in convention, consider that it is not fair practice for wholesalers to sell their goods to the retail trade, and at the same time solicit trade from those who are, or should be, our customers, and who do not carry stocks of goods. We urge that this subject be taken up at a joint meeting of the wholesalers and retailers, with a view to having the same discontinued.

That active steps be taken at once to carry on the work of the community development so as to induce the public to spend their money in their home town, and that the coming executive be requested to give it their immediate attention.

That the officers and members of the Ontario Provincial Board ascertain as to the amount of injury that is being done to the cities, towns and villages, through mail order business by circulating petitions for the signature of retail merchants, to show that they are in sympathy with this inquiry.

That this association approve of a daylight savings measure, and that it be urged that the same be made Dominion-wide in its operation.

That in the opinion of this convention, all fruit should be sold by weight, and that the size of the box in which strawberries are sold should be specified under the act, and when sold by the box the size specified should be used.

That where the officers and mem-

bers of the Ontario Provincial Board desire to have the rate of 25 per cent., which is placed on the value of land and premises of all retail merchants, so as to ascertain the amount of business tax they now pay, reduced to 10 per cent. of the assessed value, instead of 25 per cent., be approved of by this meeting, and that we agree to assist the executive officers of the Ontario Provincial Board to secure the same.

That inasmuch as a resolution was unanimously passed at the last meeting of the Dominion Board, held in the city of Vancouver, B. C., deeming it advisable to raise a special welfare and organization fund of \$100,000 from retail merchants throughout Canada, that the members assembled agree to give the same their hearty support.

License Produce Dealers

W. C. Miller, secretary, announced that it was the intention of the association to also ask the government to pass the Produce Dealers' Act for the licensing and registration of produce dealers as a safeguard against unscrupulous traders. In regard to the transient traders' act, Mr. Miller stated that in Toronto the fee for traders and hawkers was \$250. An effort was being made to have the law made more stringent generally.

The secretary also stated in regard to the sale of two and a half per cent. beverages, that the suggestion would be made to the government that any legislation be only of a permissive nature, giving the municipalities the right to pass bylaws to confine the sale of those beverages to licensed hotels. "A large number of grocers and confectioners are selling these two and a half per cent. beverages," he said, "and the government's order gave hotels the opportunity to monopolize this business. We induced the government to defer it to November first, and members of the grocers' section have given evidence before the government.

Oppose Meter Telephones

The association also decided to oppose the application of the Bell Telephone Company for a meter service in the use of the Bell Telephone Company. The special committee to consider proposed legislation consists of Ed. Mack, Toronto; R. H. Dowler, London; P. Bellinger, Toronto; T. B. Cramp, Orillia, and W. Flavelle, Lindsay.

The matter of a special course for retail merchants at the University of Toronto was referred to the executive for consideration.

Address on Taxation

Ald. Honeyford of the City of Toronto addressed the convention on Thursday afternoon on the subject of taxation. In the course of his remarks he declared that the Ontario assessment

act was as unfair as the luxury tax. Under the Ontario assessment act, there were many kinds of penalizing taxes levied, not from the standpoint of who could pay but from the standpoint of who could pay with the least squealing. Those who had made a study of taxation matters had concluded that there was one way only to tax, and that was to tax the unearned increment of land values.

Land values, he said, were created by all the people. In Australia and New Zealand, he said, nearly all the revenue was derived by taxing the unearned increment of land values. He asserted that in Western Canada the taxation

of land values did not fail at all. He read a letter from the city clerk of Prince Rupert, in which it was said that taxing land values was the method there of raising money, and the sinking fund of that city was intact. In Sydney, Australia, the average land tax was \$1,400 a head; in Toronto it was \$600. A tax on land made land cheaper and reduced the price of buildings. "If you want to solve the housing problem take the tax off buildings and put it on the land, where it belongs."

Officers Re-elected

B. W. Zieman of Preston was unanimously re-elected president of the as-

sociation. Other officials elected, and all by acclamation, were: First vice-president, W. J. McCulley, Stratford; second vice-president, Wilfrid Hodgins, London; treasurer, D. W. Clark, Toronto; secretary-treasurer, W. C. Miller; auditor, Mr. Ball, Toronto; representative to Dominion Board, Henry Watson, Ottawa.

It was decided that Mr. Zieman, accompanied by Dominion Secretary E. M. Trowern, should attend the annual meeting this week of the Associated Boards of Trade of Ontario at Belleville, and present the views of the Retail Merchants' Association in regard to luxury and sales taxes.

Postal Rates Should be Investigated

Hugh Blain, President of Canadian Wholesale Grocers' Association, in Addressing Convention of Ontario Retail Merchants Deprecates Postal System That Permits Mail Order Houses to Dump Goods Into the Towns and Villages of the Country at Low Rates.

"THERE never was a time when the wholesaler and retailer should be more cordially working together, than the present," stated Hugh Blain, president of the Canadian Wholesaler Grocers' Association, before the annual convention of the Ontario section of the Retail Merchants' Association. "The retail merchants' association has always had our approval. The wholesaler and retailer are like man and wife, except that they could not get a divorce, and could not get a separation. And if they could, I do not know who would pay the allowance. The interests of the two are very much identical, although there are some differences. The retailer is in the unfortunate position of being too close to the consumer. Your condition is watched. There is nothing you do but the consumer knows of it, and if he is the average consumer he will let the other consumers know of it, too. I am prepared to admit that if any crimes are committed we are as guilty as you are, but I do not admit that any crimes are committed by either the retail or wholesale trade. The retailers are rigidly watched by the public, and they get little compensation for the service they render, and in no respect is this truer than in the case of the retail grocer.

"The wholesale grocers would like to have the views of the retailers on various questions, for instance, the different methods of distribution, chain stores, the relationship of manufacturers, the mail order houses, and finally what you would like the wholesaler himself to do. We have always held that the manufacturer should deal fairly and justly with the wholesale trade, and I don't think

wholesale houses or manufacturers should sell to chain stores at manufacturers' prices. I think it should be only on the basis of the regular retailer. If you don't sell the goods then we don't sell them either.

"I don't think the competition of the mail order houses is fair. There have been four advances in freight rates since 1916. The mail order houses are allowed to ship parcel post, and when parcel post was first introduced, rates were lower than cost. We ought to have a commission look into the postal service. In fact, I will be so extreme as to think that the delivery of merchandise should be stopped through the mails. I would like to see the retailers join with the wholesalers in seeking better legislation in this matter."

A vote of thanks was tendered Mr. Bain, on motion of Ed. Mack of Toronto and T. B. Cramp, Orillia.

Artificial Method for Rearing of Young Oysters

New York, Nov.—A discovery of great importance to the oyster industry is reported by the New York State Conservation Commission. W. F. Wells, biologist, has succeeded in the artificial propagation of young oysters. The eggs are obtained from the oysters and fertilized in much the same way as is done with the spawn of fish in hatcheries, and the young oysters, which are free-swimming during the earliest stage of their life history, are reared in tanks un-

til they "set," that is, attach themselves to shells and other objects. As the great difficulty of oystermen during recent years has been to secure a good set of oysters by natural means, the importance of Mr. Wells' discovery may be readily appreciated.

Young oysters, before "setting," are very minute, and it has hitherto been found impossible to change the water in the rearing tanks without losing them. This has now been overcome by a centrifugal machine which concentrates millions of the tiny creatures from a large volume of water into a small bowl. They can then be transferred to a tank in which the water has been renewed. Though very delicate animals, their shells enable them to undergo this process without harm. About one month after hatching, the young oysters attach themselves and their free-swimming existence is over.

These experiments are important from a scientific, as well as from a commercial viewpoint, as they provide material for the study of the life history of shellfish, which has in the past been very incomplete.

THREE PER CENT. DECLINE IN U. S. FOOD PRICES

Washington, Nov.—A decrease of three per cent. in retail food prices in October throughout the United States was noted in statistics on the cost of 22 articles of food, made public by the department of labor.

Greatest decreases were in prices of sugar, 24 per cent., and potatoes, 15 per cent. The price of eggs increased 14 per cent.

How to Meet Chain Store Competition

Grocer Advises Not to Worry About Per Cent. on Sales Price, But Find Out What It Costs to Do Business, But Henry Johnson, Jr., Replies That He Never Knew What It Was to Figure on Any Basis Except the Sale.

By HENRY JOHNSON, JR.

THAT sometimes I fail to catch the trend of communications seems to be indicated by this extended protest:

Toronto, Oct. 17, 1920.

Gentlemen: I want to see more personal opinions instead of Chief Adjuster Henry Johnson doing all the talking. I don't want to get in bad with Mr. Johnson, only to get life out of your paper. Johnson shoots big guns adapted to big stores, and I found two letters of late on small matters which were never answered. So I judge he is on Easy street. His advice on basing per cent. on selling price instead of cost is sound, but I venture to say when he commenced business he never heard of that way of figuring. But he and hundreds more get there just the same. So can the small merchant who lives on Hard street. Don't worry about per cent. on sales price. Find out what it costs to do business. Then do it. If you have not all established business and are located close to chain stores, your business will be to sell goods not theoretically but actually and can maintain no fixed percentage.

Did you know that there was a war on, viz., chain stores? A personal opinion may not damage your business. Conditions of grocery business have so changed that trade journals should be willing to change where there is a mutual benefit. I refer to the greatest menace grocers have ever met, that is the chain store that is effectively eating the life of the business and doing it legally.

We cannot follow safely theoretical advice. Must have actual advice of men who have met the enemy effectively. Trade journals do not seem awake to the activity of the chain, or if so, cannot prescribe any remedy, or do not. Mr. Johnson's analysis is sound; but if we cannot do business, there's nothing to analyze. It is plain he lives on Easy street, loves to theorize and is a good salesman and conservative. We cast no reflection on him only that he deals in big business and cannot sympathize with the underlings on Hard street, of whom the undersigned is chief.

Yours very truly,

Try Hard to Keep My Feet on the Ground

That man got a lot off his chest all at once, and I thank him. Do not keep such thoughts in your system. Get 'em out. Let me know where I fail you.

That will help us both. For it is my effort to keep my feet down on the ground, to remember always the smallest struggler in business, and not to theorize except where theory can be transmuted into practice for everybody.

As to promptness in handling inquiries. Note the date of this paper. I have handled this inquiry the very first minute possible. I get a lot of them and try to be prompt, but often letters are pushed aside to make room for important business stories which I feel will benefit many. Then, too, some of those questions are so badly staged, so meagre in detail, that I try to puzzle out just what it is the writer wants to know, and the matters are sidetracked while I discover the intention of the writer or write back to him for more light. If you make your questions crisp, to the point, and furnish data whereon answers may be based, I'll answer more promptly, but in any event I shall always handle a letter as speedily as possible.

Further, I try hard always to keep my feet on the ground. I do not want to get out of touch with the little fellow. I find lots of them who think I have sized up their needs and handled them to best advantage. I should be able to do that, for my own experience began thusly:

My father failed in 1875 as result of the panic of 1873—\$25,000 below zero. That means he had done a big business. But he began over again in 1878 with \$730 of borrowed capital. He rented a store 60 feet deep by 22 wide and built a partition part way to the ceiling ten feet from the rear wall. Behind that partition was put a bed, an oil stove on a box, a lard pail for a washbasin and there were our living quarters. We cooked oatmeal for breakfast and supper—ate it with milk—nothing else. Went to a little hotel where we ate dinners at five for \$1.00. Lived that way eight years, without fire in our room, broke the ice on the pail to wash, and shivered many a time. Hours from 6.10 a. m. until 9 p.m. every night and all the forenoon on Sunday. Does that sound as if it were Easy street?

Competition Always There, Also Changes

That was a time of keen competition. There were around us stores with ample capital and they often did things that were not sound business, such as having cut price sales we knew we could not meet because they were not good busi-

ness. Times, too, were said to be very bad. I heard one big merchant say, at that time, that "there was no business in the country any more—everything dead and buried." We got through and made a success by working like beavers, keeping all kinds of hours, figuring closer than my present correspondent knows how to figure, I think, and living within our limited income. I have never thought those times were easy, but I have never regretted them, either.

I never knew what it was to figure on any basis except on the sale, because that I learned from my father, who was, in some respects, the best businessman I have ever known, but I know also that we averaged about 12½ per cent. gross margin at a time when merchants thought they had to get "about 20 per cent." Thus we survived when others—many of them—went under and left the field to us.

That is the opportunity that lies right before every small merchant today. There never was a time, and in my opinion there never will be a time when the earnest, hard worker in the grocery store will not find an avenue toward success along the line of hard, intelligent work. Everywhere, today, this year, the small man is making good in as big proportion as any time, despite this new "menace" about which my friend complains—which is just the old menace in another form.

Changes Always in Any Live Thing

Changes? Of course, there are changes. There always will be changes in any line of business. Whenever anything stands still it dies, and business is not dead now any more than it was in 1878—though there were men then who thought it was dead.

"Find out what it costs to do business, then do it," says my friend. Find out on what basis? On sales or on cost? Granted it does not matter, so you get enough to leave a little for yourself, can any harm result from learning it the right way? Is there any disadvantage—ever—in knowing your expenses on sales rather than on cost? My friend is a little up in the air, that's all.

I write about big business? Yes, also small business. I write the stories I find everywhere because I want to avoid theory. If I should say that thus and so can be done this way, I should give you theory. But if I tell you that Jim Jones did the thing and tell you how he

did it, I am giving you hard, practical facts. Then, whether the tale is from big or little business, it is there for you to apply its truths to your own needs. I can do no more for you.

Follow the Lead of the Successful Man

I like particularly to tell of big, successful men for many reasons. First: the fact that they are successful justifies the thought that their ways must be sound. Second: In practically every case they began small, so you then have the encouraging thought that you, too may do likewise. Nay, you have the right to feel sure you can do it. Third: these stories always show clearly that hard work and close application not only are the ways that win, but that they are the only ways. These being all within the reach of the smallest man, why and how is this theory? Looks to me like the soundest, most solid practicality.

For example: In 1917, less than three years ago, a young lawyer was called in as receiver of two bankrupt grocery stores. He knew nothing of the business. To make as good an accounting and settlement as possible, he dug into the business, working day and night at it. Presently he concluded—as he likes to say—that “it required a lot more brains to run grocery stores than law suits,” and he made the two stores pay. Then he added more stores and re-organized the defunct company—the stakeholders, or creditors, being more than glad to help. In two years he had 32 stores. In another year he had 63 stores. Last year he did \$1,500,000 business. In the first six months of this year he did \$1,500,000 by consolidating the business of the 63 and not taking on any more.

No Royal Road But a Way Open to All

Was there any special advantage this man enjoyed over any competitor? Not a thing. The fact is that there is no royal road, but there is a way that is common property, open to all who have the grit and courage to travel it.

In April, 1919, a little man started out with \$75 in the grocery business. Is that too high-brow a tale? He ran along until December 31, or for 8½ months, and showed net assets of \$1,176.76.

The little man on Hard street has all the advantage. Having the smallest expenses and containing the entire organization in himself, he can do things the big man must hesitate to do. He can make a run or a cut or experiment on any scheme because he is the entire organization himself and he can stop anything that seems harmful at once. Most important of all, he can keep his expenses so low that he can defy competition. He can work without many rules.

As he goes on this way, he is able to study every move from his own and the other fellow's standpoint; analyze it; see its sound and its weak points. He

can review and figure everything from the right angle—sales—and learn minutely just how closely things can be handled. He will have leisure to study what items can bear a big percentage and what must be sold close. As he grows he gets to be better equipped daily. He is on much more certain ground than the fellow who begins with ample capital and less knowledge.

If, now, he has the wisdom to sense the fact that about two per cent. makes all the difference between success and

lack of success, he is on the way to that Easy street he seems so much to want to reach.

But aside from pointing him the various ways to reach it, nobody that I know of can help him. He must choose for himself the way best fitted to his needs, and along those lines he must work out his own salvation.

Finally, I too, wish that many would give us their opinions, but I can only ask for those. I cannot make more men speak up.

Should Merchant Have Sold 100 lbs. Sugar?

Asked for That Quantity by a Big Buyer But Disposed of Only 10 lbs.—Manufacturers' Agent Finds Good Business Out Through the Country.

The trade is watching very closely the trend of business conditions. Canadian Grocer has interviewed a great many firms, retailers, wholesalers and manufacturers, in regard to how goods are moving. There is of course an evident slackening up of sales on the part of the retailer in view of the fact that the consumer has been led to believe that prices of all kinds are not merely declining but slumping.

A case has come to our attention during the week of where a retail merchant advised the customer not to purchase one hundred pounds of sugar which the customer had asked for, the reason given being that the price of sugar was coming down very much farther. This customer—the wife of a prosperous farmer in Western Ontario—had asked for a sack of sugar. She was the buyer for a big household. With seven children, her husband and her sister, a housemaid and two or three hired men, she was easily in a position to purchase 100 pounds, a quantity that would only last a short time. Nevertheless the merchant advised her to take ten pounds only. This would not last her very long. Was this good business on the part of the retailer?

A large firm of Canadian manufacturers' agents state that, finding business somewhat dull through the regular channel of wholesaler to retailer, decided to send out some of their men into the country towns and smaller centres. They now report a splendid business with retailers and claim that trade is quite good considering the general feeling. In fact they were enthusiastic. Many of their lines are more or less of the specialty character but some are in the branded staple class.

There is no doubt a tendency on the

part of the public to go easy on their purchases but many retailers state that this applies more to the important staples such as sugar, but that the specialty articles where prices are not so familiar are moving well. Apart from the larger centres where considerable manufacturing is done, the people are all in good circumstances with a big crop yield to back them up in all the agricultural districts.

Where retailers are graduating their prices based on replacement value business is good. A big Christmas trade is being looked forward to by all merchants.

SUING DOMINION SUGAR COMPANY FOR \$40,172

Toronto, Nov. 23.—W. F. Morley & Co., Toronto, are suing the Dominion Sugar Company of Chatham for \$40,172. The case has been set down at Osgoode Hall for trial.

It is claimed that on November 26, 1919, the Dominion Sugar Co. sold 448,000 pounds of sugar to H. O. Wilbur & Sons, Philadelphia, for \$54,208 at the rate of \$12.10 per hundredweight. Later, on account of embargoes, H. O. Wilbur & Company transferred the sugar to W. F. Morley & Co. at the purchase price. A quarter of the sugar was to be delivered in each month—February, March, April and May, 1920. On account of the embargoes existing the Dominion Sugar Co. refused to make delivery, but the plaintiffs claim that the contract read f.o.b. factory, and therefore was the property of the Philadelphia concern, who were entitled to dispose of it, as they afterwards did to W. F. Morley & Co. Morley & Co. claim that they had sold the sugar in Toronto and Hamilton at \$19.11 per hundredweight, or for \$85,612, and agreed to pay \$1,232 freight.

They therefore claim \$30,172 for loss of profits and \$10,000 damages for loss of business.

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, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

OFFICES

CANADA—Montreal, Southam Bldg., 123 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave., Telephone Adelaide 5740. Winnipeg—1103 Union Trust Bldg., Telephone 3449. Vancouver—314 Carter-Cotton Bldg., 198 Hastings West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 1606, St. James Building, 1133 Broadway (corner 26th Street), New York, Telephone Watkins 5869. Chicago—405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430. Boston—C. L. Morton, Room 734, Old South Bldg., Telephone 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.

SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. 9d. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIV. TORONTO, NOVEMBER 26, 1920 No. 48

LIQUIDATION GRADUAL

ACCORDING to the president of the Canadian Bankers' Association, pressure by the banks on the business community to hasten liquidation will not be of an embarrassing nature. Discussing the decline in commodity prices with his fellow bankers at a recent meeting of the association, president C. A. Bogert urged that the banks do not bring undue pressure on borrowers against commodities for liquidation, but asked them to give reasonable time for gradual absorption of the commodities by the public, thereby avoiding further depreciation and the accompanying disturbance.

On the other hand, the banks are very much interested in speedy marketing of crops, and Mr. Bogert said it was reassuring to know that the value of Canada's exportable food products alone this year would reach very large figures, and growers of products and grain dealers should be offered all possible facilities for the marketing of these products. The fact that Great Britain is now in the market for Canadian wheat was a matter for gratification, while Belgium, France, Switzerland and Spain had already been buying. The effect of these sales

was just becoming apparent, and although no material reductions have yet been made in the ordinary commercial loans, gradual improvement should take place during the balance of the winter.

As to the prospects for easier money, Mr. Bogert did not look for much improvement in this direction until well into next year, perhaps the summer.

Canada, in Mr. Bogert's opinion, was probably in a better position to recuperate from the war than any other country, with its great resources and steadily increasing volume of products. Many commercial readjustments would have to be made, and those engaged in lines of business holding merchandise which is depreciating in value with falling prices, would have to draw on their profit and reserve. Merchants in some lines of business would have to take losses, but he believed the majority of them had accumulated sufficient surpluses during the profitable war period to provide for these contingencies.

DO NOT FEAR CO-OPERATIVES

ONE of the resolutions put up for approval at the convention of the retail merchants of Ontario, held recently, was one asking the assembly to place itself on record as being opposed to co-operative societies and buying clubs, unless the same be under Government supervision, and that, owing to the importance of the subject, the matter be immediately taken up with the wholesale trade and the manufacturers. The resolution did not pass. A motion to the effect that no action be taken on the question was carried.

"Co-operatives have never been a success," stated one delegate in making the motion that nothing be done with the resolution. "We should not let it be seen that we even know they exist," he added. "I have never feared the competition of the co-operatives, and I think it will be found that they will finally be eliminated."

The above remarks about sum up the attitude of the merchants gathered in convention, on the subject of co-operatives

While co-operative stores have offered some goods at lower prices than the regular dealer, it has been found that in the way of service these club stores have not been able to measure up to the well-established merchant. Then again the fact that so many are interested in the business rather than one man, has worked to their detriment. In many instances it has been the case of too many managers.

Gradual Return to a Saner Attitude by People in Regard to Luxurious Outlays is Now Being Noticed by Banking Heads

Discussion of Business Conditions and Outlook By Managers of Big Canadian Banks Indicates That Signs of a Return to Something Nearer Normal Are Not Lacking—Money Is Said to Be Tighter in U.S.A. Than in Canada—No Reason for Pessimism

THERE is so much uncertainty about business conditions at the present time, and grocers, like every other class of businessmen, are so completely at sea that anything that tends to throw light on the situation is acceptable. "Keep close to your banker" is advice that has been handed out in these columns before, and it is a policy that is being followed now by many merchants. In view of the fact that the bank manager is—or should be—better versed in these matters than perhaps any other man in the community, the following views on the business outlook, as collected by The Sun-Times of Owen Sound, Ont., should be interesting:

Public Is Holding Back

J. A. Simpson, manager of the Merchants' Bank: "Speaking of Canadian conditions, these can only be considered here in the most general aspect. We have been favored east and west this year with larger crops of all kinds than in recent years and that fact at first thought inspires hopefulness for the future. But one is reminded that to obtain the fullest benefit, we should export all the grain we do not require for our own use, and the present adverse rates of exchange, high transportation charges and insurance rates minimize to an important degree the advantages to the country at large which in normal times would have accrued to our farmers through the enormous volume of their crops. Until there is a clearance of the outlook in these matters, money will be tight, as the saying is, and banks will continue to exercise the utmost care, discretion and good judgment in the conduct of the Dominion's legitimate activities. There is already in our large centres much unemployment due to various, obvious reasons, chief of which perhaps is the downward trend of various commodities, the holding back by the public of purchases other than their actual daily needs in the hope of still further lessening in prices of necessities. There is also to be noted a gradual return to a saner attitude by the people in regard to luxurious expenditures. Probably our chief hope of an early return to more natural conditions is the exercise of the strictest economy and therefore the ability to lay by money against the time when a

dollar will be worth one hundred cents instead of the present fifty cents."

E. A. Batchellor, manager of the Royal Bank: "The present tightness of money is a logical aftermath of the war aggravated to a certain degree by the banks being called upon to finance one of the largest crops on record. The basic condition of Canada is undoubtedly sound and there is no apparent reason for pessimism although business in some lines at the present time is somewhat depressed, and it is quite natural that after a lengthy period of inflation, prices of all commodities should seek a lower level. In the meantime, until the readjustment period is over, and business is again normal, it is the duty of every citizen to be loyal to his country and purchase in so far as is in his power only goods made in Canada."

R. P. Findlay, manager of the Canadian Bank of Commerce: "The 1920 crop has a very much greater value than any other previous crop and it is consequently taking a very much greater volume of bank funds to market than usual, leaving a shortage for some other less important purposes. When the crop movement is completed we can no doubt look for more money for other purposes. While money is somewhat tight at the present time, the banks are, I think, looking after the requirements of their customers for legitimate commercial purposes. It seems to me from all accounts that we are much more fortunate than our friends across the line, where money is much tighter and rates considerably higher than here. Bank rates in practically every country in the world have greatly increased during the past six years, while there has only been a slight increase in bank rates in Canada, even though there has been a tremendous increase in our cost of doing business, and I think this is a great compliment to the Canadian banking system. The financial affairs of the country are in practically the same capable hands that guided us through the period of war and it seems to me we can have confidence that they will safely guide us through the period of readjustment."

Banks' Policy Changed

R. B. Towriss, manager of the Union Bank: "There is every indication that the period of financial readjustment has

commenced. Conditions are such as to have changed the policy of bankers generally in relation to the granting of credits and there is every likelihood of a gradual tightening in the money market. The reduction in prices in so far as the consumer is concerned has been very slight, yet there seems little doubt that we have passed the peak and that we may look forward to a considerable, if uneven, scaling downward; as yet the factors that have been forcing a reduction in prices have not been of a fundamental character. While there has been a gratifyingly good harvest throughout the country we have not gone far toward a general increase in output, and still less toward the general deflation in currency. These can alone give a permanently lower price level. The time is fully ripe for the practice of rigid economy on the part of all our people."

WHOLESALE GROCERS HAVE WORRIES THESE DAYS

One wholesale grocer was showing a representative of Canadian Grocer three samples of letters received in one day from three different grocers. One stated that he was quoted a lower price on sugar by a competing firm two days after he had given his order to the wholesale grocer's representative. In no uncertain manner he demanded a refund. Another said he was quoted one cent per pound less on prunes. He also wanted a refund. Another stated he had been given a lower price on raisins by another house. This wholesaler, stated the retailer, should try and bear in mind that, at the present time, prices on some commodities change overnight, and it isn't a case of a wholesaler trying to overcharge a customer. He cannot always keep pace with the market. The wholesale grocers, he added, are not making an exorbitant profit, in fact, many are hard pressed to make a profit at all, at present.

"The average retailer," he declared, "who bought on the wholesaler's advice, in a rising market, made a nice, additional profit. Therefore, he must expect now to possibly take a corresponding loss. The wholesale grocer has been a good friend to many retailers."

Canadian Grocer would be glad to hear from retailers on their side of the question.

CURRENT NEWS OF THE WEEK

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

MARITIMES

A number of the retail merchants of St. John, N.B., waited upon Finance Minister Sir Henry Drayton, a short time ago, when the latter was visiting that city, and complained of the hardships of the present method of collecting the luxury tax.

A new flour mill has recently been established in Charlottetown, P.E.I. It has a capacity of 150 barrels a day, and will be able not only to take care of all wheat grown in the province, but will import largely from western provinces. The officers of the company are B. D. Howatt, president; Isaac Carter, vice-president; H. M. Davison, C. H. Chandler, executive officers, and B. W. Le Page, secretary-treasurer.

QUEBEC

The Bovril Company, Limited, Montreal, have secured the agency for April for the Dominion of Canada.

Twenty-five wagons loaded with potatoes, the property of the Premier Potato Company, were destroyed in a fire that was discovered at 11.55 o'clock Thursday night, November 18, in a wooden structure on Murray street, Montreal. The building was the property of the City Ice Company.

ONTARIO

John Hart, Toronto, has sold to James Don.

S. & W. Climie, Sault Ste. Marie, have sold to Milroy & McKay.

The Marine Grocery, Fort William, Ont., has sold to G. M. Lee.

G. H. Sipes has commenced business at 45 West Main street, Galt.

D. C. Mackenzie, retail grocer, Toronto, recently suffered a loss by fire.

George Deckie has opened up a first-class store at 94 Ainslie street, Galt.

A. C. Hartman has opened up a first-class store at 366 West Main St., Galt.

A. S. Johnston has opened up a first-class store at 790 Danforth avenue, Toronto.

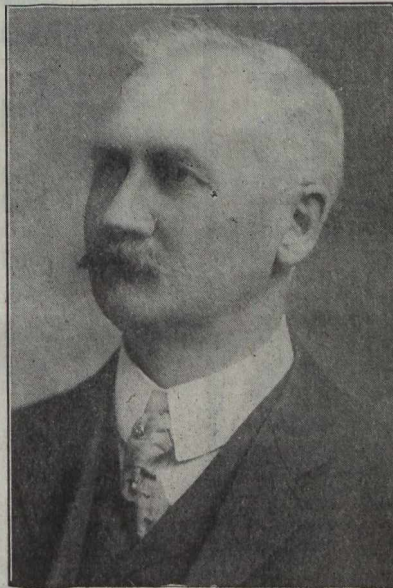
J. A. Geddes has opened a grocery business in the McGaw block, in Kincardine, Ont.

Two milk vendors in Markham, Ont., were recently fined fifty dollars for adulterating milk.

W. J. Bradley, manager of the Winnipeg office of Sainsbury Bros., is on a business trip to Toronto.

DEATH OF TRAVELER AND FORMER GROCER

Orillia, Ont.—Neil Carmichael, a grocery traveler, passed away here suddenly following a stroke. He had a great many friends among the retail trade all over Ontario, as well as in Toronto, where he resided, and where for a number of years he operated a grocery store on Yonge street, just south of the



THE LATE NEIL CARMICHAEL

North Toronto C. P. R. station. At that time he was a member of the Retail Grocers' Association of Toronto and one year was head of the organization. The late Mr. Carmichael was 59 years of age. A widow and three sons survive, the latter being John, Malcolm and Alex., of Toronto.

L. H. Davis, of the California Prune & Apricot Growers, Inc., San Jose, California, was a recent visitor in Toronto.

John O. Carpenter, Hamilton, Ont., has disposed of his grocery business at 10 Market Square, and intends to take a much needed rest.

T. C. MacIver, who for the past seven years has been with W. K. Kellogg Cereal Co., Toronto, has severed his connection with that firm.

Stewart Henry, Windsor, wholesale distributor for B. C. Packing Association, has returned to his office after being confined to his home with illness.

W. J. Easton and Bert Brown, Chatham, Ont., represented the retail merchants of that town at the R. M. A. convention in Toronto last week.

John Hill and Company, Thessalon, Ont., have opened a flour, feed and grocery business in Thessalon, commencing on the twentieth of this month.

A new co-operative store is shortly to be opened in Ingersoll, Ont., by the farmers' clubs and a number of organized workmen. The store has already been purchased.

Garfield Stephenson, manufacturer of clothes pins, in Orillia, Ont., was electrocuted last week while at work in his plant. The late Mr. Stephenson was only 37 years of age.

A farmer in Peel county was fined the other day for having too much water in the butter he was selling. The government standard is 16 per cent., and this butter had 3.3 per cent. more water than is permissible.

S. C. Johnson & Son, manufacturers of Johnson's Floor Wax, Paints, Varnishes and Auto Accessories, have commenced operations in their Brantford, Ont., factory. All of their lines are being manufactured in Brantford.

H. M. Gully of the Drimilk Company, Limited, Toronto, and Courtland, Ont., was on an extended business trip in Winnipeg last week and made arrangements with Donald H. Bain Company to represent them in the four western provinces.

Peter McGaw, for many years in the grocery business in Kincardine, Ont., passed away last week. He was 71 years of age, and had been a resident of Kincardine for sixty years. He was one of the leading citizens of the town, taking a keen interest in all that pertains to its betterment.

Merchants in Windsor, Ont., are urging the city to pass a "moving bylaw," under which cartage companies must inform civic authorities, within 24 hours, of the addresses from which they carried goods and the destination. The merchants complain of annual losses aggregating thousands of dollars, through persons moving to the United States, leaving unpaid bills behind.

According to J. Gill Gardner, president of the Laing Storage and Produce Co., condensed milk manufacturers, Brockville, Ont., the company intends to erect a \$400,000 addition to its plant, starting work next spring. Mr. Gardner, with J. R. A. Laing, the managing director, visited Holland, Belgium, France and Great Britain, in the interests of the company.

What they say about
“Dominion Brand”
Tomato Soup

“The Soup With a Flavor”

“We have tried the tomato soup and both think it is really delicious. We have soup at least five times a week, so that it is one of our principal articles of diet. You have been very successful with it. The Flavor is a little different from but we like yours better, and he has been telling all his friends about the wonderful soup that can be made in Canada.”

“Very Much Impressed”

The writer was very much impressed with this Dominion Tomato Soup, in fact so much, that I ordered a case for my own use, and find it more than satisfactory, and equal in every way to

There is no sense in sending all the good Canadian money over to of the United States for an article which can be produced equally as well in Canada, and with the exchange being so very much against Canada at the present time, we do think that it is up to every loyal Canadian buyer and consumer to insist upon Dominion made goods.

“Best They Have Ever Eaten”

A number of samples have been distributed around the Office, and the writer has used the Soup at his own home and without doubt every person who has tasted it has proclaimed the Soup to be the best they have ever eaten. Personally we think it is superior to any Soup now being offered on the Market, including lines imported from the United States.

Made by

Dominion Cannery Limited
Hamilton, Canada

MOTION TO QUASH THE EARLY CLOSING BYLAW

Toronto, Nov. 24.—The first motion to quash the early closing bylaw has been made before Mr. Justice Rose at Os-goode Hall. The motion was brought by a Toronto grocer who has been fined more than once. In outlining his main argument, J. M. Ferguson, who made the motion, said that the legislature classed grocers and fruiterers as one class; that power was given to the city council to deal with trades as classed; that the Ontario legislature had passed an act subsequent to the passing of the early closing bylaw distinguishing between grocers and fruiterers and permitting fruiterers to sell fresh fruit during long hours. Mr. Ferguson's argument will then be that the bylaw that is bad in part is bad in the whole.

BREAKS STORE WINDOW AND DISTRIBUTES CONTENTS

Montreal, Nov.—Henry Bertin, of 50 St. Denis street, appeared in court the other day on a most peculiar charge. He is accused of breaking the window of the confectionery store owned by Joe Rondeau at 328 St. Catherine street, and then generously distributing the contents to various passers-by. As this action took place in the morning before the proprietor had arrived, Constable Vezina took it upon himself to interfere with this self-appointed Santa Claus and placed him under arrest.

On appearing in court, he exclaimed: "I'm a captain of a frigate."

The damage is estimated at \$600.

BUTTER RATION TO BE INCREASED IN ENGLAND

Montreal, Nov.—In a cable received here from the cargo inspector for the Department of Agriculture at London, England, he states that owing to increased arrivals of butter from Australia and New Zealand the ration of Government butter is to be increased by half an ounce per person, which will make it one ounce and a half per person.

CHANGING TO "STRICTLY CASH"

Mrs. Ross, grocer, corner of Dundas street west and Humberside avenue, Toronto, announces to her customers that after Dec. 1 all sales will be made on a cash basis. In a circular sent out, she puts up the proposition as follows:

"The public demand goods at the lowest cost possible, and in order to carry out this plan we must have cash to work on a greatly reduced margin.

"Our relations with our credit customers have been exceeding pleasant in the past, and we would just hate to lose their trade, but we feel certain that a trial of the cash

custom will convince them the change is to their advantage and that it will pay to deal here. Therefore, commencing on Wednesday, December 1st, all goods will be sold for cash only. Give us a trial.

"Prompt delivery has been our motto in the past and will continue to be the same in the future.

"Again thanking you for past patronage and looking forward to pleasanter relations in the future."—Mrs. Ross.

THANKS CANADIAN GROCER FOR MANY USEFUL HELPS

John O. Carpenter, Hamilton, Ont., in retiring from business in the grocery trade in that city, after forty-three years' experience, writes to Canadian Grocer of the value of this grocery journal, and of the help that it has been to him in many ways. His letter is as follows:—

Hamilton, Nov. 13, 1920

Editor Canadian Grocer.

After forty-three years spent in the grocery business in Hamilton I am retiring to take a much needed rest, and among the debts I owe I have the greatest pleasure in thanking you for the very many useful helps I have received from the Canadian Grocer, editorials, market reports, and also the live advertising of your patrons, both wholesale grocers and manufacturers. I consider the Canadian Grocer is a most valuable help to every grocer.

Again thanking you for your many kindnesses.

JOHN O. CARPENTER,
Hamilton, Ont.

NEW TROPICAL FOOD COMPANY IS ORGANIZED

Kitchener, Ont.—A new company has been organized in Kitchener, known as the Tropical Food and Chemical Co., Ltd., which has been incorporated for the purpose of exploiting a patented system for manufacture of every part of cocoanuts into foods, extracts for perfumeries, fats, oils, valuable medical extracts and other products of commercial value. The owner of the patents is Austin B. Pilliner, engineer, of Toronto. The directors of the company are Toronto men, but Kitchener men have become interested. The authorized capital is one million. It is the intention to start with a capital of \$200,000, the remaining stock to be left unsold, and to provide for future expansion. The company will operate under a provincial charter, which has been secured.

SEEKING TO PREVENT LOSS TO FISHERMEN

St. John's, Nfld., Nov.—The Newfoundland Government is taking active

steps with a view to preventing serious loss to the fishermen of the colony as a result of the prevailing low prices of fish.

Sir Alexander Harris, Governor of Newfoundland, conferred recently with William Coaker, Minister of Fisheries and Acting Premier, and James Arthur Paddon, manager of the Bank of Montreal, regarding a proposition that the Government should guarantee purchases of codfish.

A great amount of fish caught off the Labrador coast during the last season and cured at Newfoundland fishing ports remains unsold. This is explained as largely due to the fact that because of differences in exchange rates and other abnormal conditions there has been a very poor market in the Mediterranean ports which ordinarily absorb most of the Labrador product.

PLANT OF BAINES LTD. DESTROYED BY FIRE

Montreal.—The chocolate factory of Baines Limited, at the corner of Moreau and Forsyth Streets, was completely destroyed by fire at noon Monday, November 22. When the Chief of the Fire Department arrived on the scene he found the fire sufficiently dangerous to turn in a general alarm. After working for an hour the firemen mastered the flames but not before the interior of the whole factory, which is four stories in height, and of brick, was entirely destroyed.

BUSINESS CHANGES IN QUEBEC

A. Tremblay has bought out the Park Provision Store at 207 St. Viature St. W., Montreal.

S. L. Vincent succeeds E. F. Valliant in the grocery business at 1445 Lafontaine Street, Montreal.

A. Lapiere, 319 Champlain Street, Montreal, has sold out his grocery business to C. H. Baillarge.

Edmond Roussel has sold out his grocery business to A. Lafont, which will be carried on at the same store, 1718 Masson Street, Montreal.

New Goods

The California Prune & Apricot Growers, Inc., San Jose, California, are offering a pitted prune to be used for baking purposes. They claim that the flavor of pitted prunes when baked in pies or bread is similar to raisins. Pitted prunes are packed in twenty-five and fifty pound boxes. The first shipment for the Toronto market is now rolling and is expected to arrive in about ten days.

NEWS FROM WESTERN CANADA

WESTERN

O. Manke has commenced a grocery store at Hughton, Sask.

S. L. Berman, Regina, Sask., is discontinuing his grocery store.

R. M. Hill has commenced a grocery business at Vancouver, B. C.

Wilson's Grocery, Ltd., Edmonton, Alberta, have been incorporated.

A. J. Mount has sold his grocery store at West Kildonan, Man., to J. Refen.

The Veterans' Grocery has commenced business at Moose Jaw, Saskatchewan.

M. P. Lemon has sold his grocery store at Winnipeg, Manitoba, to A. Park.

A. C. Thompson, grocer at Vancouver, B. C., has been assigned to F. J. Carter.

Arthur J. Pinchback is contemplating opening a grocery store at Calgary, Alberta.

H. C. Leggo has succeeded G. T. Garney in the grocery business at Bulyea, Sask.

J. Dana has succeeded H. M. Hall in the grocery business at Scarth, Manitoba.

E. Bailey & Co., are commencing in the grocery business at Grand Forks, B. C.

W. A. Martin has succeeded A. S. Buchetts in the grocery business at Vancouver, B. C.

H. Donnah has been succeeded in the grocery business at Vancouver, British Columbia.

Western Grocery Co., Victoria, B. C., who are in bankruptcy, have sold stock to James Adam.

The B. C. Grocery Co., Ltd., has succeeded the Mitchell's Cash Grocery, at Vancouver, B. C.

Jobbin Marrin Co., Ltd., wholesale grocers at Winnipeg, Manitoba, recently suffered loss by smoke and water.

Linden Grocery at Victoria, B.C., which is owned by R. R. Lewis, is reported admitting P. L. Green as partner.

The new store of Harvey and Johnston, Kamsack, Sask., was formally opened a few days ago. The growth and expansion of the Harvey and Johnston business demanded larger quarters, with the result that the present premises were secured.

J. MacKay, a commercial traveler for many years in Western Canada, passed away in Vancouver last week, following a long illness. For many years he represented the wholesale grocery firm of

Turner, McKeand & Co. He is survived by his widow and two sons.

CHARTERS SUSPENDED

Charters of seventy-three Winnipeg brokerage firms have been suspended, according to an announcement contained in Manitoba Gazette Wednesday. An order in council was passed by the provincial cabinet taking this course of action, as the firms have failed to pay the special tax of \$100 levied on all brokers and manufacturers' agents at the 1920 session of the legislature.

CANNING INDUSTRY BRINGS FAMINE TO ALASKA INDIANS

Seattle, Wash., Nov.—Hundreds of Indians in the Upper Copper River district of Alaska are facing starvation this winter because of the failure of the salmon fishing in that neighborhood, through so few fish escaping the nets of the canners. The information was given to a commission investigating the demands of Juneau and Cordov residents for restrictions on salmon fishing in the upper rivers.

DECREASE IN QUALITY AND VALUE OF FISH

Ottawa, Nov.—A slump in both the quantity and value of fish landing during September on both the Atlantic and Pacific coasts, as compared with September, 1919, is reported by the Fisheries branch here. There were 1,157,870 cwt. of sea fish landed in September, 1920, against 1,429,160 cwt. in September, 1919. The value of the catch at the point of landing was \$3,581,567 in September, 1920, and \$6,113,723 in September last year. The decrease in quantity landed and in the value is attributed to the falling off of 108,000 cwt. in the aggregate catch of cod, haddock, hake and pollock, and of 145,000 cwt. in the salmon catch.

QUAKER OATS CLUB IN SASKATOON ENTERTAIN C.P.R. SOCIAL CLUB

Saskatoon, Nov. 24.—The Quaker Oats club had as their guests the C.P.R. Social club at their whist drive and dance, held the other night in their club-room. For the first hour and a half there was a whist match between the two clubs, the Quakers coming out on the long end of the score. Mrs. Forester was the winner of the first prize for the Quaker Oats for the highest individual score,

while Miss V. Hurling was the highest scorer for the C.P.R.

The whist was followed by a dance, about 70 couples taking part. During the course of the evening Mr. J. Towers favored the gathering with a couple of solos, which were appreciated by all.

Breaches of Winnipeg Early Closing By-law Are Penalized

Winnipeg, Nov. 24.—The first shot in a legal campaign which, eventually, will reach the highest courts in the country, was fired a few days ago by Magistrate Sir Hugh John Macdonald, in the police court when he fined R. W. Marr, confectioner and baker, 346 Portage ave., \$10, for keeping his store open contrary to the provisions of the Early Closing by-law. The magistrate ruled that the city had power to make and enforce the law.

Two proprietors of fruit stores, Marria Haddad, 146 Garry st., and Goldie Dubnov, 198½ Smith st., also were fined \$10 each. Ninety-nine cases against dealers who had been served with summonses for breaches of the by-law were held over, and the case against Roy Lewis, proprietor of the Club cafe was remanded until Tuesday. Crown Prosecutor R. B. Graham, K.C., argued that a restaurant which kept goods for sale on its shelves, counters and in its windows, was technically a shop and came within the meaning of the act.

Ward Hollands, counsel for 60 of the store-keepers declared he would use the Marr, Haddad and Dubnov cases in a test appeal to the Manitoba Court of Appeals.

EXPRESS COMPANY MUST PAY FOR DAMAGED FRUIT

Montreal, Nov.—Another ruling on the liability of carriers for the care of perishable goods given to them for transit has been given in the Superior Court, Mr. Justice Howard maintaining a claim of Howard U. Clegg against the Canadian Express Company, and condemning the company to pay \$763.07 damages. The plaintiff's claim was for loss on a shipment of strawberries.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GROCERY commodities are passing through a readjustment period and although many lines are showing slight shading in price there is no indication that the bottom of the market is due to fall out. The tendency is that prices will show gradual recessions which will give merchants an opportunity to clean up high price stocks without any great loss.

MONTREAL—Lower prices are quoted on pork this week as a result of the better supply of hogs offered on the market and lower prices paid. There is very little change in the beef market. Lard prices show no improvement and a further decline is quoted on shortening. Butter is also in a weak condition but there is no change in prices. This also applies to the cheese market but the cheese now being sold by the trade is not affected. The egg market is holding firm with every indication of at least the market holding. The storms lately have been hindering fishing operations so that there is a shortage of fresh salt water fish. There is, however, an excellent demand for smoked and cured fish. The feature of the whole market this week is the further declines in the price of sugar. It has now in some cases reached the ten and one half cent mark. Beet sugar is still lower in price. Molasses also dropped in price this week. The nut market is much stronger with an advance of six cents quoted on the primary market for walnuts. Other nuts follow this lead and a generally stronger market is found with the increased demand. The same is the case in the market for dried fruit. The demand for these lines is even better than was expected by the importers and it is feared that the supplies will not be sufficient to meet the demand. Flour is reduced in price by forty cents a barrel following the receding wheat market. Rolled oats is reduced in price and considerable price cutting is going on by the different millers in an effort to get the business which is very good at this season. There is no change in package goods. The prices on lemons are lower this week. Additional strength is reported to the potato market and higher prices are expected. The tea situation is greatly improved and a shortage of Japan teas is reported since the importation of those teas is smaller this year than it has been for a number of years. There is no change in the coffee market this week. There is a reduction of eight cents a pound on two different brands of cocoa. The

general trade conditions are improved and although the wholesalers state that the buying is only for immediate demands, the demand at the present time for grocery lines is very good.

TORONTO—The refined sugar situation is very irregular. Refiners are not quoting prices and it is purely a matter of competition just at what figure sales are made. Dominion sugar appears to be making the price but is met by other refiners who care to take the business. It is thought that prices on refined sugar are now running close to replacement value. The new crop of Barbadoes molasses is reported to be short owing to the dry season and will not reach here until very late in the season probably around the first April. Cereals generally have a downward tendency in view of the recessions made in the grain market. Rolled oats show a slight reduction. Prunes are in a weak situation with quotations three cents lower than opening prices. Raisins are holding firm, packers are practically cleared up of this year's pack. California pitted prunes are being placed on the market, the first shipment is now rolling and will arrive in about ten days. The primary market for teas has developed a firm undertone on all grades. It has been said that teas generally have been marketed below the cost of production and the loss involved on the lower grades is exceedingly heavy; it is thought necessary that production should be curtailed until such a time as the abnormal stocks have been reduced and prices brought to a level which will at least cover the cost of production. If Russia again resumes the buying of tea anywhere near the amount purchased previous to the war, the effect on prices would be considerable. Canned goods are moving more freely. Potatoes continue to be a feature in the vegetable market, receipts have been heavy with prices a shade lower. Quotations on flour declined 40 cents per barrel. The flour market is irregular and prices are more or less nominal.

WINNIPEG—Business as usual has been the attitude taken by many of the wholesalers and retailers during the past weeks. Business is reported to be steadily improving. The situation in regard to grocery commodities has shown very little change in prices during the week. Jobbers and retailers are expecting heavy sale for all lines of Christmas goods.

QUEBEC MARKETS

MONTREAL, Nov. 26.—Further declines in the sugar prices feature the market this week and cane sugar is now quoted as low as 10½ cents by some jobbers. Other quotations go as low as 9 cents. The bottom has probably been reached and a reaction may take place since it is granted that the refiners are losing money at the present prices. Molasses is also reduced in price this week. Lemons are quoted lower and the orange market is unchanged. A jump of six cents is reported on the price of shell walnuts and almonds are also to be dearer. It is intimated that in view of the exceptionally good demand for nuts and dried fruit at this season that the present supply will not be sufficient to meet the demand. Lower prices are quoted on rolled oats and there is considerable price cutting reported in this connection. Corn meal is also lower in price and a drop of forty cents is quoted on wheat flour. Additional strength is reported to the potato market. Japan tea and Indian and Ceylon teas are much stronger and there is a possibility that the very cheap teas that are flooding the market will be speedily done away with. There are a number of miscellaneous reductions this week such as a two cent lower price on peanut butter and a decline in the price of rope.

Further Declines on Sugar

Montreal.
SUGAR.—Another drop has occurred in the price of sugar this week. Four big refineries have reduced their price to the wholesalers to 11 cents less the 5 per cent. discount. It was also stated by a number of wholesalers that another refinery had reduced its price to 10 cents less 5 per cent., making the net price to the wholesaler 9½ cents. Despite this series of drops in the price of sugar from the refiners during the past two weeks it was stated that few retailers were stocking up, most of them simply buying sufficient to make a proper allowance for their trade, evidently looking for further decrease in price. It was stated by brokers this was practically due to the fact that the "invisible supply" which has been held by speculators and wholesalers as well as retailers was still finding its way to the retail trade in considerable quantities, with the result these speculators and hoarders are now selling at a loss, while their unloading was, to some extent, demoralizing the general market. One wholesaler in the city has quoted pure cane sugar late this week as low as 10½ cents per pound to the retailer.

Lower Prices on Rolled Oats

Montreal.
CEREALS.—There is considerable price-cutting going on at the present time on rolled oats. The different millers are making a big bid for the winter business. The result has been that rolled oats 90's are now selling between \$4.00 \$4.10. The demand is very good at this season. The corn market has taken a further tumble and corn meal is being quoted as low as \$3.90 per bag. The general run of prices is about four dollars. White Canadian beans are reduced in price this week and are quoted at seven cents per pound in the smaller quantities.

Oatmeal, gran., fine standard....	5 50
Rollod oats, 90 lbs.	4 10
Pearl Hominy	6 25
Cornmeal, Gold Dust Brand....	3 90
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	6 00
Pearl Barley	7 25
Beans, Ont.	4 25
Do., Can.	4 00
Do., California	3 75

Package Goods Unchanged

Montreal.
PACKAGE GOODS.—There is no change this week in package goods prices. The quotations are ruling steadily with perhaps package rolled oats and wheat a little weaker in view of the decline in their respective markets and the lower prices on bulk goods. There is, however, a very good demand for package cereals at the present time.

PACKAGE GOODS

Breakfast food, case 18	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 35
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 15
Oat Flakes, 20s	5 40
Rollod oats, 20s	5 80
Do., 18s	2 12½
Oatmeal, fine cut, pkgs., case...	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case....	2 50
Scotch Pearl Barley, case....	2 60
Pancake Flour, case	3 60
Do., self-raising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case....	7 30
Do., 20s. case	7 50
Self-raising Flour (3-lb. pack.)	
doz.	3 20
Do. (6-lb. pack.), doz.	6 30
Corn Starch (prepared)	0 11½
Potato flour	0 13
Starch (laundry)	0 09¾
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Shredded Wheat	4 95
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks.	
case	4 30
Celluloid Starch, 45 pkgs. case..	4 70
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.) .	12 50

Lower Prices on Molasses

Montreal.
MOLASSES.—There is a decline this

week quoted on molasses prices. This decline brings the price of molasses for the city of Montreal down to \$1.35 a gallon and outside the city, \$1.30 per gallon. This is a reduction of, in some cases, 5 and 7 cents per gallon. There is a very good demand for molasses at the present time in view of the Christmas trade. There is no change in the quotation on corn syrup, but in view of the lower prices on sugar it is not unlikely that still lower quotations will rule on corn syrup.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09¼
Quarter barrels, about 175 lbs.	0 09¾
2 gal., 25-lb. pails, each	2 85
3 gal., 38½-lb. pails, each....	4 25
5 gal., 65-lb. pails, each	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15
Prices for	
Barbadoes Molasses—	Island of Montreal
Puncheons	1 35
Barrels	1 38
Half barrels	1 40
Puncheons, outside city	1 30
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Walnut Prices Up Six Cents

Montreal.
NUTS.—There has been a big jump in the price of shell walnuts on the primary market this week. New York reports the advance as being six cents, which is a very quick come-back on the slump that there has been in walnut prices. The same is true of almonds, and in view of the big demand for the Christmas trade the whole nut market is very strong. Dealers report the trade in nuts to be even better than was expected and it is feared that present supplies will not be sufficient to meet the demand for this special season. The new local quotations are not yet made.

Almonds, Tarragona, per lb. ...	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	0 75	
Brazil nuts (new)	0 38	
Chestnuts (Canadian)	0 27	
Filberts (Sicily), per lb.	0 18	
Do., Barcelona	0 17	0 19
Hickory nuts (large and small),		
lb	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish....	0 18	0 20
Do., Java No. 1	0 17	
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia	0 14	
Do., shelled, No. 1 Virginia....	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes. per lb.	0 45	
Fancy splits, per lb.	0 40	
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished....	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell....	0 29	
Marbot Walnuts	0 25	
Do., new Naples	0 26	
Do., shelled, Manchurian	0 50	
Do., Bordeaux	0 58	
Do., Chilean, bags, per lb.	0 33	
Do., Spanish, shelled	0 57	

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

Dried Fruit in Demand

Montreal.
DRIED FRUIT.—There is an exceptionally good market at the present time for dried fruit. Especially is this market good in view of the Christmas season and the demand is so much better than was expected that the importers

predict a shortage for the Christmas season. The next shipments will not be here in time to supply the trade for this season. Prices are much firmer. Raisins in particular are stronger, and a higher quotation is made on the supply of Sultana raisins. Currants, too, are stronger, and the demand is very good. The second shipment of dates is expected in New York next week, and buyers are waiting for this to reach the market, since it is known that these prices will be lower than present quotations.

Apricots, fancy	0 38
Do., choice	0 34
Do., slabs	0 30
Apples (evaporated)	0 16
Peaches (fancy)	0 28
Do., choice, lb.	0 28
Pears, choice	0 30
0 35	
Peels—	
Choice	0 26
Ex. fancy	0 39
Lemon new pack	0 46
New pack—	
Orange	0 48
Citron	0 75
Choice, bulk, 25-lb. boxes, lb.	0 22
Peels (cut mixed), doz.	3 25
Raisins (seeded)—	
Valencias	0 23
Muscatsels, 2 Crown	0 23
Do., 1 Crown	0 25
Do., 3 Crown	0 22
Do., 4 Crown	0 19 1/2
Turkish Sultana, 5 crown	0 27
Fancy seeded (bulk)	0 26
Do., 16 oz.	0 25
Cal. seedless, cartons, 12 ounces	0 21
Do., 16 ounces	0 27 1/4
Currants, loose	0 20
Do., Greek	0 19
Dates, Excelsior (36-10s), pkg.	0 15 1/4
Fard, 12-lb. boxes	3 25
Packages only	0 19
Dromedary (36-10 oz.)	0 19
Packages only, Excelsior	0 20
Loose	0 16
Figs (Laver), 10-lb. boxes, 2s, lb.	0 40
Do., 2 1/2s, lb.	0 45
Do., 2 1/4s, lb.	0 48
Do., 2 3/4s, lb.	0 50
Figs, white (70 4-oz. boxes)	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11
Do., Turkish, 3 crown, lb.	0 22
Do., 5 crown, lb.	0 23
Do., 7 crown, lb.	0 30
Do., 10-lb. box	2 75
Do., mats	3 00
Do., 23-lb. box	1 90
Do., (12 10-oz. boxes)	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 27
50-60s	0 28
60-70s	0 22
70-80s	0 20
80-90s	0 19
90-100s	0 17 1/2
100-120s	0 17

Spice Market Unchanged

Montreal. SPICES.—The spice market is holding steady with a very good demand. There is no change in quotations this week.

Allspice	0 20
Cassia (pure)	0 30
Cocoonut, pails, 20 lbs. unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 18
Cinnamon—	
Rolls	0 35
Pure, ground	0 40
Cloves	0 60
Cream of tartar (French, pure)	0 75
Do., American high test	0 80
Ginger (Jamaica)	0 42
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	0 90
Mixed spice	0 28
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 40
Do., 80, lb.	0 38
Do., 100, lb.	0 35
Do., ground, 1-lb. tins	0 60
Pepper, black	0 35
Do., white	0 45
Do., Cayenne	0 35

Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	0 65	0 30
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Peanut Butter is Lower

Montreal. MISCELLANEOUS.—There is a decline of 2 cents per pound on peanut butter this week. Quotations on peanut butter now range from 23 to 31 cents per pound according to brand. Klim milk products are also reduced in price to 24 cents in drums, and 28 cents in kegs. Fry's and Baker's cocoa are also reduced 8 cents per pound to 52 cents per pound. Baker's chocolate is again reduced to 47 1/2 cents per pound.

A Better Tea Market

Montreal. TEA.—There is very little change in the tea market. It is reported that about a million pounds of the very cheap teas that have been flooding the market lately have been bought up for the purpose of producing caffeine. If this is so it will hasten the re-establishment of the tea market. Japan teas are very strong, and in fact, the importations are the smallest that there has been for some years. Ceylon and Indian teas are stronger, and prices are steady for the better grades.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Lower Prices on Rope

Montreal. ROPE.—There is a reduction this week of one-half cent per pound on all rope. The new prices run from 20 1/2 to 25 cents per pound according to size.

Rice Market Very Dull

Montreal. RICE.—The rice market continues in its unsettled condition. Prices vary considerably according to the conditions under which the quotations are made. Standard quotations can hardly be given on rice at the present time.

RICE—		
Carolina, extra fancy		
Do. (fancy)		
Rangoon "B"	12 50	
Rangoon "CC"	12 25	
Broken rice, fine	8 00	
Bell rice, fine	16 00	
Bell broken rice	10 00	

Texas rice	10 50
Siam	7 00
Tapioca, per lb. (seed)	0 11 1/2
Do. (pearl)	0 11 1/2
Do. (flake)	0 11
Honduras	0 07
Siam	0 14 1/2

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

Canned Goods Unchanged

Montreal. CANNED GOODS.—There is no change this week of note in canned goods. Prices are ruling steady with a good demand.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	6 35
Asparagus, imported (2 1/2s)	6 55
Beans, golden wax	2 15
Beans, Refugee	2 15
Corn, 2s	1 57 1/2
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 00
Spinach, 3s	2 85
Squash, 2 1/2-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 80
Do., California, 2s	3 15
Do. (wine gals.)	8 00
Sauerkraut, 2 1/2-lb. tins	1 60
Tomatoes, 1s	1 45
Do., 2s	1 45
Do., 2 1/2s	1 75
Do., 3s	1 90
Do., gallons	6 50
Pumpkins, 2 1/2s (doz.)	1 50
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92 1/2
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	2 57 1/2
Do., 2-lb. tins	1 75
Peas, New Pack—	
Standard, 2-lb.	1 82 1/2
Choice, 2-lb.	1 37 1/2
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

CANNED FRUITS

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

Some Cocoa Prices Lower

Montreal. COFFEE AND COCOA.—There is no change in the coffee market this week. It is generally known that another reduction is expected in prices on coffee but this will not be sufficient to upset the trade. Two manufacturers of cocoa quote a reduction of eight cents a pound on cocoa this week. This makes Baker's and Fry's cocoa now 52 cents per pound.

Lemon Prices Lower

Montreal. FRUIT.—Lemons seem to be feature-

ing the market this week with lower prices quoted on account of the new crop coming on the market. Fancy Messina Verdilli lemons are offered this week in Montreal as low as \$2.75 per box, size 300. This is a decided decline in prices for lemons of this quality. Oranges are quoted at fairly steady prices after the decline of last week, but it is expected that even lower prices will be quoted on Florida oranges since they came on the market at a time when oranges were being quoted very high. Apples are unchanged in price, there being a very good supply at hand, but the difficulty of getting containers and the high cost of the same is hindering the sale to some extent. There is a very good export market for apples this year.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	7 50
Do., No. 2, per bbl.	7 00	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch.	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	5 00	5 00
Do., Florida, 54, 64, 80, 96.	6 00	6 00
Lemons, Messint	3 00	4 00
Oranges, Cal., Valencias	10 00	10 00
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 00	10 00
Cal. Oranges, 126-250	12 00	12 50
Oranges, Cal., Valencias	10 00	10 00
Do., Florida	8 00	8 00
Jamaica Oranges, 176, 200, 216.	5 50	5 50
Pineapples crate	8 50	8 50
Pears, Keiffers, per hamper.	3 00	3 00
Cantaloupes, crate (45)	9 00	9 00
Tokay Grapes, per box	5 00	5 00
Blue Grapes, 6 qts.	0 55	0 55
California Grapes, in drums	7 50	7 50
Almerias Grapes, in kegs	9 00	9 00
Cranberries, per bbl.	14 00	14 00

Potato Market Stronger

Montreal.
VEGETABLES.—There are no price changes this week in the vegetable market. A very good movement is noted in onions at the present time, but prices are a little steadier than they were. At first the market was flooded with more onions than could be handled at the time but at present prices are fairly steady. The potato market shows more strength, and a further advance is looked for in the near future, since the present condition of potatoes on the market does not guarantee that the supply will last.

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

Flour Reduced Forty Cents

Montreal.
FLOUR.—Following the trend of the wheat market there is a reduction of 40 cents per barrel on wheat flour. This makes the price of flour, at the present time \$12.10 per barrel. This is the

general ruling price but some grades of flour are quoted a little lower than this. Just what the next move of the market will be depends entirely upon the strength of the wheat market. For

some time wheat prices have been dropping and flour is now following but there is a likelihood that the wheat market will strengthen up with resulting stronger market for flour.

ONTARIO MARKETS

TORONTO, Nov. 26—Flour prices are reduced 40 cents per barrel. The flour market is in an irregular condition and the quotations are more or less nominal on account of the rapid changes in the wheat market. Dominion sugar appears to be making the price on refined sugar, but the other refiners are generally meeting their prices. Rolled oats are reduced ten cents per bag and the cereal market has a downward trend in view of the receding prices on grains. Prunes are easier with quotations three cents below opening prices. Raisin packers are practically cleaned up of this year's pack. Quotations are holding firm. Coffees continue with a downward trend and while prices on spot stocks are generally steady, there is a tendency for lower prices. The tea market is firmer. Canned vegetables are moving freely. Potatoes are easy under heavy shipments. The first shipment of navel oranges has arrived. Florida oranges and grapefruit are lower.

Sugar Quoted \$11.00

Toronto.
SUGAR.—Locally, the refined sugar situation is very irregular. Refiners are not quoting prices and it is purely a matter of competition just at what figure sales are made. The general quotation by wholesalers, however, is \$11 for granulated and \$10.86 for yellow. Dominion sugar appears to be making the price but are met by other refiners who care to take the business. One refiner has withdrawn from the market. It is thought that prices are now running close to replacement value. Wholesalers and retailers continue to buy on the hand-to-mouth basis. The raw sugar market has shown a decided slump during the week with sales made on a five cent basis. Sellers of Cubas were offering at 4 3/4 cents c. & f., equal to 4 1/2 cents in bond for full duty sugars, making duty paid equivalent to 5.77 cents New York basis.

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

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

New Crop Molasses Short

Toronto.
SYRUPS—There is no change in either corn or cane syrups. The market is steady under a fairly active demand. The new crop Barbados molasses is reported to be short owing to the dry season and will probably not reach here until about the first of April. Prices are expected to be nearly as high as last year.

Corn Syrups —		
Barrels, about 700 lbs., yellow	0 08	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls. ....	....	....
Cases, 2-lb. tins, white, 2 doz. in case	6 15	6 15
Cases, 5-lb. tins, white, 1 doz. in case	6 85	6 85
Cases, 10-lb. tins, white, 1/2 doz. in case	6 55	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	5 55	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	6 25	6 25
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95	5 95
Cane Syrups—		
Barrels and half barrels, lb. ....	....	....
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over.	7 00	9 60
Cases, 2-lb. tins, 2 doz. in case ....	....	....
Molasses—		
Fancy, Barbadoes, barrels, gal.	1 55	1 55
Choice Barbadoes, barrels ....	....	....
New Orleans, bls., gal.	0 56	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	10 75	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25	4 25
West Indies, 1 1/2s, 48s	4 60	6 95

Rolled Oats Reduced

Toronto.
CEREALS.—Rolled oats show a reduction of 10 cents per bag, now quoted at \$4.15. Marrowfat green peas are reduced to 7 cents per pound. The cereals market generally has a tendency for lower prices in view of the receding prices on grains. Wheat has declined fully 20 cents per bushel during the past two weeks. Oats and corn are also lower with indications that further declines will be made.

Single Bag Lots	
F.o.b. Toronto	
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	5 75

Oatmeal, 98s	5 00
Oat Flour	6 25
Corn Flour, 98s	6 25
Rye Flour, 98s	4 15
Rolled Oats, 90s	7 75
Rolled Wheat, 100-lb. bbl.	6 75
Cracked wheat, bag	6 25
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	6 00
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

Package Cereals Steady

Toronto.

PACKAGE GOODS.—Manufacturers of package cereals are of the opinion that package cereals have reached the lowest levels. They claim that the extreme high cost of packages will tend to keep these lines at their present levels and unless cases and cartons are reduced there can be no lower prices on package cereals.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60	5 80
Do., 20s, square, case	5 60	5 80
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		3 60
Cornstarch, No. 1, lb. cartons	0 11½	
Do., No. 2, lb. cartons	0 10	
Laundry Starch	0 09¾	
Do., in 1-lb. cartons	0 10¾	
Do., in 6-lb. wood boxes	0 13¾	
Do., in 6-lb. tin canisters	0 14	
Celluloid Starch, case	4 70	
Potato Flour, case 20 1-lb. pkgs.	2 60	
Do., case 24 12-oz. pkgs.	2 30	
Fine oatmeal, 20s	6 80	
Cornmeal, 24s	3 70	
Farina, 24s	3 50	
Barley, 24s	3 50	
Wheat flakes, 24s	6 00	
Wheat kernels, 24s	5 40	
Self-rising pancake flour, 24s.	4 00	
Buckwheat flour, 24s	4 00	
Two-minute Oat Food, 24s	2 75	
Puffed Wheat, case	4 40	
Puffed Rice, case	5 70	
Health Bran, case	2 85	
F.S. Hominy, gran., case	3 70	
Do., pearl, case	3 70	
Scotch Pearl Barley, case	2 70	
Self-rising Pancake Flour, 30 to case	4 20	
Do., Buckwheat Flour, 30 to case	4 20	
Self-rising Pancake Flour, 36 to case	7 15	
Do., Buckwheat Flour, 18 to case.	3 65	
Do., Pancake Flour, 18 to case.	3 65	

Spices Hold Firm

Toronto.

SPICES.—The situation in the spice market is unchanged. Quotations in both primary markets and on spot are holding steady to firm.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 35	0 37
Ginger, Cochin		0 35
Do., Jamaica		0 45
Mustard, pure		0 55
Herbs — sage, thyme, parsley.		
Pastry	0 35	0 38
Pickling spices		0 30
Mace		0 75
Peppers, black		0 33
Do., white		0 45
Paprika, lb.	0 80	0 85
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s.		0 55
Do., 80s		0 60
Do., 64s		0 70
Do., ground	0 40	0 50
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 20
Caraway seed, whole		0 20
Turmeric		0 22
Curry Powder		0 40
Cream of Tartar—		

French, pure	0 65	0 75
American high-test, bulk	0 65	0 75
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 00

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

Prunes Are Easier

Toronto.

DRIED FRUIT.—Prunes are in a weak situation with quotations three cents lower than opening prices. Raisins are holding firm, packers are practically cleaned up, all stocks are now in the hands of the wholesalers. New cluster raisins are now on this market, 4-crown clusters in one pound packages are quoted at \$800 per case of twenty packages; 3-crown in quarter boxes are quoted at \$1.75. New Halloween dates are quoted at 17 cents per pound. California Prune and Apricot Growers Inc. are placing a pitted prune on the market. Pitted prunes are packed in 25 and 50-pound boxes and will sell around 4 cents below the price of raisins. The first shipment for the Toronto market is now rolling and is expected to arrive in about ten days.

Evaporated apples	0 15
Candied Peels, American—	
Lemon	0 48
Orange	0 50
Citron	0 80
Currants—	
Greek, Filiatras, cases	0 17
Do., Amalias	0 18½
Do., Patras	0 22
Do., Vostizza	0 23½
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 25
Dromedary, 9 doz. in case	7 25
Fard, per lb.	0 30
Halloween dates, per lb.	0 17
Figs—	
Smyrna layers, 4 crown, lb.	0 26
Do. layers, 6 crown, lb.	0 30
Pulled figs, 5-lb. box, each	1 50
Prunes—	
30-40s, 25s	0 25½
40-50s, 25s	0 23½
50-60s, 25s	0 19½
60-70s, 25s	0 16½
70-80s, 25s	0 14½
80-90s, 25s	0 12½
90-100s, 25s	0 11¾
Peaches—	
Standard, 25-lb. box, peeled	0 26½
Choice, 25-lb. box, peeled	0 27
Fancy, 25-lb. boxes	0 29
Apricots—	
Fancy	0 46
Choice	0 42
Standard	0 34
Raisins	
California bleached, lb.	0 27½
Seedless, 15-oz. packets	0 29
Seeded, 15-oz. packets	0 23
Crown Muscatels, No. 1, 25s	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 29
Valencia	0 23

Nuts Are Unchanged

Toronto.

NUTS.—There is no change in the market for nuts. New shelled almonds, 3-crown, are offered at 48 cents per pound in box lots. The market generally is holding steady although some jobbers continue to offer storage nuts in the shell at reduced prices.

Almonds, Tarragonas, lb.	0 22
Walnuts, Bordeaux, lb.	
Walnuts, Grenobles, lb.	0 23
Do., Marbot	0 22
Do., California	0 39
Filberts, lb.	0 14
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	9 50
Cocoanut, unsweetened, lb.	0 35
Do., unsweetened, lb.	0 42
Do., shred	0 30
Peanuts, Spanish, lb.	0 21
Brazil nuts, large, lb.	0 32

Mixed nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 48
Filberts, lb.	0 55
Walnuts, Bordeaux, lb.	0 55
Peanuts, Spanish, lb.	0 17
Do., Chinese, 30-32 to oz.	0 13
Do., Java	0 14
Brazil nuts, lb.	1 20
Pecans, lb.	1 15

Coffee Market Unchanged

Toronto.

COFFEES.—Coffees continue with a downward trend and while the prices on spot stocks are generally steady and unchanged there is a tendency for lower prices in the near future.

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

Tea Market Firmer

Toronto.

TEAS.—The primary market for teas has developed a firm undertone on all grades. It has been said that teas generally have been marketed below the cost of production and the loss involved on the lower grades is exceedingly heavy; it is thought necessary that production should be curtailed until such a time as the abnormal stocks have been reduced and prices brought to a level which will at least cover the cost of production. If Russia again resumes buying anywhere near the amount purchased previous to the war, the effect on prices would be considerable.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canned Goods in Demand

Toronto.

CANNED GOODS.—The canned goods situation has shown an improvement during the week. Wholesalers report that the enquiry has been heavier than it has been all fall. Early June peas are offered at \$1.90 per dozen and sweet wrinkle at \$2.25 per dozen. Aylmer yellow peaches in No. 2 tins are quoted at \$3.50 per dozen.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz.		1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.		2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50

Do., butts, doz.	6 60
Canadian corn	1 50
Pumpkins, 2 1/2s, doz.	1 20
Spinach, 2s, doz.	1 95
Pineapples, sliced, 2s, doz.	4 90
Do., shredded, 2s, doz.	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	5 00
Apples, gal. do.	4 75
Peaches, 2s, doz.	3 50
Pears, 2s, doz.	3 00
Plums, Lombard, 2s, doz.	3 10
Do., Green Gage	3 25
Cherries, pitted, H.S.	4 25
Blueberries, 2s	2 25
Strawberries, 2s, H. S.	5 25
Blueberries, 2s	2 35
Jams—	
Apricots, 4s, each	1 43
Black Currants, 16 oz., doz.	5 65
Do., 4s, each	1 50
Gooseberry, 4s, each	1 43
Do., 16 oz., doz.	5 35
Peach, 4s, each	1 25
Do., 16 oz., doz.	4 90
Red Currants, 16 oz., doz.	5 50
Raspberries, 16 oz., doz.	5 35
Do., 4s, each	1 45
Strawberries, 16 oz., doz.	5 55
Do., 4s, each	1 50

Potatoes Are Lower

Toronto.

VEGETABLES.—Potatoes continue to be the feature of the vegetable market. Receipts have been very heavy with prices again slightly easier. Produce men are not storing potatoes this year as in the past, with the result that when large shipments arrive prices tend easier. Quotations range from \$2.25 to \$2.40 per bag.

Cabbage, Can., per doz.	0 50
Parsley, domestic, per 11-qt. bask.	0 50
Carrots, per 75-lb. bag	0 75
Turnips, per 75-lb. bag	0 65
Parsnips, bag	1 25
Onions, 100-lb. sack	1 75
Do., Spanish, large crate	6 50
Potatoes, per bag	2 25
Sweet Potatoes, hampers	2 90
Celery, crates, 6 to 7 doz.	5 00
Hot house cucumbers, doz.	5 00
Hot House tomatoes, lb.	0 40
Mushrooms, 3-lb. bskt.	3 00
Cal. Head Lettuce, 4 doz. crate	6 50

First Navel Oranges Arrive

Toronto.

FRUIT.—The first car of navel oranges has arrived, quotations being \$7.50 to \$8.50 per case. Florida oranges are down 50 cents per case. Grapefruit is easier with prices lower. Emperor grapes in lugs are over for the season, but kegs are selling at \$8.50, an advance of 25 cents. Cranberries are higher now, quoted at \$8.00 per box.

Oranges, Floridas—	
126s, 150s, 176s, 200s, 216s	7 00
250s	6 75
288s, 324s	6 00
Cal. Navels, per case	7 50 8 50
Grapefruit—	
64s, 70c. 80s	5 50
96s, 126s	5 00
Bananas, Port Limons	0 11
Lemons, Cal., 240s	4 75 5 50
Do., Messinas, 300s	.....
Pears, Oregon, per box	6 50
Grapes—	
California Emperors	.....
Do., drums	8 50
Malagas. bbls.	11 00 15 00
Apples, Ontario—	
Spies, No. 1s	7 00
Spies, No. 2s	6 00
Baldwins, No. 1s	6 00
Baldwins, No. 2s	5 00
Greenings, No. 1s	6 00
Greenings, No. 2s	5 00
B. C. in boxes	3 85
Cranberries, 1/2 barrels	8 00
Pomegranates, half box	4 50

Flour Drops 40 Cents

Toronto.

FLOUR.—Quotations on flour declined 40 cents per barrel, first patents are now

\$11.80 per barrel and second patents \$11.30. The flour market is in an irregular condition and prices are more or less nominal.

FLOUR—

Patent Firsts, in jute bags, per barrel	11 80
Do., seconds, in jute bags, per barrel	11 30

Millfeeds in Demand

Toronto.

MILLFEEDS.—There is a good demand for millfeeds. Weather conditions have caused stock men to place cattle indoors and the feeding of millfeeds has become heavier. Quotations are unchanged.

MILLFEEDS—

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

Honey Demand Quiet

Toronto.

HONEY.—There is no change in honey, the demand being steady to quiet.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50 8 00
--	-----------

WINNIPEG MARKETS

WINNIPEG, Nov. 26—The sugar market is practically unchanged. Beans are quoted at various prices and there appears to be considerable stocks that are of poor quality. Teas and coffees are unchanged. Canned goods are unchanged with the stocks held by both retailers and wholesalers reported much lighter than a year ago. New layer raisins are now on this market. Shelled nuts are firmer under a heavy demand.

No Change in Sugar

Winnipeg.

SUGAR.—The New York raw sugar market has shown a slight decline during the week. There is practically no change as far as the Winnipeg market is concerned. Granulated sugar is being quoted at \$12.00 per cwt.

Syrups Are Steady

Winnipeg.

SYRUPS.—Corn and cane syrups have shown no change since our last report, and it has been indicated by Canadian syrup manufacturers that there is not likely to be any further decline for some time.

CORN SYRUP—

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

MAPLE SYRUP—

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

TABLE SYRUP—

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

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00

Honey, Extracted, white clover Ontario, No. 1, white clover, in 5 honey, in 60-lb. and 30-lb. tins, per lb. 0 25 and 10-lb. tins, per lb. 0 27

Chocolate Reduced

Toronto.

MISCELLANEOUS.—Fry's cocoa has been reduced to 52 cents per pound in halves. Cowan's cocoa is also reduced, the following being now the prices to the trade: Perfection cocoa ones, \$5.90 per dozen; halves, \$3.00 per dozen; quarters, \$1.60 per dozen, and small, \$1.15 per dozen. Supreme chocolate, half pound cakes, are now 45 cents per pound; maple buds and medallions are reduced to 49 cents per pound. Walter Baker's cocoa, halves, is reduced to 52 cents per pound; quarters, 54 cents, and fifths, 56 cents; Baker's sweat caracas chocolate is now 50 cents per pound; diamond, 43 cents, and dot, 53 cents. Le Parfait castile soap, boxes of 20 bars, is reduced to \$4.60. Crisco is reduced one cent per pound.

10-lb. tins, 1/2 doz. case	9 70
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Remain Steady

Winnipeg.

STARCHES.—Starch is reported steady and from information to hand the present prices quoted are likely to remain unchanged for some time.

Cornstarch, 1-lb. pkgs., per lb.	0 10
Do., No. 1 quality, 1-lb. pkg.	0 11 1/2
Gloss, 1-lb. pkgs., per lb.	0 12 1/2
Celluloid, 1-lb. pkgs., per case	4 85

Cereals Are Active

Winnipeg.

CEREALS.—The demand for package cereals is also reported fair. Beans are being quoted at various prices, some of these goods being offered are beans that have been held by speculators. Some of the lower prices quoted are undesirable stock.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	4 75 6 00
Do., 36s, case, square pkts.	4 85
Do., 18s, case	2 40
Corn Flakes, 36s, case	3 65 4 15
Cornmeal, 2 doz. case, per case	3 30
Puffed Wheat, 3 doz. case, case	4 40
Puffed Rice, 3 doz. case, case	5 70
Cream of Wheat, 3 doz. case, case	9 00
Grape Nuts, 2 doz. case, per case	3 30
Package Peas, 3 doz. case, case	3 75

BULK CEREALS

Rolled Oats, 80s, per bag	3 30
Do., 40s, per bag	1 97
Do., 20s, per bag	1 65
Do., 10-8s, per bale	4 65
Do., 15-6s, per bale	5 45
Oatmeal, 98s, gran. or stand., bag	5 50

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

No Change in Tea

Winnipeg.
TEAS.—The primary tea market for fine grade teas has shown a slight advance, but in Western Canada there is no great improvement and prices remain unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality..	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 65
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 49	0 51

Coffee Market Weak

Winnipeg.
COFFEE.—The primary coffee market continues weak. Coffee on the local market is moving a little more freely.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	6 80	
In ½-lbs., per doz.	3 40	
In ¼-lbs., per doz.	1 75	
In small size, per doz.	1 30	

Spice Market Quiet

Winnipeg.
SPICES.—The spice market remains quiet and nothing of any notable interest has been received. The local market, however, remains steady.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 99
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large brown, 70 to	
lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE.	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 16
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 4 oz. cartons	1 75

Do., No. 1, 2 oz. cartons.....	1 20
Ginger, No. 1, bulk, per lb.....	0 65
Do., No. 1, 2 oz. cartons	1 35
Do., No. 1, 4 oz. cartons.....	2 05
Do., No. 2, bulk, per lb.....	0 45
Mace, No. 1, bulk, per lb.....	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.....	0 60
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb....	0 47
Black pepper, No. 1, bulk, per lb..	0 32
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Weak

Winnipeg.
RICE.—The primary rice market is reported weak, due largely to the heavy crop in the southern states. Lower prices are looked forward to after the first of the year.

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

Canned Goods Steady

Winnipeg.
CANNED GOODS.—Canned goods prices are reported very firm on all lines in jobbers' hands. Generally speaking spot stocks in both wholesalers' and retailers' hands in Western Canada are estimated to be much lower than stocks held this time last year.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., ½s, 8 doz. case.	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	3 35	
Do., ½s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, ca.	8 60	
Do., 2s, 8 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 35	
Do., ½s, flat, 8 doz. case, case	10 00	
Salmon—		
Sockeye, 1s, tall, 4 doz. case.	22 00	
Do., ½s, flat, 8 doz. in case.	23 75	
Red Spring, 1s, tall, 4 doz. case	15 75	
Do., ½s, flat, 8 doz. case.	16 25	
Coho, 1s, tall, 4 doz. case.	18 00	
Do., ½s, flat, 8 doz. case.	16 00	
Pink, 1s, tall, 4 doz. case.	9 50	
Do., ½s, flat, 8 doz. case.	11 00	
Humpback, 1s, tall, 4 doz. case	8 60	

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

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	13 85	
Peaches, 2½s, 2 doz. case	13 25	
Peaches, sliced, 1s, 4 doz. case.	15 00	
Do., halved, 1s, 4 doz. case	15 00	
Do., 2s, 2 doz. case	10 00	
Pears, 1s, 4 doz. case	17 00	
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES		
Per case		
Asparagus Tips, 1s, tins, 4 doz		
case, per doz.	2 75	
Beans, Golden Wax, 2s, 2 doz. case	4 75	
Beans, Refugee, 2s, 2 doz. case.	4 75	
Corn, 2s, 2 doz. case	3 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	7 00	
Pumpkin, 2½s, 2 doz. case.	3 00	

Sauer Kraut, 2½s, 2 doz. case.	4 90	
Spaghetti, 2 doz. case	2 15	
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Valencia Raisins Arrive

Winnipeg.
DRIED FRUIT.—The first shipment of Valencia raisins has arrived on the Winnipeg market. Two varieties layers, and selected, packed in boxes of 7-14 and 28 pounds. These are being quoted from 25 to 27 cents per pound. The association have withdrawn their quotation on one crown muscatels and Thompson's seedless bulk raisins. All other lines of dried fruit remain unchanged.

DRIED FRUIT		
Evaporated Apples, per lb.	0 18	
Currants, 90-lb., per lb.	0 22	
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15 ¹ / ₂	0 16 ¹ / ₄
Dates, Hallowee, bulk, lb.	0 20	
Do., Tunis, bulk, lb.	0 26 ³ / ₄	
Do., Package, 3 doz. case, lb.	0 15	
Figs, Spanish, per lb.	0 15	
Do., Smyrna, per lb.	0 23	
Do., black, cartons, per carton	1 00	
Loganberries, 4 doz. case, pkt.	0 35	
Peaches, standard, per lb.	0 23	0 30
Do., choice, per lb.	0 27 ¹ / ₂	0 28 ¹ / ₂
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton.	1 68	
Prunes—		
30-40s, 25s, per lb.	0 28	
40-50s, 25s, per lb.	0 26	
50-60s, 25s, per lb.	0 23 ¹ / ₂	
60-70s, 25s, per lb.	0 20 ³ / ₄	
70-80s, 25s, per lb.	0 19	
80-90s, 25s, per lb.	0 17	
90-100s, 25s, per lb.	0 16 ³ / ₄	
In 5-lb. cartons, per carton	1 25	
Raisins—		
Cal. pkg., seeded, 15 oz., fancy,		
3 doz. to case, per pkg.	0 29	
Choice seeded, 15 oz., 3 doz. to		
case, per pkg.	0 27	
Fancy seeded, 11 oz., 4 doz. to		
case, per pkg.	0 25	
Choice seeded, 11 oz., 4 doz. to		
case, per pkg.	0 23	
Cal., bulk, seeded, 25-lb. boxes	0 23	
Do., pkt. seedless, 11 oz., 3		
doz. to case, per lb.	0 23	
Do., bulk., seedless, 25-lb.		
boxes, per lb.	0 27 ¹ / ₂	
Apricots, choice, 25s, lb.	0 45	
Do., 10s, lb.	0 47	
Do., Standard, 45s, lb.	0 40	
Do., choice, 10s, lb.	0 42	
Do., fancy, 45s, lb.	0 50	
Do., do., 10s, lb.	0 52	

New Walnuts on Market

Winnipeg.
NUTS.—The shelled nut market this week shows a slightly firmer tone. New cracked Bordeaux walnuts halves are being quoted at lower figures. New crop almonds are expected very shortly and the prices of these are much lower than last year's prices. This is sure to create a heavy demand as the buying public will be using them in larger quantities. Spot stocks of all nuts have been practically cleaned up, which leaves the market in good shape for new arrivals. No. 1 Spanish peanuts show no change. There has been a drop of 3 cents a pound on shelled brazils and further decreases are expected as the price is considered too high in comparison with other varieties.

NUTS, SHELLED—		
Almonds, per lb.	0 50	0 54
Spanish Peanuts, No. 1, per lb.	0 57	
Pecans, per lb.	1 10	
Walnuts, per lb.	0 50	
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb.	0 25	
Almonds, per lb.	0 30	
Filberts, per lb.	0 28	

(Continued on Page 43.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 25.—There are few changes in the market this week. Sugar dropped \$1 per hundred. Granulated is now quoted at \$11 and yellow at \$10. Fresh eggs have advanced 5 cents per dozen now quoted at 80 cents. Canned peas have declined, now quoted at \$1.92½ per dozen. Florida grapefruit is quoted at \$7.25. Lemons are quoted at \$9, an advance of \$1 per case.

Flour, No. 1 patents, bbl.	15 25
Cornmeal, bags	4 25
Rolled oats, per bag	5 25
Rice, Siam, per 100 lbs.	11 00
Tapioca, 100 lbs.	15 00
Molasses (extra fancy Barbadoes)	1 39
Sugar, standard, granulated.....	11 00
Do., No. 1, yellow	10 00
Cheese, Ont., twins.....	0 28
Eggs, fresh, doz.	0 80
Lard, compound	0 25½
Lard, pure, lb.	0 31½
American clear pork, per bbl.....	52 00
Tomatoes, 2½s, standard, doz....	2 20
Breakfast bacon	0 50
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, lb.	0 57
Do., creamery solids	0 61
Do., dairy, per lb.	0 58
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 80
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	1 92½
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases.	9 00
Do., Pinks	15 00
Do., Cohoes	7 00
Do., Chums	0 17
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	2 00
Potatoes, Natives, 90-lb. bag....	1 90
Beans, white	4 50
Do., yellow eye	7 25
Bananas, lb.	0 10½
Lemons, Cal.	9 00
Oranges, 100s	10 50
Do., 200s	11 30
Grapefruit, Florida, case	7 25
Apples—	
Kings, No. 1	7 00
Do., No. 2	6 50
Do., Dom.	5 55
Do., No. 3	4 50
Oats, per bush.	1 15

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 25.—Prices continue their downward trend on most lines. A 40 cents cut on flour brings the price down to \$14.05 per barrel. Rolled oats dropped 50 cents, now quoted \$10.50. Molasses declined 10 cents,

now quoted \$1.15 to \$1.25. Another dollar drop in sugar prices brings granulated to \$11.10 and yellow \$10. Canned peaches declined 30 cents per case. The butter market is easier. Good supplies are noted in the fruit market and there is a general decline on some lines. Lemons are down \$1 per case, now quoted \$6 to \$6.50. Grapefruit is \$7 to \$8 per case. Nova Scotia apples are \$3.50 to \$7 per barrel. Malaga grapes are \$10 to \$12 per keg, and Emperor grapes are \$5 to \$6 per crate. There is a plentiful supply of potatoes with prices unchanged.

Flour, No. 1 patents, bbls., Man.	14 05
Cornmeal, gran., bags	5 50
Cornmeal, ordinary	3 30
Rolled oats	10 50
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	15 00
Molasses	1 15
Sugar—	
Standard, granulated	11 10
No. 1, yellow	10 00
Cheese, N.B.	0 29½
Eggs, fresh, doz.	0 80
Do., case	0 70
Lard, pure, lb.	0 31¼
Do., compound	0 22½
American clear pork	54 00
Tomatoes, 2½s, standard, case..	4 20
Beef, corned, 1s	4 00
Breakfast bacon	0 48
Butter, creamery, per lb.	0 65
Do., dairy	0 60
Do., tub	0 58
Peaches, 2s, standard, case.....	7 15
Corn, 2s, standard, case.....	3 60
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case....	5 00
Potatoes, per bbl.	8 50
Sugar, standard, granulated	14 00
Do., No. 1, yellow	13 00
Lemons, case	6 00
Oranges, case	10 00
Bananas, lb.	0 13
Grapefruit, case	7 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 25.—Flour declined 40 cents per barrel, now quoted at \$11.60. Bran and shorts are \$5 per ton less this week. Rolled oats are down 45 cents per bale. Bon Ami powder advanced 30 cents per dozen. New California lima beans have arrived and are quoted at 11 cents per pound. Some brands of cocoa in tins are down 4 to 5 cents per pound. Twine and jams are easier. Rice is steady but lower prices are expected. Sugar declined 1 cent per pound. Prunes are lower.

Flour, first patents, bbl.	11 60
Do., second patents, bbl.....	11 40
Beans, B.C.	7 25
Rolled oats, 80s	3 60
Rice, Siam	9 00
Japan, No. 1	10 00

Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt....	13 52	0 32
Cheese, No. 1, Ont., large	0 31¼	0 30
Alberta cheese, twins	0 29½	0 63
Do., large	0 45	0 50
Butter, creamery, lb.	18 60	22 50
Do., dairy, lb.	19 50	4 60
Lard, pure, 3s	4 30	4 85
Eggs, new laid, local, case.....	4 60	3 85
Do., storage, case	4 35	4 60
Tomatoes, 2½s, standard, case..	4 35	4 50
Wax and Green Beans, 2s, case..	9 75	10 40
Corn, 2s, case	10 60	11 70
Peas, 2s, standard, case.....	11 30	9 50
New early June peas, case.....	0 18	0 20
Strawberries, 2s, Ontario, case...	0 19	0 21
Raspberries, 2s, Ontario, case...	0 25	0 28
Gooseberries, 2s	8 50	0 11
Cherries, 2s, red, pitted	0 10¾	0 14½
Apples evaporated 50s	0 18¾	45 00
Do., 25s, lb.	45 00	
Peaches, evaporated, lb.		
Do., canned, 2s		
Prunes, 90-100s		
Do., 70-80s		
Potatoes, local, ton		

WINNIPEG MARKETS

(Continued from Page 42.)

Walnuts, per lb.	0 30
Pecans, lb.	0 30

No Change in Flour

Winnipeg. FLOUR.—There has been no change in the flour market this week. The same conditions exist and retailers are buying just enough to meet their requirements.

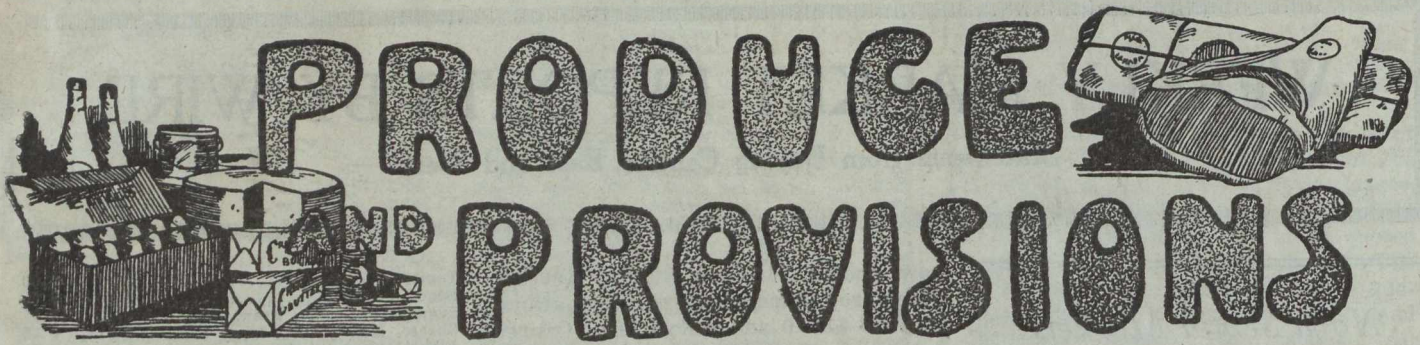
Cawsava Melons Arrive

Winnipeg. FRUIT.—The first shipment of Cawsava melons from California arrived on the market and are quoted at \$5.00 per case. Spanish Malaga grapes have arrived and are being quoted at \$16.00 per keg. Bananas are reported very scarce, while navel oranges are arriving fairly steady.

ORANGES—	
Navel, 176 and smaller, case	11 00
150s per case	10 50
125s, per case	10 00
Lemons, California, per case..	7 00
FLORIDA GRAPE FRUIT—	
64-72s, 80s and 96s, per case..	8 00
54s, per case	7 00
Bananas, per lb.	0 15
GRAPES—	
Emp. Grapes, in lugs, per lug	6 00
Do., per keg	10 00
PEARS—	
B.C. D'anjo pears, per case..	6 50
Winter Nelles, per case	5 50
APPLES—	
B.C. Wagners, unwrap, per cs.	3 50
10 case lots, per case.....	3 25
McIntosh Reds, No. 1, per box	4 25
Wagners No. 1, per box....	4 00
Delicious, No. 1, per box..	5 25
Do., No. 2, per box	4 75
Ont. Spys, No. 1, per bbl....	9 50
Baldwins, No. 1, per bbl....	8 50

Vegetables Unchanged

Winnipeg. VEGETABLES.—There is no change in the vegetable market this week. Potatoes remain firm and are being quoted at \$1.75 in 10-bushel lots.



PRODUCE AND PROVISIONS

Govt. Inspection of Canned Salmon

B.C. Cannerymen Are Anticipating Early Legislation, Believing That Some Method of Inspection by the Government Will Be of Great Assistance to the Whole Industry.

By Staff Correspondent Canadian Grocer

VANCOUVER (Special). — The British Columbia salmon cannerymen are expecting that the Government will shortly have the necessary legislation enacted to permit of a Government inspection of canned salmon. This is something many of the cannerymen have fought for a long time. Men like F. E. Burke, of Wallace Fisheries, Ltd., and Mr. Short, in Digby, Nova Scotia, have been working on it for many years. Canadian Grocer has interviewed several representative canned fish operators to get their views as to what is needed. Naturally, each firm's opinion is based on what would suit them best, but the consensus of opinion is that some method of Government inspection will be of great assistance to the whole industry.

Inspection at Each Cannery

One packer states: "In our estimation inspection should be made at each cannery of the fish offered by the fishermen. The inspector should have authority not only to refuse a permit for the canning of the proffered fish at the cannery where he is stationed, but to order the fish condemned forthwith. Otherwise the fish can be hawked around till some place can be found where it can be slipped through. If the fishermen know that their catch is liable to be ordered destroyed, they will not bring fish that cannot pass inspection. We understand that the inspection of canned fish as proposed by the Government simply makes it optional. Fish that cannot qualify for a Government certificate will not be ordered destroyed and will therefore ultimately find their way into consumption. Inspection at the cannery would prevent any "off" fish being packed in the first place. The fact that the Government inspector's word was final would relieve all cannery foremen of responsibility, etc. They could neither be blamed by the fishermen for discrimination, nor by the cannery owners for any loss of time incident to a 'catch' refused."

Favor Canned Fish Inspection

The majority opinion of the largest packers, especially those with standard brands, favors the inspection of canned fish. As the case is stated by one packer: "Those who are now inspecting for British and foreign, as well as domestic buyers, could very well undertake inspection for the Government. They are experienced and incorruptible—their knowledge of canned salmon is unquestioned and their biggest asset is their integrity. As far as I have ob-

served, the Government should be unable to get the type of men necessary for inspection of fresh fish at canneries for the short five months' term that they would be needed. The type of men needed could not be retained for only five months of the year—even should the Government pay them what they were worth—which they undoubtedly would not do. Inspectors at the canneries—if corrupt—would be the most serious menace that the industry could face. Instead of being a protection to the public, the buyer and the seller, the Government certificate would be so misleading as to make a proper use of it impossible for years to come. The presence of a poorly-paid inspector at the cannery might make the rest of the present cannery staff lax; it would relieve them of responsibility and permit them to 'pass the buck' in a way they cannot do now. If each packer, each foreman and each fish buyer, and fisherman, knew that if anything but the best fish were packed, a Government inspector could condemn the finished article with a total loss to the packer of cans, labor and all overhead in addition to the cost of the fish—there would be nothing questionable bought and packed."

Buyers Will Demand Certificates

"Even suppose," said this executive, "that inspection is optional—that while you may have a Government certificate if you wish—you don't have to, I'll warrant that canned salmon buyers both in Canada and abroad will make it imperative when they know that certificates can be obtained if required."

It is stated that the present well-organized private salmon inspectors would not care to undertake inspection for the Government, as their knowledge of this business is one of their main "stocks in trade" and their strongest leverage for obtaining business. One inspector states, however, that if the Gov-

(Continued on next page)

1920 SALMON PACK IS 200,000 CASES SHORT

Vancouver. — (Special). — The total figures of the British Columbia salmon pack are now available and show that the 1920 pack was about 200,000 cases short of the 1919 figure. The current year's pack totalled 1,177,000 cases.

A glance through the figures of this year and last show that the comparison of this year's pack with last in various grades is as follows:—

- Sockeye, 18,000 cases less.
- Red spring, 15,000 cases more.
- White and pink spring, 6,000 cases less.
- Blue backs, 16,000 cases less.
- Steel-head or sea trout, 2,100 cases less.
- Cohoe, 76,000 cases less.
- Pink, 174,000 cases more (these run in cycles and 1920 was the big year).
- Chum, 282,000 cases less than last year.

Salmon men say that the sockeye have practically all been sold. The red springs are pretty well absorbed by the demand; and the cohoes are about 60 per cent. disposed of. The pink, especially that packed up north, is of excellent quality—good color and firm.

Sells Only One Brand of Bacon

Wm. McQuitty, Welland, Ont., Believes That Establishing a Reputation for a Good Line of Bacon is Not Only Profitable, But Means a Good Deal to Other Trade—Good Equipment Also Helps Sales

SELLING only one brand of bacon is the policy followed by Wm. McQuitty, Welland, Ont., and he believes that it is possible to increase sales of bacon by purchasing one reputable brand, and building a reputation for it. Mr. McQuitty told Canadian Grocer on the occasion of a recent visit that his sales of smoked meats constituted a good share of his turnover, and by devoting some care and attention to the sale of these lines, he was of the opinion that the average grocer could make them very profitable.

Fifteen Sides of Bacon Weekly

"I sell on an average every week fifteen sides of bacon, from eight to ten cooked hams, and about half a dozen smoked hams," he added. "My customers know I carry only the one brand of bacon, and a great many people express a preference for it. There are persons who come here only for bacon, because I carry this particular kind. Others have come only to buy bacon, and afterwards became permanent customers. A reputation for a specially good bacon is one of the best advertisements a merchant can have. It will very often help his other trade in ways that he least expects."

Good Equipment Also Helps

Convenient equipment for the handling of meats also helps sales, accord-

ing to Mr. McQuitty. He has a refrigerator counter in his store, that gives him a splendid opportunity to display his meats. For showing and keeping cooked meats it has many advantages, and Mr. McQuitty believes it is a real asset. "Being able to display cooked and smoked meats means much to their sale," Mr. McQuitty remarked.

"A meat slicer is also a factor in bringing business to this department," Mr. McQuitty replied in answer to a question of Canadian Grocer as to how it helped trade in these lines. "I have had my slicer now for some time, and certainly would not be without it. People like to have their bacon nicely sliced, and this is only possible with a slicer. The time that is saved is also a factor worth reckoning."

Eliminates Much Waste

Mr. McQuitty believes that a slicer eliminates a good deal of the waste that is often encountered in this department. Discussing the matter of disposing of the ends of bacon and hams, he stated that he did not endeavor to sell the ends for the same price as the better parts, but it was possible to slice down very close to the end, and then the balance he sold to certain customers at lower prices. Mr. McQuitty said that he preferred to do this rather than to dispose of them in any other way.

Peculiar Tendencies in Halibut

Halibut Is the Largest of the Species of Flat Fish and Is in Ever-Growing Demand — Is Chiefly Caught in the Pacific Off the Coast of Alaska

By D. B. Drysdale

HALIBUT, the largest of the species of flat fish is in ever growing demand.

Possibly the greater part of halibut marketed today is caught in the Pacific, off the coast of Alaska, and is marketed all over the continent of North America. As these fish are caught in sizes ranging from five pounds up to one hundred and twenty-five, and sometimes heavier than this, they are graded for market purposes.

A halibut weighing from five to ten pounds would be called chicken; from ten to eighty-five pounds as medium, and any weight over this as large halibut. Halibut like all other species of natural history, is furnished with its own means

of protection, being dark colored on one side and light colored or white on the other. This peculiarity comes into use when the fish are lying on the bed of the ocean. The white side being up, makes this invisible to their enemies. In Greenland the transparent membrane of the stomach is put through a curing process and used in place of glass.

Odd Situation in Frozen Halibut

A rather odd situation has developed this year in regard to frozen halibut. Lately the proportion of large halibut caught, compared with chicken and medium, has become so small that the large fish are commanding just as much per pound on the coast as the medium. This is caused by certain centres in the Uni-

ted States having educated their trade to this size that they are able to use practically the total production. Instead, therefore, of the large being 2 or 3 cents per pound less than the medium this year, the price is the same. Then, again, the production of chicken halibut has increased so enormously in proportion, and while recent years saw a difference of about 2 cents per pound, this year there is a straight cut of 6 cents per pound from the price of mediums to that of chicken. Chicken halibut are extra good value under these circumstances.

Once in a long while you may strike what is known as a jellied halibut. As it takes an expert to pick a fish in this condition without putting a knife into it, you should not become disgruntled over your find, as any wholesale fish house will gladly give a rebate on halibut in this state.

The last two weeks have shown a very strong demand for all kinds of fish. There does not seem to be any tendency for a decline in prices, as the fish business had its revolution two years ago when wholesale houses and produce houses all over the continent lost money running into millions of dollars. Today production seems fairly balanced with consumption.

GOVERNMENT INSPECTION

(Continued from Page 44)

ernment decided to appoint two or three qualified inspectors to act for the Federal Department, with authority to stamp their inspection certificates with the Government seal—those would be found who would act for the Government in this capacity.

Everything to Gain

One exporter stated some time ago: "For export business the value of a rigidly-enforced Government inspection cannot be exaggerated. From Mexico, and South America, the buyers invariably ask if a Government certificate can be obtained. The board of trade does undertake to grant certificates, and make an inspection, but this has very little weight with foreign buyers generally."

Several canners also express the hope that at no far distant date, the various varieties of salmon will also be graded, both as to color, firmness and general fancy quality. The Columbia River Chinook Salmon is graded now under three grades—fancy, standard, and fall. In summing up the situation, one of the most reliable packers stated: "For all reliable packers, with the best interests of the trade at heart, and the highest business ethics as their policy, there is everything to gain and nothing to lose by the most rigid inspection, careful grading, and a Government certificate accurately describing each lot for what it actually is."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 26.—Still lower prices are quoted this week on pork as a result of the very good supply of hogs being offered on the market. This decline shows throughout the pork market. There is no change in beef prices. Packers state that they are depending almost entirely upon Western cattle for their supply of beef. As a result of the lower prices on pork the lard and the shortening market show further weakness. Butter is unchanged but the receipts of creamery butter are smaller and this adds to the strength of the market. Eggs are holding very firm at the high prices with a very good demand. Although there is considerable weakness shown in the cheese market due to the export demand and the exchange situation, there is no change in local quotations. The storms of the past two weeks have cut down the supply of fresh salt water fish with the result that a little higher prices are quoted on haddock this week. There is a very good demand for oysters.

Weak Market for Shortening

Montreal.
SHORTENING.—The shortening market shows further weakness in sympathy with the lard market and in some cases lower prices are quoted. The quotations now given differ to a greater degree depending on quality and brand.

SHORTENING—		
Tierces, 400 lbs., per lb.	0 21½	
Tubs, 50 lbs., per lb.	0 22	
Pails, 20 lbs., per lb.	0 22¼	
Bricks, 1 lb., per lb.	0 24	

Lard Market Still Weak

Montreal.
LARD.—Little improvement is shown this week in the lard market owing to the small local demand. The lard market is very weak, and although there is no definite change in quotations there is a wider scope of prices depending to a great extent on quality and brand.

LARD—		
Tierces, 360 lbs.	0 26	0 28½
Tubs, 60 lbs.	0 27	0 29
Pails, 20 lbs.	0 27½	0 28¾
Bricks	0 31	

Creamery Butter Holds Firm

Montreal.
BUTTER.—There is no change this week in the prices quoted on butter. The demand for dairy butter and some grades of cheaper creamery butter has fallen off so that easier prices are being felt in these lines, but the general feeling of the market is that butter is holding very steady, in fact the receipts of the best creamery are not as large as they have been and this would suggest additional strength to the butter market.

BUTTER—		
Creamery prints, qual., new..	0 54	0 55
Do., solids, quality, new ...	0 53	0 54
Dairy, in tubs, choice	0 49	0 50
Do., prints		0 50

Good Demand for Eggs

Montreal.
EGGS.—There is no change in the egg market this week. Prices are ruling the same as last week. The demand is still very good even at the advanced

prices and there is every indication of even higher prices being quoted. Some quotations for strictly fresh eggs go as high as 90 cents per dozen.

EGGS—		
Strictly fresh	0 85	0 90
Selects		0 70
No. 1		0 60

Cheese Market Unchanged

Montreal.
CHEESE.—Although the cheese market as a whole is fluctuating with the exchange situation and the export demand there is no change in local quotations or the price on cheese for home consumption. The cheese quotations are remaining steady.

CHEESE—		
New, large, per lb.	0 28	
Twins, per lb.	0 28	
Triplets, per lb.	0 28	
Stilton, per lb.	0 37	
Fancy old cheese, per lb.	0 34	0 35
Quebec	0 28	0 29

Pork Prices Lower

Montreal.
FRESH MEATS.—There is a further decline in the price of hogs this week and as a result the decline follows throughout the pork market. There is a very good supply of hogs being offered to the packers, in fact almost too large to be handled by them. This, however, is not the case with the beef market, and the packers claim to be depending almost entirely upon Western cattle. Although this situation shows little change there is a decline of 1 and 2 cents a pound on the beef hind quarters. The price for hind quarters has remained high for some time and this change is simply an adjustment in the market.

FRESH MEATS		
Hogs, live (selected)	0 16½	0 17
Hogs, dressed—		
Abattoir killed, 65-90 lbs.		0 29
Fresh Pork—		
Legs of pork (foot on)	0 34	
Loins (trimmed)	0 40	
Bone trimmings	0 28	
Trimmed shoulders	0 30	0 31
Untrimmed		0 28½
Pork sausage (pure)	0 25	
Farmer sausage	0 20	
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—			
(Cows)		(Steers)	
\$0 16	\$0 24	..Hind quarters..	\$0 21 \$0 29
0 10	0 14	..Front quarters..	0 10 0 16
0 24	0 34	Loins	0 30 0 42
0 16	0 26	Ribs	0 16 0 30
0 10	0 14	Chucks	0 10 0 16
....	0 20	Hips	0 22
Calves (as to grade)		0 18	0 30

Cooked Hams Cheaper

Montreal.
BACON.—As a result of the decline of price in the pork market there are lower quotations given on many of the bacon quotations amounting to one and two cents per pound. There is also a decline of one cent per pound on smoked ham. This change is a result of lower prices throughout the pork market.

BACON—		
Breakfast, best	0 37	0 46
Smoked Breakfast	0 46	0 47
Cottage Rolls		0 38
Picnic Hams		0 33
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut		0 38
Do., 14-20		0 38
Do., 20-25		0 32
Do., 25-35		0 29
Over 35 lbs.		0 28

Cooked Meats Unchanged

Montreal.
COOKED MEATS.—With the colder weather the demand for cooked meats has fallen off considerably and the packers are putting very little stress on this market. Quotations are unchanged.

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

Barrelled Meats Quiet

Montreal.
BARRELLED MEATS.—The market for barrelled meats is very poor at the present time. Packers claim that the demand has fallen off so that they are now carrying large stocks on hand. The quotations for Canadian pickled pork are dropped \$1 per bbl. The other quotations are unchanged this week.

BARRELLED MEATS		
Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces		56 00
Clear fat backs (bbl.), 40-50 pieces		49 00
Heavy mess pork (bbl.)		39 00
Plate Beef		25 00
Mess Beef		23 00

Storms Affect Fishing

Montreal.
FRESH FISH.—The stormy weather on the Pacific coast has hindered fishing considerably and the local fish market has shown the effects in that the supplies of haddock are not so plentiful. There is also an advance in the price of this fish. Fish from the Eastern coast, however, is arriving in good supply. The biggest business at the present time in the fish market is being done in oysters since there is an exceptionally good demand for the same this year.

FRESH FISH	
Haddock	0 08
Steak cod	0 10
Market cod	0 07
Mackerel	0 18
Flounders	0 10
Live Lobsters	0 60
Salmon Cohoes	0 25
Shad	0 18
Gaspé salmon	0 40
Halibut	0 27
Gaspereaux, each	0 05
Whitefish	0 21
Lake Trout	0 21
Brook trout	0 50
Pike (dressed)	0 14
Perch	0 15
Fresh eels, per lb.	0 15
Fresh herrings, each	0 07
Doree	0 20
Fresh Herrings	0 06
Steak Pollock, dr. per lb.	0 07
FROZEN FISH	
Halibut, large and chicken	0 16
Halibut, Western, medium	0 23
Mackerel	0 15
Pike, headless and dressed	0 14

Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring		0 28
Salmon, Cohoes, round		0 23
Salmon, Qualla, hd. and dd.		0 18
SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	
Sardines, half barrel	5 00	
Salted Trout, half barrel	12 00	
Salted Salmon, barrel	27 50	
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box	0 14	
Fillets, 15-lb. box	0 19	
Smoked Herrings	0 24	
Kippers, new, per box	2 15	
Bloaters, new, per box	2 00	
Smoker Salmon	0 35	
BULK OYSTERS		
Standard, No. 1, can	3 00	
Do., No. 3, can	8 75	
Selects, No. 1, can	3 50	
Selects, No. 3, can	11 00	
Jars, 1 doz. box	6 50	
Do., 2 doz. box	12 50	

ONTARIO MARKETS

TORONTO, Nov. 26.—The produce and provision markets show an easier trend with quotations on most lines reduced. Heavy receipts of cattle at the Union Stock Yards were a feature during the week. Upwards of 11,000 cattle were received which was about 1,000 more than the previous week's heavy receipts. Prices are down 50 cents per hundred. Live hogs show a tendency to firmness under light receipts, packers being unsuccessful in bringing down prices, although they still continue to send out quotations at a lower figure than present quotations. Both pork and beef cuts have declined one to five cents per pound. Prices on smoked hams and bacon are down one cent per pound in view of the declines in the hog market. Some lines of cooked meats are reduced but for the most part quotations are unchanged under a seasonable demand. The butter market continues with an easy trend with prices on the best grade down one cent. New laid eggs are very scarce, not sufficient arriving to meet the demand. Storage eggs are being drawn on for local consumption. The cheese market is dull with prices down one half cent. There is an easy condition in shortening and prices are reduced one cent per pound. Margarine is down one cent on the best grade. Fish is arriving in good supply under a brisk demand. Poultry receipts have been heavy during the week.

Fresh Pork and Beef Lower

Toronto. FRESH MEATS.—Heavy runs of cattle almost every day were the feature at the Union Stock Yards during the week. Upward of 11,000 cattle were received, which was about 1,000 more than the previous week's heavy receipts. This resulted in a depressed condition in the market with a break in prices of 50 cents per hundred. If the receipts continue heavy there is likely to be a further decline, but once the grass cattle is cleaned up and choice grades are offered for the holiday trade, prices are likely to move up. Live hog quotations, which have been on the down grade for the past few weeks have shown a tendency to firm up, packers being unsuccessful to bring down prices on account of the light receipts. Live hogs are holding at \$16.50 to \$16.75 on the fed and watered basis, but packers continue to send out quotations for this week at \$15.75 on the fed and watered basis.

Dressed hogs are down \$1 per hun-

dred and fresh pork cuts are one to five cents per pound lower. Fresh beef cuts are lower by one cent per pound. Dressed calves and spring lamb are also down one cent per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	23 00	25 00
Live, off cars, per cwt.	16 50	16 75
Live, fed and watered, per cwt.	16 25	16 50
Live, f.o.b., per cwt.	15 25	15 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 33	
Loins of pork, lb.	0 44	
Fresh hams, lb.	0 34	
Tenderloins, lb.	0 65	
Spare ribs, lb.	0 21	
Picnics, lb.	0 24	
New York shoulders, lb.	0 28	
Boston butts, lb.	0 35	
Montreal shoulders, lb.	0 29	
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 24	0 27
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Smoked Meats Lower

Toronto.

PROVISIONS.—Following the recent declines in the hog market quotations on smoked hams have declined two cents per pound. Smoked bacon is down one to two cents per pound. Barrel pork is holding at unchanged quotations.

Hams—		
Small, 6 to 12 lbs.	0 43½	
Medium, 12 to 20 lbs.	0 43	
Large, 20 to 35 lbs. each, lb.	0 39½	
Heavy, 25 to 35 lbs.	0 38	
Heavy, 35 lbs. and upwards	0 30½	
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 46
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim		0 60
Roll, per lb.		0 35½
Wiltshire (smoked sides), lb.		0 39½
Wiltshire, three-quarter cut		0 43½
Wiltshire, middle		0 45½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 30	
Do., av. 80-90 lbs.	0 59	0 63
Clear bellies, 15-30 lbs.		0 31½
Fat backs, 10 to 12 lbs.		0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	38 00	
Short cut backs, 200 lbs.	54 00	55 00
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	
Heavy	60 00	
Above prices subject to daily fluctuations of the market.		

Some Cooked Meats Lower

Toronto.

COOKED MEATS.—There is a seasonable demand for cooked meats. Prices on boiled shoulders are down one cent per pound. Jellied ox tongue is also down one cent, now quoted at 65 cents per pound. Other lines are unchanged as listed below.

Boiled hams, lb.	0 63	0 66
Boiled shoulders		0 53
Head cheese, 6s, lb.		0 17
Choice jellied ox tongue, lb.		0 65
Jellied calves tongue		0 56
Ham bologna, lb.		0 20
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Prices Drop One Cent

Toronto.

BUTTER.—The butter market continues with an easy trend. Quotations on the best grade creamery are down one cent per pound, now quoted at 58 cents and the lower around 54 cents.

BUTTER—		
Creamery prints	0 54	0 58

Egg Prices Continue to Soar

Toronto.

EGGS.—The egg market continues to hold firm with prices again advanced. New lays are very scarce and are quoted at 90 cents per dozen, but very few are offered. On the local farmers' market this grade is retailing at \$1 to \$1.20 per dozen. Storage eggs are being heavily drawn on for local consumption. Several cars of United States storage eggs arrived during the week for the local trade.

EGGS—		
Selects		0 76
No. 1		0 68
New-laid in cartons		0 90
Prices shown are subject to daily fluctuations of the market.		

Cheese Down Half Cent

Toronto.
CHEESE.—The cheese market continues quiet with prices down one half cent per pound. Large cheese is quoted at 26½ cents per pound, twins are one cent higher than large, and triplets 1½ cents higher than large.

CHEESE—

Large, per lb.	0 26½
Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.	1½c

Lard Market Steady

Toronto.
LARD.—There is no change in the lard market with prices holding steady.

LARD—

1-lb. prints	0 30
Tierces, 400 lbs.	0 27
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.	

Shortening Down One Cent

Toronto.
SHORTENING.—Shortening prices are again reduced this week. One pound prints are now 24 cents, and on the tierce basis 19½ cents. Crisco is also reduced one cent per pound, now quoted 29½ cents in ones and threes and 29½ cents in sixes and nines. The shortening market continues weak in view of the easier and lower prices on cottonseed oil.

SHORTENING—

1-lb. prints	0 24
Tierces, 400 lbs.	0 19½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

Margarine Down One Cent

Toronto.
MARGARINE.—The best grade of margarine has been reduced one cent per pound during the week, now quoted at 35 cents. One brand of nut margarine is also reduced one cent per pound. The demand is steady.

MARGARINE—

1-lb. prints, No. 1	0 35
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine, lb.	0 32

Fish in Brisk Demand

Toronto.
FISH.—There is a brisk demand for all varieties of fish and prices are well maintained. Fresh whitefish is plentiful with a heavy enquiry noted. Smoked haddie, fillets, bloaters and ciscoes are selling well. Oysters are in a better demand since the cooler weather.

FRESH SEA FISH

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

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	0 10	0 08

Do., headless and dressed	0 09
Salmon, Cohoe	0 23
Do., Red Spring	0 28
Sea Herring	0 07½
Brill	0 10

SMOKED FISH

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

PICKLED FISH

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

DRY SALT FISH

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

WINNIPEG MARKETS

Hog Prices Decline

Winnipeg.
FRESH MEATS.—The hog market has shown a weaker tone and selected hogs are being quoted at \$14.75 to \$15 per 100 lbs. There is no change of price in fresh pork cuts. Fresh beef remains unchanged.

HOGS—

Selected, live, cwt.	14 75	15 00
Heavy, cwt.	11 75	11 75
Light, cwt.	11 50	13 75
Sows, cwt.	8 00	8 00

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 26½	0 33½
Spare ribs, lb.	0 28½	0 28½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 27	0 35
Picnics, lb.	0 27	0 27
Shoulders, lb.	0 29	0 33

Fresh Beef—from Steers and Heifers—

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

Mutton—

Choice, lb.	0 15
------------------	------

Lambs—

Choice, 30-45 lbs., lb.	0 23
------------------------------	------

Cooked Meats Unchanged

Winnipeg.
COOKED MEATS.—There has been no change on cooked meats and business is reported fairly good.

Hams, best quality, skinned, lb.	0 65½
Do., roast, lb.	0 65½
Boiled shoulders	0 49
Head Cheese, in 1-lb. tins	0 22
Jellied Beef, Tongue, lb.	0 65
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 28

Bacon Scarce

Winnipeg.
PROVISIONS.—Bacon is still reported scarce. Smoked hams remain unchanged and the demand for these commodities is fairly active.

8 to 16 lbs., per lb.	0 45½
16 to 20 lbs, per lb.	0 42½
Boneless, 8 to 15 lbs., per lb.	0 50½
Skinned, 14 to 18 lbs., per lb.	0 46
Do., 18 to 22 lbs., per lb.	0 44

BACON—

Backs, 5 to 12 lbs., smoked	0 66
Do., 12 to 16 lbs., smoked	0 64
Do., 10 to 14 lbs., skinned and peamealed	0 63½
Do., 4 to 10 lbs., sliced	0 66
Cottage rolls, boneless	0 41½

Butter Market Steady

Winnipeg.
BUTTER.—Although butter advanced 2 cents a pound last week it has taken a decline and is now being quoted at 60 cents a pound. Creamery butter is in good demand while the dairy butter situation remains unchanged.

Poultry Receipts Heavy

Toronto.
POULTRY.—The receipts of poultry have been heavier during the week with the quality improving. Packing for storage is now general and large quantities are going into the coolers. Prices are unchanged.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	\$0 35	\$0 43
Roosters	0 17	0 20
Fowl, over 5 lbs.	0 23	0 30
Fowl, 4 to 5 lbs.	0 23	0 27
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 23	0 30
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 25	0 30

Prices quoted to retail trade—

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

BUTTER—

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

Lard Prices Steady

Winnipeg.
LARD.—Lard and shortening have shown no change during the week and the following quotations are given:

Pure lard, No. 1, quality, per lb.	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 10
Shortening, tierces of 400 lbs., per lb.	0 23

Eggs Are Higher

Winnipeg.
EGGS.—The egg market is very firm and advanced 3 cents per dozen during the week. Fresh farm eggs are now quoted at 70 cents per dozen, with fresh candled eggs at 63 cents. Fresh country eggs are very scarce, and practically all shipments are being taken from cold storage stocks.

Cheese Firmer

Winnipeg.
CHEESE.—Cheese is reported firmer. Ontario shipments are now practically over, due to the frosty weather. Manitoba cheese remains scarce.

CHEESE—

Ontario, large, per lb.	0 29½
Do., twins, per lb.	0 29¾
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

Turkeys Arriving Freely

Winnipeg.
POULTRY.—Poultry receipts during the week have been very heavy. Turkeys have been arriving very freely and the demand is exceptionally good. Ducks and geese are arriving slowly.

Roosters, dressed, lb.	0 28
Chicken, dressed, lb.	0 38
Chicken, milk fed, lb.	0 44
Fowl, dressed, lb.	0 34
Ducks, lb.	0 35
Turkeys, lb.	0 50

Fish Trade Brisk

Winnipeg.
FISH.—Shipments of fresh halibut, lake herring, pickerel and whitefish are expected on the market this week. Bulk and shelled oysters are in good demand. The demand for crabs and live lobsters is also reported good.

With the approach of the
Christmas Season

You Should Feature Prominently

DAVIES'

Mince Meat

With the prevailing high cost of dried fruits and spices the housewife will hesitate before making her own Mince Meat this year. She will be more than likely to buy prepared Mince Meat.

Davies' Mince Meat is made from selected apples, dried fruit, spices, suet and other pure ingredients, and it has all the rich, delicious, fruity flavor of real home-made Mince Meat.

A real quality line, that can be featured all through the winter—beginning from now on. Let us ship you a tryout order.

Write us for prices, or ask our
salesman the next time he calls.

THE **DAVIES** COMPANY
WILLIAM LIMITED

Toronto

MONTREAL

HAMILTON



*Why do so many
Grocers Feature*

Brunswick Brand Sea Foods

- Because these incomparable SEA FOODS, through their high standard quality, have won the confidence of Canadian women.
- Because their cost is low and their wholesome flavor and purity can be depended upon.
- And lastly because of their ability to keep rapidly moving through every season of the year, grocers find them a highly profitable line to handle.

When preparing your Xmas displays be sure and feature these popular FISH FOODS. Their convenience and wholesomeness (being ready cooked) make them ideal for preparing dainty sandwiches, salads, etc., at Christmas and during the following social season.

Connors Bros., Limited
BLACK'S HARBOR, N.B.

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

M
A
R
I
G
O
L
D



M
A
R
I
G
O
L
D

“The Greatest Seller of Its Kind in the World”
MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

“EASIFIRST”

the package that moves!



When you specify Easifirst Shortening you are making sure that it will not stay long on your shelves. Easifirst is the package that moves—that also moves the profits your way.

More than this, the quality of Easifirst makes satisfied customers—customers who come back for more.

Get in on this profitable line. Place an order now.

Phone Junction 3400

Gunns
LIMITED

**WEST
TORONTO**

1920 Christmas Window Contest



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

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

Entries will be judged first on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

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

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

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

The Contest Editor, Canadian Grocer

143-153 University Ave., Toronto

Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
LEMON CURD

SAUSAGES (All kinds.)
PIES (Genuine Melton Mowbray.)

Price Lists and further Particulars:—

Tebbutt & Co.

"Established upwards of a Century."

London Offices:

45, Chancery Lane, London, W.C. 2.

Also—

A. C. Chapman, 93 Durocher St., Montreal

The Works, Melton Mowbray.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

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

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



SALT PLANT, WINDSOR, ONTARIO

SATISFY CUSTOMERS

Housekeepers appreciate the qualities of
WINDSOR TABLE SALT

and (For general use)

REGAL TABLE SALT

(Free-running—Sold in cartons)

Farmers of experience will always ask for

WINDSOR DAIRY SALT

Successful cheesemakers know the value of

WINDSOR CHEESE SALT

Made in splendid up-to-date plant, every product of the Canadian Salt Company is noted for quality.

The Canadian Salt Co., Ltd.

Windsor, Ontario

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things, too, for once she knows the goodness of H.P. SAUCE, she's more than ever certain to take care she gets it again.

THE MORAL IS VERY SIMPLE—AND VERY SOUND

H.P.

SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

Century



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

SIFTO SALT



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

DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BORDEN MILK CO., LTD., 180 St. Paul St. West. Montreal, Can.		
CONDENSED MILK Terms—Net 30 days.		
Eagle Brand, each 48 cans..	\$12 50	per lb. 0 10
Reindeer Brand, each 48 cans	12 00	40 lbs. Argo Corn Starch,
Silver Cow, each 48 cans....	11 50	1 lb. packages 0 10
Gold Seal, Purity, ea. 48 cans	11 35	40 lbs. Casco Refined Potato
Mayflower Brand, each 48 cans	11 35	Flour, 1 lb. pkgs.,
Challenge Clover Brand, each		per lb. 0 13
48 cans	10 60	(20-lb. boxes ¼c higher, except
EVAPORATED MILK		Potato Flour)
St. Charles Brand, Hotel, each		LILY WHITE CORN SYRUP
24 cans	\$7 90	2-lb. tins, 2 doz. in case...\$6 15
Jersey Brand, Hotel, each 48		5-lb. tins, 1 doz. in case... 6 85
cans	7 90	10-lb. tins, ½ doz. in case... 6 55
St. Charles Brand, tall, each 48		20-lb. tins, ¼ doz. in case. 6 00
cans	8 00	Barrels, about 700 lbs..... 0 08
Jersey Brand, tall, each 48		Half barrels, about 350 lbs.. 0 08½
cans	8 00	CROWN BRAND CORN SYRUP
Peerless Brand, tall, each 48		2-lb. tins, 1 doz. in case...\$5 55
cans	8 00	5-lb. tins, 1 doz. in case... 6 25
St. Charles Brand, Family, 48		10-lb. tins, ½ doz. in case... 5 95
cans	7 00	(5, 10 and 20-lb. tins have wire
Jersey Brand, Family, each 48		handles.)
cans	7 00	GELATIN
Peerless Brand, Family, each 48		Cox's Instant Powdered Gela-
cans	7 00	tine (2-qt. size), per doz... \$1 80
St. Charles Brand, small, each		MAGOR, SON & CO., LTD.
48 cans	3 70	INFANTS' FOOD
Jersey Brand, small, each 48		Robinson's Patent Barley—
cans	3 70	1-lb. Doz.
Peerless Brand, small, each 48		¼ lb.
cans	3 70	Robinson's Patent Groats—
		1-lb.
		¼-lb.
CONDENSED COFFEE		CANADIAN MILK PRODUCTS,
Reindeer Brand, large, each 24		LIMITED
cans	\$8 00	Toronto and Montreal
Reindeer Brand, small, each 48		KLIM
cans	9 00	8 oz. tins, 4 dozen per case..\$12.50
Cocoa, Reindeer Brand, large,		16 oz. tins, 2 doz. per case... 11.50
each 24 cans	6 25	10 lb. tins, 6 tins per case .. 25.00
Reindeer Brand, small, 48 cans		COLMAN'S OR KEEN'S
6 50		MUSTARD
W. B. BROWNE & CO.		Per doz. tins
Toronto, Ontario		D.S.K., ¼-lb.
Wheatgold Breakfast Cereal		D.S.F., ¼-lb.
Packages, 25-oz., 2 doz. to		D.C.F., 1-lb.
case, per case	\$6 00	F.D., ¼-lb.
98-lb. jute bags, per bag ...	8 00	
98-lb. jute bags, with 25		Per jar
3½-lb. printed paper bags		Durham, 1-lb. jar, each ..
enclosed, per bag ...	3 50	Durham, 4-lb. jar, each.
5-lb. tins, 1 doz. in case.....	7 15	BLUE
HARRY HORNE & CO.		Keen's Oxford, per lb. 0 27
Toronto, Ont.		In cases, 12 12-lb. bxs. to case 0 27
	Per case	NUGGET POLISHES
Cooker Brand Peas (3 doz.		Polish, Black, Tan, Toney Red,
in case)	4 20	Dark Brown, White Dress-
Cooker Brand Popping Corn		ing. each
(3 doz. in case)	4 20	\$1 25
THE CANADA STARCH CO., LTD.		Doz.
Manufacturers of the		White Cleaner (liquid) \$2 00
Edwardsburg Brands Starches		Card Outfits — Black, Tan,
Laundry Starches		Toney Red, Dark Brown .. 4 80
Boxes—		Metal Outfits — Black, Tan,
40-lb. Canada Laundry.....	\$0 09¾	Toney Red, Dark Brown... 5 60
100-lb. kegs, No. 1 white..	0 10¾	IMPERIAL TOBACCO CO. OF
200-lb. bbls., No. 1 white..	0 10¼	CANADA, LIMITED
40-lb. Edwardsburg Silver		Black Watch, 10s, lb..... \$1 24
Gloss 1-lb. chromo pkgs.	0 11¾	Bobs, 12s
40-lb. Benson's Enamel (cold		Currency, 12s
water), per case	4 10	Stag Bar, 9s, boxes, 6 lb... 1 08
Celluloid, 45 cartons, case... 4 70		Pay Roll, thick bars
Culinary Starch		Pay Roll, plugs, 10s, 6-lb. ¼
4 lbs. W. T. Benson & Co.'s		caddies
Challenge Corn	0 10	Shamrock, 9s, ½ cads., 12
(Prices in Maritime Provinces 10c		lbs., ¼ cads., 6 lbs..... 1 25
per case higher.)		Great West Pouches, 9s, 3-lb.
20 lbs. Casco Refined Potato		boxes, ½ and 1-lb. lunch
Flour, 1-lb. pkgs.	0 13	boxes
(20-lb. boxes ¼c higher, except		Forest and Stream, tins, 9s,
potato flour.)		2-lb. cartons
CULINARY STARCHES		Forest and Stream, ¼s, ½s,
40 lbs. Benson's Celebrated		and 1-lb. tins
Prepared Corn, 1 lb., per		Master Workman, 2 lbs. 1 25
lb.	0 11½	Master Workman, 4 lbs. 1 25
40 lbs. Canada Corn Starch,		Derby, 9s, 4-lb. boxes
1 lb. packages, per lb. ...	0 10	Old Virginia, 12s
40 lbs. Challenge Corn		Old Kentucky (bars), 8s,
Starch, 1 lb. packages,		boxes, 5 lbs.

What's Wanted

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

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

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

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

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

Thousands upon thousands of orders

have poured in upon us for our Brown Label Tea which we reduced 15 cents a pound on November 8th.

From the many congratulatory letters we have received we gather that the trade is appreciative of the full guarantee that is part of every "Salada" sale and we feel free to ask your practical co-operation in the future

"Turnover" (the secret of successful trading) will be greatly increased

by the new low price of 55 cents retail for this sterling-value tea

IF YOUR ORDER HAS NOT YET REACHED YOU IT SHORTLY WILL.

SOME DELAY HAS BEEN UN-AVOIDABLE ON ACCOUNT OF THE SUDDEN RUSH.



TO PROTECT YOUR INTERESTS WE HAVE ADVISED THE PUBLIC OF THE DELAY.

DO NOT PART WITH YOUR 70c. TEA UNTIL THE NEW 55c. TEA ARRIVES.

SALADA BROWN LABEL	
COSTS YOU	RETAILS FOR
45c. lb	55c. lb

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

143 University Avenue

THE FINANCIAL POST

TORONTO
Canada

Send me for one year (52 issues) The Financial Post. I attached \$5.00. Commence at once.

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps**

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO

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

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG

Repr.: A. E. Hanna

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or
travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your
business?

Do you want to buy a grocery busi-
ness?

Do you want to buy or sell any store
equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

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

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

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

Demand Windmill

(Registered Trade Mark)

Barbados Super-Fancy Molasses

YOUR wholesaler can supply you with "Windmill" Brand or can get it for you very quickly. He may be stocked up with other grades and try to switch you. If so, telegraph your order direct.

When you buy "Windmill" you not only buy the best Barbados molasses, but you buy a service that will not only increase your molasses sales, but will also increase your business in general, as it has done with every one of our distributors.

As soon as you display the "Windmill" Barbados sign in your store, notifying your customers that you have it in stock, you will attract 90 per cent. of the molasses business in your town to your store.

Get in line with the ever-increasing number of "Windmill" distributors, and if you are unable to obtain it through your wholesaler, send us your order direct and we will make drop shipment, and pass it through him.

Order to-day for the Christmas trade. It will be a business-getter all winter. Telegraph at our expense.

**Pure Cane Molasses Company of
Canada, Limited, Montreal**

Also at St. John, N.B. (Address nearest office)

THERE'S NO VERMIN IN DOMINO



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

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as now.

RALPH GOLDSMITH CO., New Orleans, La.

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

All foreign and domestic fruits, also fresh Georgian Bay trout.

LEMON BROS.

OWEN SOUND - - - ONTARIO

S & M

The Cream of Chocolates

Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes

TURKISH DELIGHT S.&M. Brand

The most delicious European Confections
Packed in wooden 10 lb. boxes

WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company

229 Notre Dame Street West

Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.
Reliance Agency
St. John's, Newfoundland

L. E. Whittaker
St. John, N.B.
Chadwick & Co.
Toronto, Ont.

WHEN WRITING TO
ADVERTISERS
PLEASE MENTION
CANADIAN GROCER

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

**COCOA AND CHOCOLATE
COCOA**

Perfection Cocoa, lbs., 1 and 2
doz. in box, per doz. \$6 25
Perfection, 1/4-lb. tins, doz. ... 1 70
Perfection, 1/2-lb. tins, doz. ... 3 25
Perfection, 10s size, doz. 1 25
Perfection, 5-lb. tins, per lb.
doz. 0 45
Empire Breakfast Cocoa, 1/2-
lb. jars, 1 and 2 doz. in box
doz. 3 50
Soluble Cocoa Mixture (sweet-
ened), 5 and 10-lb. tins, per
lb. 0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb.
boxes, per lb. 0 47
Supreme Chocolate, 10c size,
2 doz. in box, per box. 2 35
Perfection Chocolate, 10c size,
2 doz. in box, per box. 2 00

SWEET CHOCOLATE

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

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30
boxes in case, per lb. \$0 48
Milk Medallions, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49
Lunch Bars, 5-lb. boxes, 30
boxes in case, per lb. 0 49
Coffee Drops, 5-lb. boxes, 30
boxes in case, per lb. 0 49
Chocolate Tulips, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49
Milk Croquettes, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49
No. 1 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb. ... 0 49
Chocolate Beans, 5-lb. boxes,
30 boxes in case, per lb. ... 0 45
Chocolate Emblems, 5-lb. boxes,
30 boxes in case, per lb. ... 0 45
No. 2 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb. ... 0 45
No. 1 Vanilla Wafers, 5-lb. box,
30 boxes in case, per lb. ... 0 45
No. 2 Milk Wafers, 5-lb. boxes,
30 boxes in case, per lb. ... 0 42
Nonpareil Wafers, 5-lb. boxes,
30 boxes in case, lb. 0 45
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 60
Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s,
wrapped, 4-lb. box, 36 boxes
in case, per box 2 35
Nut Milk Chocolate, 1/2s,
wrapped, 4-lb. box, 36 boxes
in case, per box 2 35
Fruit and Nut or Nut Milk
Chocolate, lbs., unwrapped,
6-lb. box, 5 div. to cake, 24
boxes to case, lb. 0 47
Nut Milk Chocolates, 5s,
squares, 20 squares to cake,
packed 3 cakes to box, 24
boxes to case, per box. 2 45
Fruit and Nut Milk Chocolate,
2-lb. cakes, 3 cakes to box,
32 boxes to case, per lb. 0 47
Fruit and Nut Milk Chocolate
Slabs, per lb. 0 47
Milk Chocolate, Slabs, with

Assorted Nuts, per lb. 0 47
Plain Milk Chocolate Slabs,
per lb. 0 47

MISCELLANEOUS

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

6c LINES

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

W. K. KELLOGG CEREAL CO.,

Battle Creek, Mich.
Toronto, Canada.

The Waxtite Line

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

BRODIE & HARVIES, Ltd.

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

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

Pineapple

In canned fruits, pineapple is one of the most popular that is packed. The Singapore kind, while not quite as fine in quality as the Hawaiian, is a very good article, some much better than other. We can offer you the finest we have ever seen, good bright syrup, and tender fruit, put up in one and one-half pound flat tins, which are usually sold over the counter as twos.

Fancy Singapore Pineapple, Cases 4 doz. 2.85 doz.

Rice

We have for prompt shipment the following ;

Fancy Blue Rose, 100s, 11½

Fancy Honduras (Carolina Seed), 100s, 12½

To arrive in about 10 days

Fancy Blue Rose, 100s, 10½

SEND US AN ORDER

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

CARVER'S TONIC SALTS

**A Combined Nerve Tonic and
Blood Purifier**

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

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

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.

Address enquiries to your usual wholesaler or direct to

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

Manchester, England

Est. 1849



Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected sardines caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario



Vin Tonic
Sanator
a genuine Tonic for
Invalids

Known the World over

Send your orders
direct to

Nap. Morrissette
18 Cartier Square
MONTREAL



Let "Marsh's"
Beverages Boost
Your Christmas
Trade

The all year 'round delicious drinks that are served at Fall, Winter and Christmas functions.

We make Unfermented Port, Grape Juice, Black Cherry Wine, and Raspberry Vinegar. You will find a good profit in handling these beverages.

The Marsh Grape Juice Company

NIAGARA FALLS - ONT.
Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Company, Limited
Toronto and Montreal

Seasonable Arrivals

Extra Fancy
Florida Oranges and Grapefruit

Extra Fancy
California Oranges and Lemons

New Hallowee Dates

New Crop Nuts

LET US HAVE YOUR ORDERS

The House of Quality

Hugh Walker and Son Limited

Established 1861

GUELPH, ONTARIO

California Navel Oranges

Our first car arrived Monday last, followed by another last Thursday. Quality and Color good.

We are now booking Xmas Orders for Navel and Florida Oranges.

Lemons, Pineapples, Grapes, Nuts, Dates, Holly

and a host of other seasonable lines

Remember the experience of past seasons. You make no mistake in placing your entire business with us.

**Early Deliveries Best Goods
Right Prices**

WHITE & CO., LTD.

Headquarters Fancy Xmas Fruits

TORONTO

N. B.

Egg

Carriers

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

Prompt Shipment.

WALTER WOODS & CO.

HAMILTON AND WINNIPEG



'O.K.' SAUCE

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



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

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

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

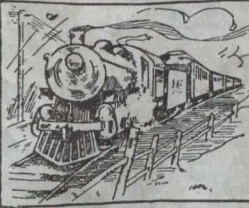
When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

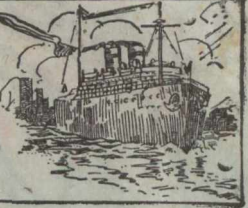
INDEX TO ADVERTISERS

A		Langley, Harris & Co., Ltd... 3, 15
Acadia Sugar Refinery	18	Leonard Fisheries Ltd. 18
Arnett, Thos. Lewis	14	Lemon Bros. 58
B		M
Bain & Co., Donald H.	12	McLaughlan, J. K. 15
Belgo-Canadian Trading Co....	16	McLay Brokerage Co. 12
Berg & Beard	64	Macdonald Reg., W. C. 57
Bickle & Greening, John W... 60		Mackenzie, W. L. 12
Borden Co.	1	Maclure & Langley
Brennan, H. C.	15	Magor, Son & Co., Ltd. 20
Brodie & Harvie, Ltd.	20	Mann & Co., C. A. 63
C		Maple Tree Producers
Canada Produce Co.	16	Marsh Grape Juice Co. 60
Canadian Salt Co., Ltd.	53	Mason & Co., Ltd., Geo. 61
Chadwick & Co.	15	("O.K." Sauce)
Channell Chemical Co.		Mathieu & Co., J. L. 9
Inside front cover		Mickle, Geo. T. 11
Charms Co.	6	Midland Vinegar Co. 53
Clark Ltd., W.	4	("H.P." Sauce)
Clayoquot Sound Canning Co.. 11		Minto Bros. 7
Climax Baler Co.	16	Moore & Co., R. M. 63
Connors Bros.	50	Morris & Co. 51
Cowan Co.	Back cover	Morrisette, Nap. 60
Crampton & Co., Ltd., John.. 60		Mowat & McGeachie
Cressy, John R.	63	Mueller Co., Ltd., The Chas... 63
D		O
Davies & Co., Wm.	49	Oakey & Sons, Ltd., John 11
Diamond Dyes	8	O'Donnell & Co., John J. 15
Dominion Canners Ltd. 32, 33		P
Dominion Confectionery Co. 58		Patrick & Co., W. G. 15
Dominion Salt Co.	54	Pennock & Co., H. P. 13
Donaldson-Phillips Agencies... 11		Pritty Ltd., John
Duncan & Son, C.	12	Pure Cane Molasses Co. 57
Dunn, Albert	16	R
E		Red Rose Tea
Eckardt & Co., H. P.	59	Richardson & Green
Eddy Co., Ltd., E. B.	8	Rock City Tobacco Co. 19
Edgett Ltd., W. H.	11	S
Escott Co., Ltd., W. H.	14	Salada Tea Co. of Canada, Ltd. 55
Estabrooks Co., Ltd., T. H. 19		Sarnia Paper Box Co. 63
Eureka Refrigerator Co., Ltd. . 10		Scott-Bathgate Co., Ltd. 14
F		Shepherd-Mott Co. 16
Fairbanks Co., N. K.	9	Sherer Gillett Co.
G		Inside back cover
Gaetz & Co.	16	Smith, K. 16
Goldsmith Co., Ralph	58	Smith Brokerage Co., The. 16
Griffiths & Co., Ltd., Geo. W... 12		So-Clean, Ltd. 63
Gunns Ltd.	51	Spratt's Patent, Ltd. 10
H		St. Arnaud Fils Cie
Hanson & Co., J. H.	53	T
Hargraves Ltd.	15	Tebbutt & Co. 53
Hay, A. H. M.	16	Toronto Pottery Co. Ltd. 63
Hill, Newton A.	15	Toronto Salt Works
I		Trent Mfg. Co. 63
Imperial Grain & Milling Co... 10		V
International Commercial		Vincentelli & Co. 63
Agency	16	W
Imperial Tobacco Co.	Front cover	Wagstaffe Ltd. 5
J		Walker & Son, Hugh
Johnson-Lieber Mercantile Co. 11		Wallace Fisheries, Ltd. 10
K		Watson & Truesdale
Kidd, T. Ashmore	15	White & Co. 61
L		White Cottell's
Lambe, W. G. A.	15	White Cottell's
Lachaine, Geo. D.	16	White Swan Spices & Cereals Co. 7
		Windsor & Co., J. W. 17
		Whittall Can, A. R. 56
		Williams Storage Co. 13
		Woods & Co., Walter



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

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

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

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agents:

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

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

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

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

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY Limited

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

Waterloo - - - Ontario

A. F. VINCENTELLI & CO. ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE

CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all
daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

NEW CROP MOLASSES WILL BE SHORT

The following is an extract from a letter recently received from Barbados on the molasses situation: "As a result of the unusual deficient rainfall this year the cane crop of the Island is in a very backward condition and even although rain may fall from now on, it would be altogether too late to make up for the ground already lost, and without in any way wishing to be pessimistic I have no hesitation in stating that the 1921 output of both sugar and molasses will be much below the average of previous years, while reaping must of necessity be later than usual."

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

GROCERS

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

C. A. MANN & CO.
LONDON, ONT.

Phone 1577

FOR THE FINEST... BUY AN R.M. ASK FOR
SAMPLES & PRICES

R.M. MOORE & CO. LTD.
RECOGNIZED AS THE STANDARD MAKE
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS
AND LANTERNS.

R.M. Moore & Co. Ltd. VANCOUVER, B.C.
PACIFIC COAST MANTLE FACTORY

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

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

CRESSY'S
CONCENTRATED FOOD FLAVORING
EXTRACTS

Made from the purest ingredients.
Many times stronger than Govern-
ment standard. — Specify
Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W.,
TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON ONTARIO

THE "WANT" AD.

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

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

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

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

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

Wanted

Rates For Classified Advertising

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

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITIONS WANTED

POSITION WANTED BY MAN OF 23, WITH eight years' experience in retail groceries. Capable of management, good references. Box 396, Canadian Grocer, Toronto.

FIRST-CLASS GROCER DESIRES POSITION in good store. A1 vocalist and bandsman. Best References. Box 404, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED—AS CLERK OR SALESMAN, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

Opportunities
are offered
every week
on this page.

Are you
making use
of them?

FOR SALE

FOR SALE—STORE WITH PROPERTY COMPLETE. Good stock. On Grand Trunk, 10 miles south of Penetang. Good schools, churches, etc. Widow with young child reason for selling. Apply E. M. Firth, Wyeville, Ont.

FOR SALE—A QUANTITY OF BUTTER, EGGS, and poultry each week, good grade. Apply Box 201, Uxbridge, Ont.

FOR SALE—GENERAL STORE STOCK. EIGHT thousand. Will rent or sell property. Good farming country. Clay industry. First-class location for future business builder. Write owner. Box 1, Willows, Sask.

AGENCIES WANTED

FOR FOOD PRODUCTS, CONFECTIONERY, etc. For the Province of Nova Scotia. Best reference. Nelson J. Amirault, broker in fish, insurance, forwarding and selling agent. Grant's Block, Yarmouth, N.S.

AGENCY WANTED—A RELIABLE, EXPERIENCED salesman calling on grocery and lumber trade in City of Sault Ste. Marie and vicinity open for agencies that do not conflict with lines handled. Box 406, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

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

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

Read them over

When writing to Advertisers kindly mention this paper.



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer, THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

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

We also manufacture a very effective Gopher Exterminator

Waste is a Business Disease



**Don't Waste Space
Don't Waste Merchandise
Don't Waste Time**

Sherer Counters Eliminate Waste

**Why Not Own
This Counter?**

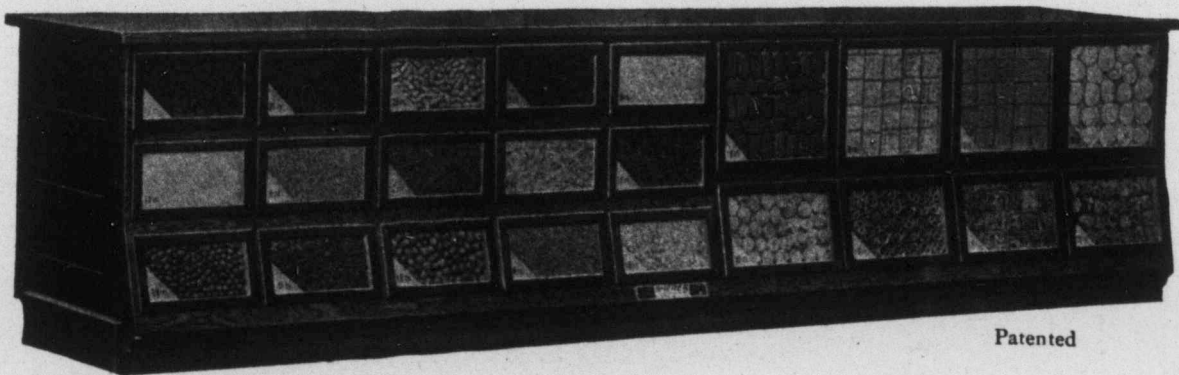
It Will

Improve your store's
Appearance—
And save you Time—
Space—Merchandise
and
Money!

They allow you to use your waste counter space for clean display and storage of profit paying bulk goods.

They stop sampling, spilling and deterioration.

They save you countless steps every day. Everything is under your hand, where it should be.



Patented

Sherer-Gillett Co.

Dept. 57

Guelph - - Ontario

Cut out coupon and get full information!

SHERER-GILLETT CO.	
Guelph, Ont.	Dept. 57
Send us your late 1920 catalogue and terms.	
Name	
Town	
Province	

COWAN'S COCOA IS POPULAR

Our Cocoa sales have increased tremendously this winter. What about yours?

The Reasons are

First—We are giving Canadian people the cocoa they enjoy. Consequently they ask for more.

Second—With food prices high, the nourishment in Cowan's Cocoa is of vital importance. It is food and drink.

Third—Our comprehensive advertising campaign has made Cowan's Cocoa a household word.

Fourth—There is a distinct tendency amongst all classes to favor Canadian made goods when they give quality.

Are you reaping the benefits of this popularity?
Popularity of our product means profit for you.



Cowan's Cocoa is equally good for drinking and cooking purposes. Booklets of Cowan's Cocoa recipes (sent in 100 lots on request to dealers handling our product) are appreciated by customers.

The Cowan Co., Limited
Toronto

"MADE IN CANADA"