

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JANUARY 24, 1919

No. 4

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

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

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

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

KING GEORGE'S NAVY

CHEWING TOBACCO

Is Always a Dependable Repeater

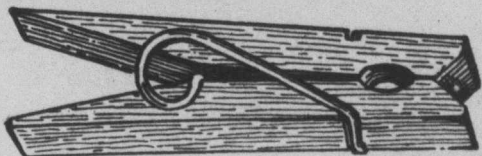
First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.



Rock City Tobacco Co., Ltd.

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



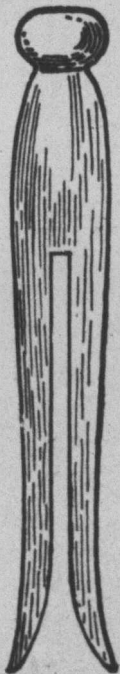
Lake Megantic, Que.

Represented by

Boivin & Grenier, Québec.
Delorme Frère, Montréal.
J. Hunter White, St. John.
N.B.
H. D. Marshall, Ottawa.
Harry Horne Co., Toronto.
Tomlinson & O'Brien, Winni-
peg.
Oppenheimer Bros., Vancou-
ver.

These agents have always a stock on hand sufficient to satisfy the demands of clients in their territory.

Satisfaction on these three lines guaranteed.



"Out of sight" sometimes means out of mind.

Are you showing

OCEAN BLUE?

It is surprising how much trade is attracted by the bright 5c. packets of Ocean Blue. Put it in your window and

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
The Gray Bldg. 24-26 Wellington St. W. Toronto
WESTERN AGENTS—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd. Winnipeg, Regina, Saskatoon, Calgary and Edmonton.
For British Columbia and Yukon—Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.





THE BEST
THAT SCIENCE CAN PRODUCE

Your customers have heard

time and again of the high-grade purity of every Borden Product. We have spent thousands of dollars on publicity campaigns and consumer advertising, with the result that

Borden's

need only be displayed to sell quickly and easily. Other dealers are reaping big returns through Borden popularity. The demand is there and some one will supply it.

Who is going to get **your** share of the demand?

Borden Milk Company, Limited

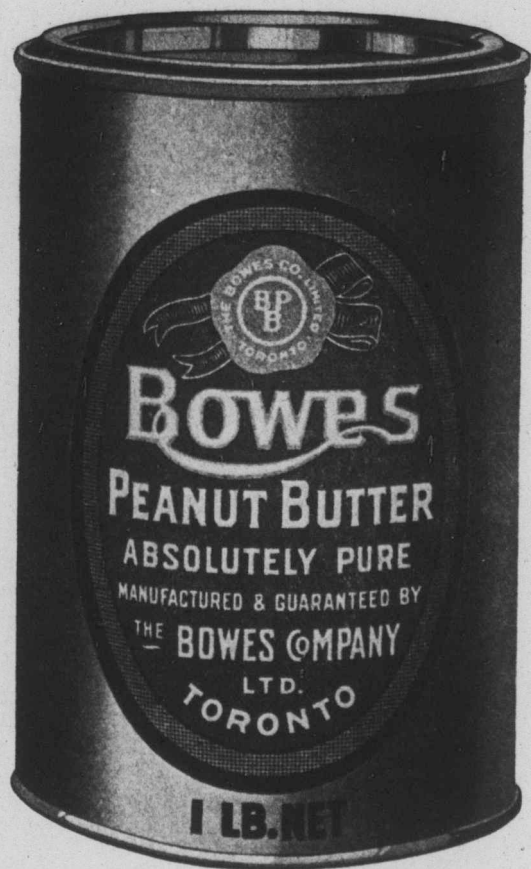
"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

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



HOW ARE SALES OF PEANUT BUTTER ?

Peanut Butter is fast becoming a staple article of food, and the dealer who sells Bowes' Peanut Butter is realizing this fact to his own good profit.

The innumerable uses to which this food can be put, combined with its economy and great food value, are being appreciated more and more by the consuming public.

You will make a profitable investment when you stock this line.

**YOUR JOBBER WILL
GLADLY SUPPLY YOU.**



From the moment the milk is selected

down to the sending of the cans the strictest surveillance is always exercised in every part of the manufacture of

MALCOLM MILK PRODUCTS

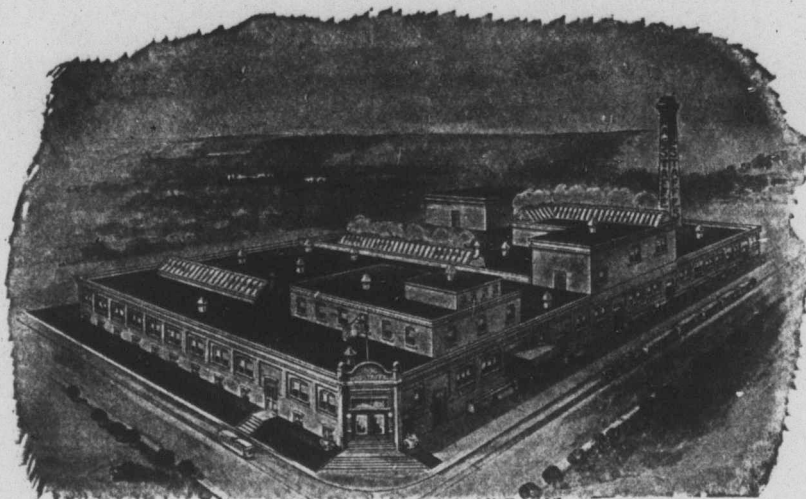
Therefore, you know when you sell Malcolm's that you are selling Milk Products good enough to satisfy the demands of the most particular.

And the profits they give you are attractive.

5-Case lots or more delivered to any point in Ontario, Quebec or Maritimes. Freight paid up to 50c per 100 lbs.

The Malcolm Condensing Co., Ltd., St. George, Ontario

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Seville Orange Crop Taken over by the British Government!

Canada's supply of Seville Oranges to be limited

Which means a scarcity of Seville Orange Marmalade this season.

Grocers should plan now to feature *Grapefruit Marmalade* instead.

Grapefruit Marmalade is cheaper in price and when the label on the jar says "*Curling Brand*" you can recommend it as being wholesome, tasty and pleasingly delicious.

SELL APRICOT JAM NOW

St. Williams Apricot Jam is of splendid quality, and can be sold at a popular price—an important consideration in these times of so many high prices.

We can give you immediate shipment on both these products.



St. Williams Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

Distributors:

Maclure and Langley, Limited

Toronto

Winnipeg

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated January 24, 1919.

Being No. 18 in the Series

INDIAN TRAPPING SCENE AT CAMP WHERE EDDY MATCH WOOD IS CUT



FUR-BEARING animals roam over the wide extent of the Eddy Company Timber Limits, and the Indians every season bring in their catch of furs to the Dumoine Depot. The scene is reminiscent of the early Hudson's Bay days, and is in itself a reminder that the Eddy Company ranks with Canada's pioneer organizations.

In the picture above the Indian Trappers are seen with their canoes laden with furs, arriving at the Dumoine Depot. In the background is a scow used for freighting supplies and equipment over the Lake in tow of the ss. Alligator, as pictured in a previous illustration in this series.

Close to the scow, on the wharves, may be seen E. B. Eddy Company lumber piled ready for its journey down river to Hull to be converted into matches, paper, or indurated ware. When you see the sources of supply for Eddy Company raw materials, you realize that every splinter in an Eddy Co. match-stick, every fibre in an Eddy Co. paper bag or sheet of wrapping paper, every portion of an Eddy Co. indurated ware article is a little bit of Canada doing its little bit usefully in the development of Canadian Trade.



SOME E. B. EDDY COMPANY LINES IN ADDITION TO MATCHES

Washboards:

- The Eddy (small size)
- Duchess
- Household Globe
- Waverley
- Special Globe
- Two in One
- Three in One
- Special Globe (Heavy Back)
- Twin Beaver (Ind. Fibreware)

Indurated Ware:

- Star (general utility) Pails
- Half (or Ladies') Pails
- Stable Pails
- Canners' Pails
- Milk Pails
- Butter Tubs with Covers
- Fire Pails
- Wash Tubs
- Washboards
- Refrigerator Drips
- Flower Pots
- Cuspidors
- Barrel Covers
- Pigeon or Squabs' Nests, Etc.

Watch for articles in this Series describing the manufacture of these and many other interesting Eddy Products.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

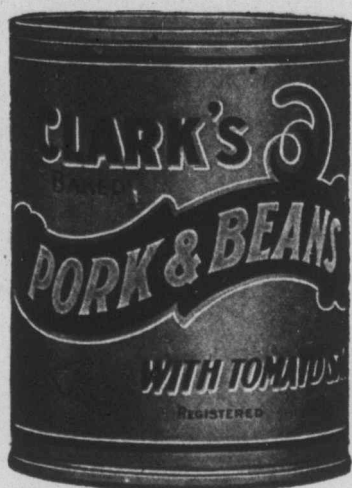
Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

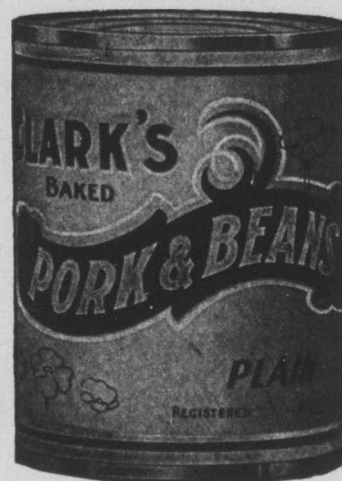
Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

CLARK'S PORK and BEANS



with
Plain,
Chili
or
Tomato
Sauce
are



LEADING SELLERS

CLARK'S PREPARED FOODS

The finest assortment of
MADE IN CANADA
P R O D U C T S.

Study our list.

You will be interested.

W. CLARK
LIMITED



MONTREAL

CANADA FOOD BOARD LICENSE No. 14-216

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

Mr. Retailer—

Are You Selling the right kind
of Oranges?

Or are you content to dwindle along selling only a few boxes per week, losing sales on account of having only fair oranges or "something just as good"? Why not sell the best, something above the average, something so that they will attract attention, something that will make repeat orders and increase sales?

**SUNKIST ORANGES ARE GOOD
ORANGES**

**SUNKIST "GOLDEN ORANGE
BRAND"**

ARE THE BEST ORANGES GROWN

Always the same high quality from top to bottom of every box.

Our customers tell us every day :—

*"Send us 10 boxes of oranges, 3 x 126s, 5 x 150s, 3 x 176s.
All GOLDEN ORANGE BRAND. No other brand
will do. There is nothing just as good."*

This week we have two fresh cars of these finest of all oranges, and we are making special prices on 10 to 25-box lots.

ORDER NOW.

THE HOUSE OF QUALITY

HUGH WALKER & SON

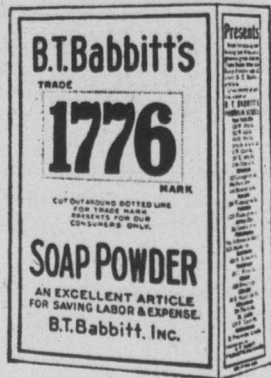
Established 1861

GUELPH

ONTARIO

Canadian Food Control License Nos. 3-090, 3-204

BABBITT'S "1776" SOAP POWDER



Not simply a washing compound but a true-to-name SOAP Powder.

Will not hurt the hands nor injure the most delicate fabrics.

Premiums for the Trade Marks.

Canadian Headquarters:

180 St. Paul St. West, Montreal

Canadian Selling Representatives:

Eastern Canada: W. H. Dunn, Ltd., Montreal

Ontario: Dunn-Hortop, Ltd., Toronto

Man., Sask., Alta.: Watson & Truesdale, Winnipeg

SPECIALS For This Week

New Shelled Almonds,
Spanish Malagas, Three
Crown, Fresh Virginia Pea-
nuts, Jumbos and No. 1's.

High-grade Navels, Boxed
Apples, Grape Fruit,
Lemons, etc.

McBRIDE BROS.

House of Quality

35 Church Street, Toronto

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

Conserve Labor!

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

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

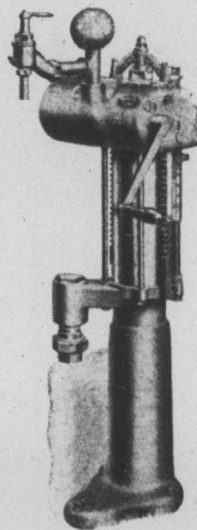


Figure 103—Fastest one-gallon pump made.

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods.

They also conserve:—

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

BOWSER SYSTEMS ARE:

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

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

S. F. Bowser & Co., Inc.

TORONTO, CANADA

Sales Offices in all Centres

Representatives Everywhere

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

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

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



Connect with the Western Market Through This House

Here is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

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

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
 ETC., ETC., ETC.
 We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.
F. D. COCKBURN CO.
 WINNIPEG

A. M. Maclure & Co.
 MALTESE CROSS BUILDING
 WINNIPEG
 IMPORTERS, BROKERS
 MAN'F'S. AGENTS
 GROCERY, DRUG AND
 CONFECTIONERY
 SPECIALTIES

Winnipeg Warehousing Co.
 Winnipeg
 Prompt and Efficient
 SERVICE
 Ship your consignments in our care. We have adequate trade facilities to handle any amount of business promptly. Goods distributed in Winnipeg or re-shipped to points west.
**WAREHOUSING
 DISTRIBUTING
 STORAGE**

**Wholesale Grocery Brokers,
 Commission Merchants**
 410 Chamber of Commerce, Winnipeg
 Personal attention given to all business entrusted to us.
 Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

C. H. GRANT CO.
 Wholesale Commission Brokers and
 Manufacturers' Agents
 1206 McArthur Bldg., Winnipeg
 We have the facilities for giving manufacturers first-class service.

D. J. MacLeod & Co.
 Manufacturers' Agents
 and Grocery Brokers
 EDMONTON, ALTA.
 Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

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

**Trackage
 Storage
 Distribution**

Donald H. Bain Co.

Wholesale Grocery Commission Agents

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

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ONTARIO

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

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

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

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

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

To Manufacturers' Agents

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

FISH

Pickled Lake Superior
Herring, in kegs, half-
kegs and pails. Trout
and whitefish in kegs.

Frozen Georgian Bay
Trout and Lake Su-
perior Herring.

We still have a few
hundred barrels of
Georgian Bay Apples in
stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

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

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

We shall be glad to fur-
nish you with other rates
upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

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

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

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QUEBEC

ROSE & LAFLAMME
LIMITED
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

GENEST & GENEST, LTD.
COURTIERS-BROKERS
CORN and CORN PRODUCTS-PEAS
*Grain, Flour and Feed-Wholesale Only
Grocers Specialties*
BOARD OF TRADE BLDG., MONTREAL

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

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

Mention This Paper When Writing Advertisers.

Just Received!
Hams (5 tons), Sides of Pork with Head and Feet Off (10 tons).
SPECIAL LOW PRICE
Write Us
The Colwell Brokerage Co., Ltd.
St. John, N.B.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

A.T. CLEGHORN
Merchandise
BROKER
603 Mercantile Building
VANCOUVER, CANADA
Accounts solicited for British
Columbia and Alberta

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

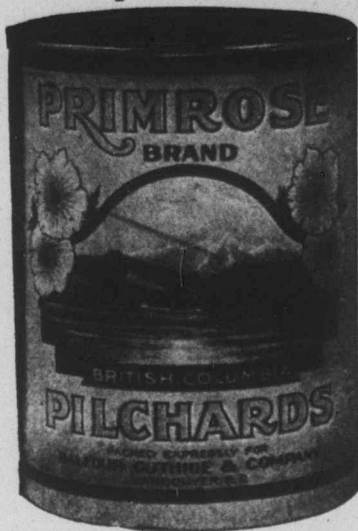
M. DES BRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

LITTLE BROS. LTD., VANCOUVER, B.C.
Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.

Your Customers Will Like
ALBATROSS BRAND PILCHARD
It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.
Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

**"PRIMROSE"
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

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

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

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

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

are more deli-
cious than
SOCKEYE
and are less
than half the
price.

For Salads and
Sandwiches
*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

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

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

J. W. BERRY, - Tea Importer

Import Orders Taken for Tea from Ceylon and India

Special quotations given to all buyers of tea delivered to any point in
Canada. Also have stock in Vancouver, and will be pleased to send
samples on application.

J. W. Berry thoroughly understands the tea business from first to last,
having been trained in the leading London tea house.

**You need have no hesitation in entrusting your business to J. W. Berry. You will certainly get
a square deal—that is, excellent tea at the right price.**

Bankers:
Bank of Nova Scotia

Office: 33 Bank of Hamilton Bldg., Vancouver B.C.
Warehouse: 349 Railway Street, Vancouver B.C.

Watson's

**KIPPERED
HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring
Chicks. Pickled: Scotch-cured Herring (barrels and half-
barrels and pails); Frozen Herring, Fish Paste in glass jars.

Packed by—
WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS!

Why delay getting your product placed in this market? With
an established connection of years' standing we can give you
splendid service.

R. G. BEDLINGTON, & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

*Are You Represented in
the British Columbia Territory?*

Oppenheimer Bros., Ltd.

134 Abbott Street, Vancouver, B.C.

Branch Offices:

Victoria and Prince Rupert

Selling Agents for Food Products

Sixteen years' successful experience, and representing
only the best concerns in their respective lines.

Imperial Rice Milling
Co., Ltd.

VANCOUVER, B.C.



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

Canada Food Board License No. 4-517

Wantmore
PEANUT BUTTER
The Finest Spread
for Bread



A delicious line. Made
from selected hand-
picked, blanched pea-
nuts.
Healthful, nutritious
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CANADIAN GROCER

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TORONTO, JANUARY 24, 1919

No. 4

Milling Industry Marking Time

Conference at Ottawa Results in Standard Flour and Present Selling Basis Mill Feeds Being Maintained—With Export Flour Shut Off, Mills Close Down—Cereal Markets Fluctuating

THE meeting of the millers and Government officials last week, in reference to what might be expected in the way of export business for Canada, did not result in any definite promises as to the future. Perhaps the only point discussed on which a clear ruling was secured was that in reference to the further milling of Government standard flour. It was decided to maintain the Government standard grade for the present at least. Until the opportunity for export again presented itself and new conditions in connection with same might have to be faced, no reason could be put forth to change the present basis of milling.

The embargo now existing on the export of flour to Great Britain has resulted in a large percentage—probably 10 per cent.—of the mills in Canada closing down. Domestic consumption cannot absorb the capacity of the mills, and there was no other alternative. Operations were maintained until every inch of storage space was utilized, and now a good salesman for Canadian flour is wanted who will find new markets.

The revival of export shipment is not expected prior to the latter half of February, if then. Present stocks in the hands of the millers will, it is expected, carry the domestic trade through until probably the end of March. Indications are that domestic business at the present time is very good, but, as noted above, milling capacity far exceeds the requirements of the Canadian consumers.

It is rarely, if ever, that the mills are in a position to say they have a surplus of mill feeds. The present shut-down, meaning no milling, means also no mill feeds, and already some mills report their stocks of feeds exhausted. It is true that there are still some feeds in the hands of some of the millers, but these will soon be cleaned out. However, it is estimated that stocks in the hands of retailers and farmers will take care of the most pressing requirements of the immediate future. The farmer will,

when unable to secure further supplies, have to have his barley or oats chopped up at the local mills.

There has been a feeling that the removal of price restrictions on mill feeds and standard on flour would place the Canadian mills in a better position to meet competition in the markets of the world. It might be expected that the result here would be similar to those obtaining in the United States when the Government removed all trading and milling restrictions. Briefly, mill feeds advanced from \$16 to \$20 per ton, while a reduction of from 60c to 80c per barrel in flour was made. The question of price sometimes more than the grade determines the sale, and under the present arrangement it would be hard to overcome the advantage United States millers have in the matter of price on flour. For the decision arrived at in regard to bran and shorts at the conference in Ottawa was that the present basis of selling should be maintained.

What the future of cereals may be seems shrouded more or less in uncertainty just at the moment. The bulls and bears are hard at it shifting prices up and down, and there seems to be no way to gauge accurately just what to expect. Corn and oats have declined more than they have advanced during the past two or three weeks of fluctuating, and there has been a tendency to shade prices somewhat in line with the lower basis. As a matter of fact some very low prices have been reported on rolled oats, evidently in an effort to stimulate business—the result has been just the reverse. Merchants have ceased buying until the atmosphere is clarified and the feeling prevails that whereas the grains may go even lower, a firmer tendency will ultimately develop.

When the European situation reaches a state where countries now without a stable Government will have a Government in authority which can be held responsible for any purchases made on account of those countries, then will a

steadier market basis prevail. There is no doubt as to the needs of the European countries. They can absorb enormous supplies, but just at present there is no inducement to place stocks there which may fall a prey to Bolshevik or irresponsible parties and never be paid for. In that method lays undoubted ruin—a bubble of prosperity too easily pricked.

The question of substitute flours as far as it concerns the retailer may be considered a closed book. The Food Board cannot or will not do anything to assist in the disposal of these stocks, and if no market exists for them the retailer might as well write them off his books this year and absorb his loss now.

The millers are being treated little better. The Food Board has named a price at which the substitute flours will be bought—not sufficient to cover the cost to the mills by any means, but millers, to get out as advantageously as possible, with as little loss as necessary, have already shipped some stock to the seaboard and when the embargo on exports is removed will clean up their stocks.

The Ottawa correspondent of CANADIAN GROCER has kept closely in touch with the situation, and his latest report, which is considered final, is given as follows: "The policy of the Food Board toward retailers will remain the same; they will not take back substitutes from them but the Board has suggested to the Wheat Export Company that something should be done to relieve the millers. The following arrangement has been consummated: Carload lots will be received for export at a price of \$9 for corn flour and \$8.50 for barley flour, f.o.b. West St. John, N.B. In the case of less than carload lots, millers having the same may communicate with the Food Board milling section, which will receive samples and make offers for the same. This would have to be rebagged and shipped."

New York Co-operative Stores Close Their Doors

A Chain of Stores Operated by the New York Railway Company With a View of Assisting Their Employees Has Failed, Owing to the Lack of Enthusiasm on the Part of Those They Were Intended to Benefit

THE chain of co-operative stores established by the Interborough and New York Railways to lower the cost of living for their employees, has locked its doors never to open again.

Despite a promising start, the experiment of the company ended in failure. Employees were cold to bargain rates and shopped elsewhere. Company officials, while willing to face a reasonable deficit in maintaining the stores, decided they were losing more money than justifiable. And so the stores were shut, and December 30 and 31 the huge stock of groceries, canned goods, jellies, jams and baking powders, valued at \$150,000, was auctioned off to the highest bidder.

When on March 12, 1916, the first shop was opened at Forty-ninth street and Eighth avenue, workers thronged the sidewalks waiting to get in. Sales for the first day were estimated at \$1,500, and soon after two more stores were established. Each carried the highest grade merchandise, the stores were spotlessly clean, and up-to-date in every respect. Salaries of grocery clerks and butchers and the upkeep of stores were paid by the company, which claimed in this way to be able to reduce the cost of foodstuffs to employees not less than 30 per cent.

Yet the stores failed.

Rigid investigation of the mystery seems to indicate that failure was due to several things—but the reasons are largely conjectural. Many of the employees are single men. At first they possibly bought at the lower prices for friends. But later it became monotonous and they quit. A majority of the married men didn't care to take time to do their family shopping, so as a last resort, free transportation was furnished to the wives. But a careful check-up indicated that while most of the office people bought through the co-operative stores, toward the end only about 5 per cent. of the workers on the street lines, elevated and subway purchased through the company—and these were the people officials were most anxious to benefit.

The stores sold the highest grade foodstuffs, and in order to stimulate purchasing, even went so far as to demonstrate. An incident is related of a comparison between contents of a can of tomatoes sold at the company's store and one purchased on the open market at the same price. The brand sold by the co-operative stores contained three whole tomatoes, while the brand bought at a local grocery shop contained less than one whole tomato, the remainder of the contents being mostly water. Yet employees traded elsewhere!

One official of the company attributes the demise of the stores to the fact that they were not able to make free deliveries and give credit—while the local stores sent their wagon cheerfully with the goods and waited until Saturday night for payment. Another explanation is given in the possible impression that the company was profiteering at the expense of employees, although price comparisons would prove the absurdity of such opinion.

And so the establishments and their fixtures were recently sold, and when December 31 ushered in the departure of 1918, the mountain of foodstuff stocks, together with twenty tons of paper, bags and twine, was knocked down to the most enterprising cash customer, as the auctioneer called, "Going, going, gone!"

—From "Printer's Ink."

Fred C. Harp, grocer, Brantford, Ont., was returned at the head of the poll in his ward as alderman. Mr. Ryerson of Ryerson Bros., Brantford, was also elected an alderman in that city. W. J. Mellen who has been in the council for some years did not stand for re-election. "Dad," as his friends call him, will be greatly missed this year.

FAKE PRODUCE FIRM VICTIMIZES MERCHANTS

Winnipeg police and also those of the Province of Manitoba are searching for the members of a "company" which, according to information turned over to Deputy Attorney-General Allen, "buncoed" country dealers and farmers in Manitoba out of \$5,000 during the Christmas rush of the poultry trade.

The story of the hoax was revealed today by J. H. Curle, secretary of the Winnipeg branch of the Retail Merchants' association.

Offer Higher Prices

Starting just before the Christmas season, a concern styling itself the Henry Anderson Produce Co., Logan Avenue, flooded the province with circulars offering prices for poultry a little above those prevailing on the market. It gave as reference the Dominion Bank, Notre Dame Avenue, at Gertie street.

Although it refused to do any business on a C.O.D. basis, the "company" succeeded in obtaining a large number of shipments. Then, on December 26 or 27, it vanished, just before cheques refused by the bank began to come back to the victims. One country merchant lost \$500 and another \$180. In all \$5,000 of worthless cheques have been traced to the activities of the Henry Anderson Produce Co.

"This affair emphasizes what our association has long advocated, the licensing and bonding of produce dealers," Mr. Curle said. "If any of the merchants victimized by this outfit of crooks had communicated with us before making consignments to the Henry Anderson Produce Co., we could have protected them."

How Can These Things Be?

**WANT CANADIAN
WHEAT PRICE TO
EQUAL AMERICAN**

Regina Grain Growers Pass
Resolution

**ALDERMEN TO
STUDY IDEA OF
PRICE INQUIRY**

Price of Bread Inquired Into

The above items appeared recently on the same page of the Regina "Post," and illustrate an interesting point in human nature. Under the first head, there appears a resolution passed by the Regina Grain Growers' local. It reads in part as follows:—

"Whereas, it has been intimated through the press that a considerable reduction in the price of the Canadian wheat crop is contemplated for 1919; and whereas, the price of wheat having been set by the United States Government at \$2.66 per bushel, is likely to create confusion with varying prices between the two great wheat producing countries on each side of the line.

"Therefore, be it resolved that the Regina Grain Growers' local places itself on record by demanding that the price of Canadian wheat for the year of 1919 be placed on an equality with that of the United States.

Under the other head was reported a discussion in the Regina City Council, which resulted in the appointment of a committee to investigate the cost of bread, which according to the opinion of some at least of the Aldermen was selling at unwarranted figures.

When the days come that the wishes of both these parties can be met, when it is possible to have wheat selling at \$2.66 a bushel and bread that is made from that wheat shall sell for next to nothing at all, then the Millennium will surely have arrived.

What is to Become of Surplus Beans

Market at Home Cannot Absorb Supplies—May Be as Much as 500,000 Bushels in Excess of Domestic Needs—Japanese Beans Embargoed—Will Export For Canadian Beans Be Developed?

ONE authority stated to CANADIAN GROCER that he would estimate in round figures that Canada had an exportable surplus of beans and peas, above domestic requirements, of 500,000 bushels. He thought that there were enough beans in this country to last two, and probably three years, if there was no selling abroad of part of the present holdings. This brings up a very important question, one which is far-reaching and of interest, not only to the producer and wholesaler, but also to the grocer. Beans and peas, while they have both declined materially in price over recent weeks, are still high, and the declines made do not seem to have moved stock to any appreciable extent.

At Least Year's Supply

There is at least a year's supply of beans alone in the country, stated another large operator. Moreover, the world supply of beans was large, following a speeded-up production during the 1918 growing season. It was a situation quite unlike any which has arisen for many years. World production is said to be the largest in history.

In the past, and as a usual thing, Japanese beans have had a wide sale in Canada and have been found satisfactory by the trade. They have been sold regularly and certain varieties are well-known to the grocery trade as coming direct from the Orient. But with a great surplus here, and notwithstanding the fact that freights on the Pacific have declined as much as \$32 to \$37 per ton from Japan, the receipt of Japanese varieties is very small. It is significant to note that Canada's estimated yield for 1918 of beans was close on 3,950,000 bushels, and that of peas over 3,500,000 bushels. These totals are enormously higher than any previously available records.

Some Significant Facts

A large Japanese concern is credited with having secured huge holdings to the extent of 8,000 tons of Japanese beans. Not only so, but having paid from \$9 to \$9.75 per cwt., c.i.f. Pacific Coast, this concern is said to have made further extensive purchases in order to avoid loss. As an assistance to preventing loss, it is stated further that this firm has been helped through light deliveries having been made from the country, these moderate receipts leaving them unhampered in trading operations.

CANADIAN GROCER was informed by a Montreal seller that, in view of the fact that holdings are so large, the jobbers are making but small purchases, and few are buying in carload lots.

Nearly all of them want to buy small quantities, and this because they feel that the market will, from time to time, afford them a better buying basis. They are content to carry just what their trade will absorb within a very limited period. It also is clear that many districts have sufficient supplies of their own to meet home needs.

Canada's Yield Great

In response to the appeal from the Government, Canada has grown an enormous crop of beans and peas. This was done in many parts, it is stated, at the express request of the authorities, and it is but natural that they should have desired to induce greater production with a starving world likely to want all the food that could possibly be raised. And it is very probable that the world does need this feed. Not only did the older bean and pea-growing centres produce a greater supply than ever before, but some of the sections which have not produced these foodstuffs before on a large scale made a big showing during 1918. This was the immediate result of a good return promising, for at the high price per bushel it was worth the farmer's while to grow beans and peas as a part crop at least.

Why No Export Now?

A great quantity of Michigan beans are said to have been shipped overseas already, and at the prices paid for these the Michigan farmer has been paid more than the prices at present asked by regular dealers in Montreal, and perhaps elsewhere also. Prices at which good Canadian beans are said to have been offered figure out at around \$5.50 per bushel for whites, 60 lbs. As a general thing the price quoted is per 100 pounds.

It has been asserted by at least two or three bean sellers to CANADIAN GROCER that they believe Canadian beans are being discriminated against. Offers have been made, but no sales have been effected, even though these offers were known to be as low as, or lower than, the prices paid for Michigan's. The question arises, "What is the matter?"

There are several important factors that immediately force themselves upon the attention of the interested parties. In the first place Great Britain and Canada, in common with many of the Allied Governments, have obligated themselves to the United States for huge financial indebtedness. So great is this that the possibility arises of the Government of the United States being unwilling to permit competitive selling by these countries of commodities that they may have

to offer, even of foodstuffs, through the Export Committee at New York. For this committee, it is stated, has such wide powers that it controls all export of foodstuffs, their purchase and transmission to Europe. A question has therefore arisen which it behooves someone to explain, and many interested parties will be relieved to know what the fate of the Canadian bean and pea surplus will be. To have these, and also large pea stocks, remain here indefinitely, must mean a big loss in any case, and in the meantime the growers are without the use of the large amount they represent. For, even though the holding be less than the amounts suggested, it will be granted that much money is involved, the use of which would now go far.

Other Factors

It is now rumored that the Japanese Government has placed an embargo on the export of beans. This may be the result of a demand for the production at home, for while the Kotonashi variety of Japanese beans were produced in reasonably large supply, the damage through rain was very great. This made the Korean variety a bigger seller this year, until the recent quietness was brought about in the general movement of beans.

One of the questions which some are now asking is as to whether those who have been urged to produce beans and peas will sow any acreage again with this seed, unless a market be found now for what they have grown. As one man stated a few days ago, "They will not produce any beans whatever, unless a market can be found for what have been grown, and at a price that is going to pay them. They can get better results from the raising of other products."

BRINGING TEA VIA VANCOUVER

J. W. Berry, tea importer, has opened offices at 33 Bank of Hamilton Building, Vancouver, and is extending his business so as to include Eastern Canada and the middle West. Mr. Berry, who has been a tea importer on the coast for eighteen years, speaking to a representative of CANADIAN GROCER, said that Vancouver was becoming the great port through which tea was being brought into Canada, and under the new railway freight arrangement, it is expected that importers at the Pacific coast will be able to import tea from countries of origin, and ship direct from Vancouver to all parts of Canada.

Regarding Business and Income Tax

Details of These Acts and Their Amendments in Brief, With Some Illuminating Comments by the Tax Commissioner

THERE seems still to be a good deal of uncertainty regarding the conditions of the Business Profits Tax and the Income Tax. Many enquiries are being received regarding these matters, and for this reason the following synopsis of the more essential points in the two acts is set forth herewith:

The Business Profits Tax

This tax is one that in the nature of things may pass by many retailers. It imposes a tax on all incorporated companies having a capitalization of \$50,000 or upwards, or companies with lesser capital, 20 per cent. of whose business is or has been the manufacturing of or dealing in munitions. It excepts insurance companies and those engaged in agriculture. Such companies shall pay one-fourth of their net profits in excess of an exemption of 7 per cent. on paid-up capital.

Moreover this act passed in 1916 is retroactive, and is levied for three years upon the net profits shown in any accounting period after December 31st, 1914.

The profit from businesses carried on by private firms or individuals, is also subject to the same conditions except that such concerns are exempt up to 10 per cent. on the capital employed, which shall be taken to be a fair value of all assets used in the business, less all debts owing to the business.

In either case reasonable deductions from gross profits from depreciations, renewals, etc., are allowed.

Business Profits Tax of 1917

By the Business Profits Act of 1917 which amends the foregoing act, provision is made whereby on any business, taxable under the 1916 act, where the annual profits exceed 15 per cent. per annum, the tax shall be increased to 50 per cent. in respect to all profits in excess of 15 per cent., but not exceeding 20 per cent., and where the tax exceeds 20 per cent. the tax shall be increased to 75 per cent. with respect to all profits in excess of 20 per cent. This increased tax applies to the last year of the three year period of the 1916 act noted above.

Business of \$25,000 Affected

Early in 1918 the period of the operation of the Business Profits Act was extended a year. By this amendment companies, whether incorporated or not, having an invested capital of \$25,000 and up to \$50,000 were also brought within the provisions of the Act, the rate to be 25 per cent. of all profits for the accounting period ending in 1918 in excess of 10 per cent. per annum on the capital invested.

Under the terms of this Act, there shall

be levied upon the income during the preceding year of every person residing, or ordinarily residing, in Canada or carrying on a business in Canada, a normal tax of 4 per cent. upon incomes exceeding \$1,500, in the case of unmarried persons, and widows or widowers without dependent children, and upon incomes exceeding \$3,000 in the case of all other persons. In addition to the normal tax of 4 per cent., surtaxes as indicated below will be levied upon incomes of individuals exceeding \$6,000.

On account by which income exceeds	But does not exceed	Supertax
\$ 6,000	\$ 10,000	2%
10,000	20,000	5%
20,000	30,000	8%
30,000	50,000	10%
50,000	100,000	15%
100,000		25%

The following deductions are permissible on these terms:

(a) From income tax accruing for 1917, the amounts paid for taxes accruing during 1917 under the provisions of the Special War Revenues Act of 1915, and from the income tax payable on any other year, the amount paid by the taxpayer for taxes accruing during such year under the act mentioned.

(b) From the income tax of 1917, the amounts paid for taxes under the business profits war tax of 1916 and amendments thereto for any accounting period ending in the year 1917. If the business tax is the greater, it is the only tax payable.

Exempted Income Lowered

By an amendment made in 1918 to the Income War Tax Act of 1917, the exemption in the case of an unmarried person is reduced from \$1,500 to \$1,000, and for a married person from \$3,000 to \$2,000 the rate of tax to be 2 per cent. between these figures, advancing to 4 per cent. with incomes of \$1,500 in the case of unmarried persons and \$3,000 in the case of married persons.

In addition to these changes there have been some changes in the surtax that is paid in addition to the regular tax. The basis of surtax remains the same up to \$50,000; from this on there are some sharp increases in the surtax demands, and in addition a surtax that makes still more rigorous demands.

For example, the surtax upon incomes of \$6,000, but not exceeding \$10,000, shall be 5 per cent. of the tax and supertax payable thereon.

On incomes of \$10,000 and not exceeding \$100,000, 10 per cent. of the normal tax and supertax payable thereon.

In a recent address delivered by R. W.

Breadner, the Taxing Commissioner for Canada, before the annual meeting of accountants in Montreal some interesting points in regard to these acts were raised.

This official gave the men before him the impression that a reasonable interpretation and operation of both acts was the guiding motive of the Department, and so thoroughly was this spirit reciprocated by the business men, he declared, that the Board of Referees that was provided by the Act in cases of dispute had never been appointed. Mr. Breadner also gave the impression that the Business Profits Act would not continue for long, but that the Income Tax would be on the statute books "to the end of our lives."

In the course of his address and the "question" period that followed, the Commissioner dealt with the vexed points of depreciation, capital, dividends, reserves for future depreciations, inventories, patriotic gifts in relation to the Act, and many other disputed subjects.

Taking Inventories at Cost

In relation to inventories of merchandise, Mr. Breadner pointed out that owing to the very high price of goods at the present time there was certain to be an adjustment necessary when normal conditions returned. On this account the Department had ruled that an inventory of merchandise should be taken at cost, or the market value if this was less than the cost. As to whether, in addition to this method of handling the inventory, a company set aside as a contingency reserve an amount to meet in the future a drop in prices was no concern of the Department. The decision as to what would be done with this reserve, whether part or all of it would be allowed to go untaxed, could only be determined when it was scrutinized for assessment purposes. No ruling on any special case could be given in advance. Suppose a firm carried a stock that cost \$400,000 in 1915, while the same stock to-day would cost \$550,000, that merchant might very well say, "We'll lose that \$150,000 sooner or later when normal prices are in force." The Department says, "You can set aside \$50,000 or \$100,000 to apply against a future loss, but whether any of that will be allowed when the assessment comes to be scrutinized a year from now can only be settled then."

At this point a special case was introduced by one of the accountants that refers particularly to dry goods stores, but has a parallel in nearly every business. The question implied that the general basis allowed for valuing merchandise, namely, the cost—or present market price if this were below the cost—would not apply to many lines where there was a special depreciation.

Fair Value at Time of Inventory

The Department recognized cases like this. Where the goods for any other reason are of less value than when purchased, the merchant is justified in taking in the goods at what he recognizes to be the fair value at the time of the inventory, subject, of course, to the approval of the Department. This means that the Department fully recognizes the principle of depreciation of this nature.

Goodwill Not an Asset

The Commissioner took an emphatic stand as to an allowance for "goodwill." "Goodwill," he said, "is not allowed unless it is represented by actual cash expenditure."

Real Estate Sales and Profits

Another interesting question asked was as to the relation of sales of real estate to profits. A company was cited that sold some real estate and declared a dividend with the proceeds. "The receipt of the dividend would be simply the return of capital," was the ruling. "Only the amount of income received from this sum would be taxable"—in other words the interest on the dividend. "Return of capital is not income." The Act allows for depletion in the case of mines, timber limits, real estate, etc. Then an instance was mentioned where a company had bought a boat for \$50,000 and sold it for \$200,000. Would the \$150,000 be treated as a taxable profit? No, was the reply. The \$200,000 itself would be held to be capital; the fact that the first expenditure had increased to an amount four times as great, did not affect the principle. The only case where the \$150,000 would be taxed as profits would be where the company or individual was in the business of buying and selling boats. A similar point has been decided by the Privy Council.

Insurance Premiums Not an Expense

The Department has held that it cannot be considered as an expense but rather as an asset, and the proceeds when realized will be treated as profits.

Donations

Donations to patriotic purposes, the Red Cross, etc., must not be considered as deductions from the tax payable; "if they were we would have no tax at all. They would pay it all out in this way."

As to losses in one year being charged against profits in a subsequent year?

Cannot Allow for Losses

Mr. Breadner stated: "I have no hesitation in saying the Act on this point seems a hardship. A loss incurred in one period cannot be placed against profits in a succeeding period. The tax stands for each and every accounting period by itself. The Department can only administer the Act as it exists; it cannot alter it."

No Impairment of Capital

Impairment of capital does not reduce the amount paid up in capital stock, and there is no provision in the Act for reduction of the capital stock, therefore the Department holds that it has no

power to consider impairment of capital. In some cases this would have reduced the capital below the taxable amount.

No change can be made in the accounting period without the consent of the Department. Some business men had shortened the last year with the idea that their payment of taxes would be cut down in this way. All must pay for the full 48 months.

The assessment for 1917 is not made until September, 1918. In making assessments the Department is usually one year to 1½ years behind.

Dealing with the Income Tax, Mr. Breadner advised all who had received forms to fill them in, no matter whether they considered themselves liable or not. If they did not the Department would follow them up.

Losses sustained in endorsing notes will not be deducted from income for taxation purposes.

Act Produces \$64,000,000

One of the surprising features of the working out of the Act was the large amount collected of business profits taxes and the small cost of collection. The estimated receipts of the Act when it was passed were about \$25,000,000 or \$30,000,000. The amount collected the first year was \$12,508,509, and in the second year \$21,271,083, making a total to date of \$43,330,494, with an estimated amount still to be collected for these years of \$2,500,000, and for the accounting period of 1917, \$18,000,000. This would bring the total to \$63,830,494. For the first year the expense of collection was only \$58,174, and \$80,000 for the second, making the cost for the first year 46½ cents per \$100, and less than 38 cents per \$100 in the second. Of the whole staff of 40, more than half were stenographers and typists.

NO PROSPECT OF LOWER PRICES IN PEPPER FOR SOME TIME

"There are many exceedingly interesting stories in connection with the spice and coffee market," said a western Ontario spice man to a CANADIAN GROCER representative last week. "For instance we have always endeavored to secure our pepper from India because we believe it to be the best quality pepper on the market. For several months now we have not been able to get it. I never could find out the real reason until recently when a pepper man from the East was in our city and called on us.

"When I asked him the real reason for this situation, he pointed out that during the war the people of India could not secure sufficient quantity of the cheaper peppers from other countries for their use on account of shortage in transportation, and so had to use their own. In normal times they export their own pepper because they get a good price for it and buy cheaper grades from other countries to use themselves. This is like

SPANISH OLIVE OIL RELEASED

Latest advices received indicate that the government of Spain will at last permit the exportation of olive oil under certain conditions. This will be welcome news and efforts to expedite the movement to this side of the water are already being exerted. Conditions to be complied with to secure exportation of this commodity are given as follows:

Export licenses required in every case.

Licenses granted only to shippers who retain in their possession at least half the quantity on which they apply for permission to export.

The export tax has been reduced 20 to 25 pesetas per 100 kilos, according to quality and style of package. This would be equivalent to about 17 to 20c per gallon.

A charge of 20 centimos (about 4c) per 100 kilos will be made to defray the Government's expenses in controlling the exportation.

The quantities that will be allowed to be exported will be controlled by the Food Administrator, who has fixed 90,000,000 kilos as the amount for 1919, subject to the conditions above specified and subject also to modifications which may be necessary on account of conservation.

It is understood that Spain's total exportation of Olive Oil to all countries averages about 70,000,000 kilos, so the amount of 90,000,000 would, it is believed, be amply sufficient to take care of normal export requirements, but indications seem to be that export requirements will be abnormal. The eventual exportation of 90,000,000 kilos would depend it is said on the retaining in Spain of 45,000,000 kilos, necessitating a total available supply of 135,000,000 kilos and depends also on the requirements of the domestic market, both as to prices and quantities.

some of our Canadian farmers who sell their best butter and eggs and use the inferior quality for themselves.

"It does not seem to me that there will be much lower prices in pepper for some time," he stated. "We have been buying large quantities of Dutch East Indian peppers since the war started on account of the fact there was considerable difficulty in getting these into Holland. Now that the war is over the Dutch will take their goods to their own country as soon as they can get shipment, which will mean a shortage on the Canadian market. This is going to mean that prices will be maintained, at least for some time to come."

Harper R. Gray, joint manager Gunn, Langlois and Co., Montreal, was in Ottawa last week attending the sittings of the Board of Railway Commissioners, as representing the wholesale produce trade.

Store Founder Insisted on Plain Cards

Could Not Read the Small Lettering and Decided to Have Bold Type—Uniform Style of Letter and Numeral Gradually Adopted—Illustrations Show This Style

One of a series by R. T. D. EDWARDS

THE system used in one of Canada's big stores for putting show cards on their goods is a very interesting one indeed and is sure to be beneficial to the smaller merchant.

We will first state how this store came to adopt its present system of plainly-printed uniform style show cards.

The founder of it was one day viewing their show windows. On one neatly-trimmed merchandise display was a show card neatly lettered with small type. The man's eyesight being slightly defective he could not make out what was printed on the card. The result was that an order was passed that all cards, whether in the show windows, or for interior use, must be lettered with a bold type so that all customers might be able to read them easily.

Uniform Style Adopted

A system was gradually worked out and the result was that a uniform type of letter and numeral was adopted—a style that was applicable to hand or machine printing.

The style adopted was a square-faced Gothic, a style which the cardwriter could form by using the brush stroke method (we might say here that the brush stroke method of forming letters is the only way to turn out show cards quickly, and it is being taught and used by all the foremost schools and card-writers). The next thing to standardize

SOME SHOW CARD PHRASES

Get your marmalade supplies now

For that skating party—Hot Cocoa, Nut Sandwiches, Fancy Biscuits, Chocolates

For the morning's breakfast what could be better than one of these cereals

Sausages for breakfast, or for any meal; they can't be beaten

Try this honey; it will be a refreshing change for the evening meal

in this store was the sizes of the cards. Each card had to have a ruled border. Then a range of prices was selected, suitable to the prices of the merchandise in the various departments, from one cent upwards and many of each price and size were printed.

A large sliding door cabinet was built with shelving suitable to the various card sizes. The cards were placed in it in numeral order on their edges, this making it easy to obtain the desired price card. Sale cards, Friday bargain cards, "As Advertised" cards, etc., were all arranged in this manner.

One great feature in this company's system of show carding the store is a hard and fast rule that all cards belonging to a sale or season of the year must be taken down on a given night and replaced by the uniform white card with black printing. For instance, the day following Christmas all cards with Christmas designs are to be discarded or at the end of the semi-annual sale all sale cards must be dispensed with on a given date. This system can be worked out in the small store just the same. Don't allow Christmas cards to remain up after Christmas. It looks just as bad on the part of the store management as if "Friday Bargain" cards were left up on Saturday.

This "big store" example is not given as one to be followed minutely by the small store cardwriter, but many things can be gleaned from it that will be very helpful. For instance, many cards can be worked up ahead of time; borders can be ruled, standard prices can be made up by hand and filed away for busy seasons. The style of letter can

be made uniform whether a heavy "Gothic" or a neat "Roman" be used. The color and sizes of the card should be standardized. This rule of course would vary for special sale purposes or at "opening" times.

Samples of This Store's Cards

The two styles of show cards demonstrated give a fair idea of the class of work used in the windows of the big store above mentioned. They are good readable cards. The type is plain, the layout neat and not elaborate, yet when you see either of these styles used in a couple of dozen windows all at one time the effect is good. The same form of lettering has been used for years and in all probability will be used for years to come. It is a part of the policy of the store.

The cards are white with black letters. The underlining is red. The shading on the one card can be done in any shade to suit the window trim.

SEEDS NO LONGER PROHIBITED EXPORT FROM U. S.

The Canada Food Board has been informed that field and garden seeds have been removed from the restricted export list of the United States, and that American shippers in future do not require licenses for shipments of seeds coming into the Dominion.

The removal of United States restrictions on flour will also extend to Canada.



New Peace Problem for the Retailer

When Should the Retailer Mark Down Prices?—Must He Suffer a Loss?—The Logical Way of Dealing With Question—Regard Loss as Advertisement—Guard Against Overstocking

By C. J. MORRIS

WITH the coming of peace and with the inevitable return of prices of various commodities to something approaching pre-war levels a problem, by no means unimportant, presents itself to the retail merchant as to what system he should adopt in lowering his prices to his customers. Should he mark down the retail price immediately he receives notice that the wholesale figure has been reduced, or should he continue to charge the higher rate so long as he holds any stock purchased before the reduction came into effect?

The question is undoubtedly in some respects a difficult one to decide. On the one hand it would seem manifestly unfair that the retailer should have to sell stock at a loss owing to a drop in price, and on the other hand it might be seriously prejudicial to his own interests to continue to charge a higher price for an article than is charged by his competitors who may have already lowered their price.

Similar to Problem of Raising Prices

The problem is similar to that which has had to be faced many times while prices were on the upward grade during the war, but differs from it in this respect—that, whereas, in the past four years the merchant has had to decide whether he would charge a price which would bring him in an extra profit, over and above that which he generally made, he now has to decide, or will shortly have to decide, whether he will charge a price which will bring him in less profit than usual, or possibly even no profit at all.

It is true that at present there is no sign of any great slump in prices generally which promises to make the problem an immediate or a pressing one, but that an eventual drop from the abnormal prices of the last four years to normal levels will occur cannot for one moment be doubted, and the wise dealer will take time by the forelock and decide beforehand on the policy he will adopt as most likely to serve his interests.

To the man who, while prices were soaring upward, adopted the course of raising his retail prices as soon as he was notified of any increase in wholesale rates, the question presents no difficulty. He will probably tell you that in deciding on his method of action in the first case he was influenced by the thought that prices would at some time or other drop again, and that he would probably have to sell at the lower rates a certain portion of his stock which had been purchased when prices were high,

and that he considered himself entitled to make the extra profit in the first instance to offset the loss which he knew he would be compelled to make when prices turned the corner and entered on their downward course.

There is no doubt that some merchants did adopt this farsighted policy, but it is equally an undoubted fact that many did not, but continued to sell goods on hand, after the price had risen, at the old rate as long as their stock lasted. Those who followed this line of action have now no reserve to offset any loss it may be necessary to incur in the near future, and it is to them, therefore, that the question under discussion specially appeals. Had all retailers adopted the same course in the first instance the problem then would not have presented the same difficulty.

The Logical Method

The logical method is naturally for all retailers to make a simultaneous rise in the price of any commodity immediately the price of that commodity is raised at its source, and similarly to lower the price when it is lowered at its source, irrespective in each case of what stocks they may have on hand. If the system is followed of waiting till the stock on hand of any article is exhausted before reducing or increasing the price, we are bound to have the anomaly of one retailer charging a certain price for an article which his competitor is selling at a higher or lower price as the case may be. And of course no up-to-date merchant can regard with equanimity the possibility of his customers leaving him to purchase precisely the same article elsewhere at a lower price.

Marking Down Prices Not a Real Loss

It would seem, therefore, that in many cases no other sensible course will remain open to the retailer than to mark down his goods, the cost of which may have been reduced before he has exhausted his stock bought at the higher rate, and he must take what consolation he can from the fact that in so doing he is not allowing his competitors to undersell him. Upon considering the matter from a broad viewpoint he will probably be able to arrive at the conclusion that the hardship he experiences in so doing is more apparent than real.

In a questionnaire sent out by a trade paper when prices first started on the up grade and this matter came prominently to the front, a large number of merchants gave as their reason for not immediately raising their prices that they wished their customers to benefit from the fact of their having stocks of

goods on hand which had been purchased at lower prices, and that they expected thereby to gain the good will of their customers and prospective clients. In other words, they regarded the foregoing of the extra profit which they might have made as an advertisement which they were quite willing to pay for.

Now the failure to make a profit which one might fairly make by selling an article at less than its present market value is in reality no less a loss than that incurred in selling an article at less than its cost price. In other words if the market value of an article is \$1.25 and it is sold at \$1.00, there is really a loss incurred of 25c, no matter what the article cost. The profit and loss account at the end of the year will show 25c less profit than would have been the case had the article been sold at its real value.

In the same way if an article which should be sold at \$1.25 has to be sacrificed at \$1.00 because the value has fallen, the loss is equally 25c; no more and no less. The profit and loss account will show 25c less profit than would have been the case had the article been sold at \$1.25. In each case a loss of 25c has been made.

Loss Really Cost of Advertisement

This being the case, those merchants who were quite willing to forego a profit for the sake of advertisement when prices were on the up grade need not hesitate to incur a similar loss of profit, also for the sake of advertisement, when prices are falling.

The man who raised his prices immediately in the first case has, it is true, a reserve profit to offset his loss now, but he has had to forego the advertisement which the man who acted otherwise has secured and has expressed himself willing to pay for, and it is quite possible that the latter's sales were increased owing to his keeping his prices down, and that the other man's sales were correspondingly reduced owing to his raising his prices simultaneously with the rise in the wholesale rates.

The merchant, therefore, who gave his customers the benefit of his having bought his stocks at lower rates need have no vain regrets if he be in the near future called upon to make a reduction in his prices owing to the downward trend of prices. This will only be part and parcel of the same policy he instituted in the first instance.

Do Not Overstock

One point he may give careful consideration to is the question of present

purchases. Although, as stated above, there appears to be no prospect of any big fall in values, and although for some time there is likely to be a shortage in some lines, still, the probabilities are

that as a general rule the trend of values in the next year or two will be downward, and the cautious man will in such circumstances take care not to allow himself to become overstocked.

sure of relief to the Eastern refineries, which ordinarily get their raw sugar by water, but that they were adversely affected by war conditions. He urged that, now the war is over, Montreal refineries should be relieved from the discriminatory conditions that now prevail, and that the sugar rates be put on a class basis.

On behalf of the Maritime Province sugar refiners, it was maintained that the existing rates should be maintained because of the increase in ocean freight rates.

No decision was reached in time for this issue of CANADIAN GROCER.

Explosion of Molasses Causes Heavy Death Toll

Explosion of Huge Storage Tank Carries Death and Destruction in Its Wake—Accumulation of Gas the Probable Cause

AN immense storage tank for molasses at the Puritan Distillery Company's wharf, Boston, exploded on Wednesday last, killing 30 persons and injuring 50 others. The amount of molasses stored in the tank was estimated in the neighborhood of 2,000,000 gallons. It is not known just what caused the explosion, though it is generally believed that the gases formed by fermentation that is often noted in molasses, and especially in molasses of the low grade used for distillation of alcohol, were the actual cause. As this was probably provided against in storing such a quantity of molasses it still remains a mystery as to how a volume of gas, capable of such destructive action, could have generated.

No Heavy Detonation

There was not the usual great detonation accompanying such blasts, but rather a low rumbling sound, more like an earthquake.

Fragments of the great tank were thrown into the air, buildings in the neighborhood crumpled up as though the underpinnings had been pulled away from them and scores of people in the various buildings were buried in the ruins, some dead and others badly injured.

A Trail of Destruction

The explosion blew away two of the supporting pillars of the nearby elevated railway structure, demolished several buildings, blew an electric freight car off the track, overturned a number of heavily-loaded trucks and killed about a dozen horses.

A nearby tenement house fell in. Two women and a man were taken from the ruins, all injured.

Thirty-five persons were removed to hospitals and many others received medical attention and were sent to their homes.

One man was picked up in the harbor. He had been blown 150 feet and both legs were broken. Another man was hurled 50 feet through the air and landed in a doorway on the opposite side of the street. Beside him were the bodies of two women, apparently dead.

These instances give some idea of the enormous force and destructiveness of the explosion.

The molasses spread over the street to a depth of two or three inches. Many

of those killed or injured were covered with molasses, and could not be readily identified.

EGGS, POULTRY, FRESH MEAT AND MATCHES MAY BE EXPORTED TO U.S.

Import restrictions against the following commodities have been removed by a new ruling of the United States War Trade Board. Licenses will now be issued for the import from any primary or overseas market.

The following are the items of interest to the grocery trade:

Eggs of poultry. (Eggs, dried, frozen, prepared or preserved, and yolks of eggs, list 2, item 127, removed December 12.)

Matches, friction and lucifer.

Fresh meats.

U.S. Removes Other Articles From Export Conservation List

The following items have been removed from the United States Export Conservation list it has been announced by the War Trade Board, to be effective January 4, 1919: Apples, dried; beef drippings; corn grits; garden seed; mammoth clover seed; peaches, dried; peas, seed; prunes, dried; seeds as follows: garden, mammoth clover, peas, sugar beet vegetable.

To be effective Jan. 7, 1918: Soya beans, olive oil.

SUGAR RATES UNDER CONSIDERATION

The proposed recommendation of the Railway Board to the Minister of Railways that the Order-in-Council amending the commodity rates on refined sugar in carload lots be rescinded, was brought to the consideration of the Board sitting at Ottawa on Tuesday of this week.

The board, in a judgment already given in this case, has shown a disposition to agree with the contention of the Montreal sugar refiners that the rates established on the Government railways constituted a discrimination against them, and gave the refineries of the Maritime Provinces an advantage on sugar shipments to Western points.

Mr. Eugene Lafleur, K.C., on behalf of the Montreal and Wallaceburg refineries, this morning strongly supported the proposed recommendation of the Railway Board. He maintained that the new rates had been imposed as a mea-

CALIFORNIA SAID TO BE SHORT OF RAISINS

The representative of a large California packing house stated to CANADIAN GROCER that there would be little more than enough raisins to take care of an average season's demand. It is quite true that shipments have come forward of late and the local jobbers seem to have availed themselves of fairly large supplies. This authority was sure that the immense consumptive demand would absorb all stocks within a reasonably short period, and that there might even be a shortage before next crop.

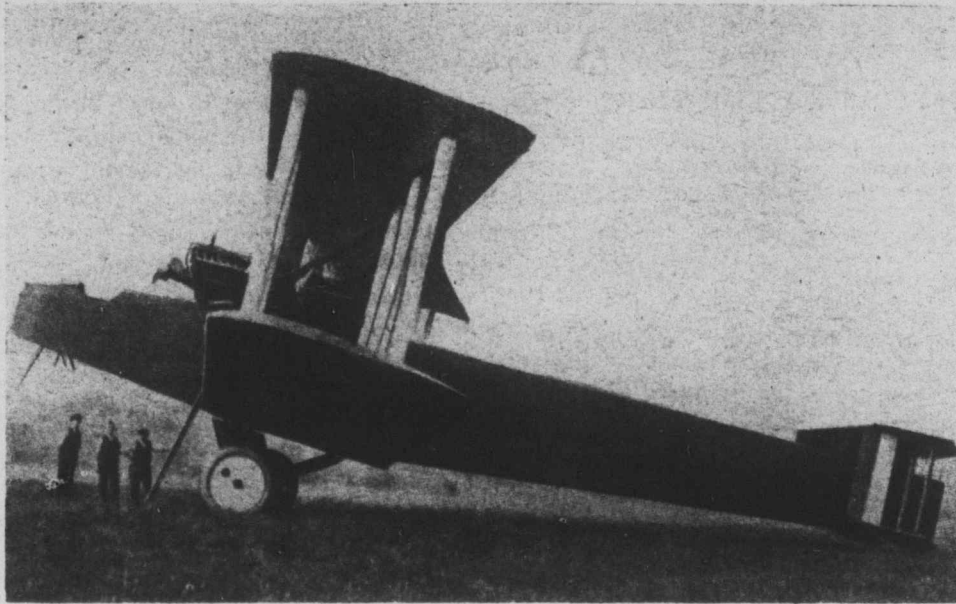
Another large importer in Montreal stated that spot stocks of raisins in California were to-day very short, both of seeded and seedless. He stated that a wide distribution had been made of late and that jobbers had a considerable quantity of raisins distributed among them. But as far as securing further large supplies at the point of growth he was certain that there was little surplus there and that there would be no improvement of the position until next October, the period when new crop were available.

A MILLION BUNCHES LOST EVERY MONTH

The war and its demands upon shipping has so reduced the fleet used to convey bananas from South and Central America, that, the fruit is wasting at the rate of a million bunches a month. These figures are given on the authority of one of the largest handling companies. In a recent issue of CANADIAN GROCER, P. D. Walty, Toronto, representative of the Fruit Despatch Company, was quoted as giving some figures illustrating the falling off in the export from certain countries. These figures were incorrectly attributed to Mr. Walty. They were used not as actual figures but were merely used to illustrate the existing conditions. Mr. Walty states that no figures relative to shipments are available, until recently not even the names of boats bringing the shipments were known, practically the only information available being the name of the variety.

As far as can be learned there is no likelihood of any immediate improvement in the banana situation.

Current Events in Photograph



COMMERCIAL FLYING

The public is just beginning to realize the immense possibilities of commercial aviation. The war gave more impetus to flying than it would have gained under normal conditions in years. Not everyone knows that nearly ten billions of dollars are now invested by the various Governments in air craft of one sort and another. It is not planned to let this huge investment lie idle just because the war is over and some of the huge planes, like the one in the picture, are already in use and big developments along commercial lines are taking place. The direct routes possible by air and the great speed the planes can make will take many days off the records attainable even by the fastest trains.

Expense Less Than Ten Per Cent

Country Merchant Has Advantage of Low Expense Average to Offset High-class City Trade

By HENRY JOHNSON, Jr.

WHILE continent-wide study of expenses in the grocery business has yielded an average figure close to 16 per cent. for expenses, there are plenty of examples of country merchants whose business cost is not nearly so great. In fact, those men might very well be satisfied with an average margin of 16 per cent., or even less, as may be seen from the subjoined correspondence and statement.

Moosehead, P.Q., Oct. 31, 1918.

Dear Sir,—We are interested in the reports you make on other cases, so would be pleased to have your report on ours. We have tried to make the statement as clear as possible and hope it is understandable. Please do not let our name appear.

We contemplate purchasing the land and building and fixtures which at present we only rent.

Statement.

Stock, Nov. 7, 1918 (1917?)	\$471.10
Value of goods laid down, Nov. 1917	337.97
" " " " Dec. 1917	2,667.62
" " " " Jan. 1918	1,495.84
" " " " Feb. 1918	2,539.83
" " " " Mar. 1918	2,329.08
" " " " Apr. 1918	1,906.74
" " " " June, 1918	1,460.35
" " " " July, 1918	1,656.17
" " " " Aug. 1918	1,139.26
" " " " Sep. 1918	1,061.74
	<hr/>
	\$18,186.77

Receipts, Nov. and Dec., 1917	\$1,733.25
" Jan., Feb. and Mar., 1918	6,425.28
" April, 1918	1,709.38
" May, 1918	1,361.26
" June, 1918	1,324.71
" July, 1918	1,229.64
" Aug., 1918	1,110.71
" Sept., 1918	1,137.34
Produce sold, April to September	724.79

Cost value of stock, Sept. 30, 1918	\$3,783.66
Fixtures, less 5%	152.44
Accounts, \$327.07, less 1%	323.80
Cash on hand	284.21

Buildings owned, purchase value	195.00
	<hr/>
	\$4,739.11

Week November 16, 1918.

Owing for Mdse	\$2,281.69
Accounts owing	58.49
	<hr/>
	\$2,340.18

This account is carried by main store—should interest be charged?

Operating expense, Nov., 1917, to Sept., 1918	\$1,138.85
Less counter books, bags, etc., on hand	36.00
	<hr/>
	\$1,102.85

(Should this \$36 appear as stock and be charged back to expense at beginning of quarter?)

Salary of proprietor, Nov. to Sept., 11 mos. at \$50 per	
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mo.	\$ 550.00
	<hr/>
	\$1,652.85

Proprietor is at this branch only two days per week. Expense of proprietor is charged each week.

Please let us know the percentage of profits according to turnover, and the percentage of doing business.

Only Half a Statement

Of course, it is obvious that this is only a half statement. Any number of things is lacking to enable anyone to answer the questions. What percentage of profit, what net expenses, with any fair approach to accuracy?

A peculiar condition appears if we compare purchases each month with sales; for the purchases almost uniformly exceed the sales. Stock on hand plus purchases during November and December foot up \$3,476.69, while sales for that time were only \$1,733.25. For the following three months the sales were \$6,425.28, while purchases were \$7,364.75. It appears, of course, that this is a branch store, so the firm may be stocking it up liberally, month to month; but to be able to tell the exact

Continued on page 32

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

Vol. XXXIII. TORONTO, JANUARY 24, 1919 No. 4

A THOUGHT

"THE price of oats, like the price of hogs, has fallen sharply. Consumers are keeping an eye on oatmeal and bacon prices."

So writes a ponderous intellect in the *Toronto Globe*.

Prices declined about \$2.00 per live hog. Now it would be very interesting to know just how much of a decline this newspaper reformer actually expected on the rasher of bacon for his morning breakfast.

WHAT ABOUT IT, MR. THOMSON?

THE Consumers' Association, Windsor, Ont., is still advertising itself as once more in business, though according to the Canada Food Board officials the withdrawal of its license was for the duration of the war. The officials of the Board have definitely stated that they do not take the view evidently held by the Consumers' Association that the war ended with the armistice. It is about a month now since a representative of the Legal Department of the Board was notified by CANADIAN GROCER that this firm was once more in business. It was stated then that steps would be taken immediately to enforce the action taken against this firm. Apparently, however, this has not been done.

The firm was punished for a flagrant disregard of the Food Board's orders, and failure to enforce a penalty will certainly not tend to increase the prestige of the Canada Food Board.

THE FARMER AND THE RETAILER

A SPEAKER at a convention of the Lennox and Addington's Farmers' Co-operative Association urged the necessity of the farmer retailing his products, and by so doing saving the dealer's charges. That is perfectly all right as far as it can be managed. It is a wise move to dispose of the distributing trades if they serve no useful purpose. We are inclined to wonder, however, just how successfully the farmer would dispose of his butter and eggs and potatoes and vegetables and other products, if he had to dispose of them direct to the consumer. The wholesaler and retailer is here because he is needed, and only gets paid for an actual service rendered.

A CHANGE OF HEART

THE *Toronto Telegram* is getting painfully excited over the possibility of anything happening to the packing trade. In the heyday of the war demand, the packer was the fair game of the newspaper.

Now the hint of difficulty in this export business is beginning to make them see how far are the ramifications of this industry, and how important it was to Canada, and to Canadians generally, but it is no whit more important to-day than it was at the time of the senseless campaign aimed at discrediting the industry.

A NEW FOOD CONTROLLER

GEORGE H. ROBERTS, a gentleman practically unknown on this side of the water, has been appointed Food Controller of Great Britain, at the time when people on this side of the Atlantic are beginning to feel that the days of food control should be a relic of the past. England's problems in this regard, however, are not like Canada's, as the new Food Controller points out. The drastic rationing system in operation in Britain was the direct outcome of ever-increasing calls upon British tonnage caused by the needs of the Allies for munitions, clothing, food, coal and other materials.

The supreme food council is now going to do for the rest of Europe what the inter-Allied food council and the inter-Allied executives for wheat, sugar, meat, etc., did during the war for the Allies alone.

This is a large task, the task of practically feeding a continent, and a continent still torn by dissensions and strife. The food control office is needed in Britain to meet these great problems. In Canada

cur problems are simple, and could probably be solved by the minds that solved similar problems prior to the war.

PANTRY ECONOMICS

THE Toronto *Globe's* attitude in regard to the recent embargo on bacon products to Britain is marked by that profound limitation of vision that marks all its references to the packing industry. The only viewpoint that it apparently sees is the mythical one of the fabulous profits of the industry. Let that be as it may, it is still the small item. If the packers must suffer in the curtailment of business, we can look on with equanimity, whether they have profited or no. It is the fortune of business—provided always that they alone suffer.

But it is not possible to disassociate a great business from the life of the country in that manner. The closing of packing plants throughout the country would produce a serious labor situation in many communities, while the withdrawal of the packer from the market for hogs would result in something like ruin for the hog-raising industry—a great industry in which all of Canada is directly or indirectly interested.

But the *Globe* sees only the housekeeper paying double the price for bacon that she did before the war, and neglects to consider that the husband of the housekeeper is probably not particularly satisfied with something better than twice the salary of the 32-cent bacon days. As a matter of fact, it is rather pitiful to see a publication that should speak with authority blinding itself with a slice of bacon to the great needs and problems of a Dominion-wide industry. Isn't it time for relief from this pantry economics?

WHAT OF CO-OPERATION?

THE growing feeling among certain people or organizations that all the evils of the high cost of living are to be met by the formation of co-operative buying concerns, is a question worthy of some thought. There can be no reasonable argument against anyone obtaining the necessities of life on the cheapest market, that is able to adequately meet their needs. The idea of co-operative buying is, however, more glittering on its face than in actual operation. It is a movement that certainly should not be undertaken without a serious appreciation of conditions, and also of the history of such enterprises, for that history has not always been cheerful reading for those most closely interested in the matter. On another page of this issue appears the story of a large chain of co-operative stores, financed and managed by a great company for the benefit of their employees, that failed rather dismally, because the employees showed a strange proclivity to deal elsewhere, despite the inducements offered.

In our own country similar results have frequently followed. A large co-operative undertaking in Northern Ontario had a similarly sorrowful ending. Experience has so often proved that price is not the only consideration in sales, that it need not be proved anew. And low price is the only argument used by the co-operative stores.

As we have said before, there is no use in trying to bolster a trade by words. If the wholesaler or the retailer is a non-essential element, then the stress of business will eliminate him. These agencies survive because they do actually deliver a marketable commodity for which they charge a price, and that commodity is service, and for that service the public is willing to pay.

IT PAYS TO ADVERTISE

THE statement in last week's issue of CANADIAN GROCER from Windsor, Ontario, that the *Border Cities Star* has decided to open its columns to Detroit firms has an angle that is of interest to all retailers. The *Star* was purchased by its present owner after the merchants agreed to do a certain amount of advertising. On his part, the owner of the newspaper agreed to cut out all Detroit advertising. Just what this means may be gathered from the fact that *Border Cities'* firms were making a fight to prevent more than three million dollars going across the river annually into the pockets of Detroit merchants. The owner of the paper claims that the merchants have not given him the support they promised and have not advertised as they agreed to. Similar complaints have been made from time to time by the owners of papers in Canadian towns when they opened their columns to mail order houses. Newspapers are a business proposition and it takes a lot of money to operate many of them. The papers have a duty to perform not only to the public, but to the merchants. On the other hand, the merchants of a town have a decided obligation toward the home newspaper. It is entitled to their support and firms who fail to use space are not working either in their own interests nor those of the community. This policy of not advertising by home merchants is to blame perhaps in a very large way for the big development of the mail order firms. There are two noticeable facts in connection with the grocery trade at the present time. One is that the business was never on a more sound basis and the other is that grocery firms were never doing so much advertising. It is encouraging to know also, from the managers of many grocery firms, that they have found advertising so successful that they are planning to increase their space. This does not mean that they have been using too little space in the past, but rather that their business has grown so steadily as a result of their efforts that they feel fully justified in taking more.

Making a Busy Monday

An Ottawa Merchant Tries a Novel Scheme

THERE is hardly a grocer in Canada who will not agree with McGregor's that Monday is a slow day.

The 5 per cent. discount offered in the advertisement reproduced here has, they say, proved a great drawing card and has been the means of gaining many new customers from all parts of the city, who have noticed that phone and C.O.D. orders receive the same treatment as those personally given at the store.

The 5 per cent. reduction carries with it no restrictions as to quantities or lines ordered, but everything in stock comes within the agreement.

Notice the second feature in the advertisement. You will see the small panel contains only a few words but they are telling a story. Customers are told that their orders are valued every day of the week, and if they cannot come on a Monday, they can redeem the coupon receipts of other days at 5 per cent. every Monday in the year.

U. S. STILL RETAINS RESTRICTIONS ON COFFEE

The United States Food Administration announces that the withdrawal of special coffee rules and license requirements under the food control act have no bearing on the requirements of import licenses from the War Trade Board, and these are still required.

The United States War Trade Board, however, will no longer require coffee import licenses to contain the clause that all coffees must be first offered to the Sugar Equalization Board before they are offered elsewhere.

Licenses for the export of coffee are under the jurisdiction of the War Trade Board and are not at present granted. The provisions of the food control act are still in effect.

EXPENSES LESS THAN TEN PER CENT.

Continued from page 29

status at this time I should have to know just what was on hand in the beginning, not merely the stock, but all else.

Meantime, I cannot seem to escape the conclusion that this branch is running behind rather steadily. The purchases exceed the sales by \$1,430.41. The expenses, as stated, are \$1,652.85. These together make \$3,083.46. Against that we have stock now on hand, fixtures, accounts, etc., totaling \$4,639.11 against which are bills of \$2,340.18, leaving net assets of \$2,398.93. Deduct those assets from excess purchases and expenses, as above, \$3,083.46, and there appears to be a net deficit of \$684.53. If we are to include interest on investment, as certainly must be done, plus perhaps some other items which have not been taken



Why 5% at McGregor's

IN the grocery business Monday is a slow day. Yet our staff—expenses—and capacity for doing business is the same as on busy days.

We Want More Business on Mondays

And—to get it are offering as an inducement—to let our clients share with us in our profits—to the extent of 5%.

On Mondays

every cash or C.O.D. sale at McGregor's is subject to a cash discount of 5%.

5% is a goodly discount. It is better than bank interest.

The comparative value of a discount is gauged by the margin of profit on the article in question. All food stuffs are handled on a small margin.

In groceries a discount of 5% is as good as 25% discount on some other lines.

5% off is a big saving.

Save your cash register receipts. On Mondays they are worth 5%.

It will pay you to cultivate the habit of buying Mondays at McGregor's.

McGregor's

R. McGregor, Limited

225 BANK STREET.

Between Nepean and Lisgar Streets.

Phones 4501-4502 Queen.

Canada Food Board License No. B-372.

M148

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The way MacGregor's, Bank St., Ottawa, features the plan for better Monday business.

into account—and I suspect very strongly that there are such—the deficit will be larger by just that amount.

A Branch is Simple to Account For

Really, the fundamentals of accounting for a branch are few and simple. Know what you put into it in goods and money. At the end of any period, see what you have in it, in goods and money. Deduct from that final amount interest on the total original investment at the going local rate—6 or 7 per cent.—and the remainder will show you in a minute whether you are making or losing. If

losing, something must be done. If not making enough something must be done. But a detached business, like a branch, is peculiarly simple to handle from an accounting standpoint.

A point of apparent strength in this instance is the low expense rate, that is, assuming that the account as given is approximately correct. For it runs 9.867 plus, or under 10 per cent. Making allowance for interest charges and some other items now, perhaps, not included, probably the percentage will not be swelled beyond 10½ to 11½ per cent. Thus there is an element of advantage here, commonly enjoyed by the country merchant, which enables him to withstand competition from mail order houses and all others. He can do business on an average margin of 15 to 16 per cent., and make a nice net profit, whereas the other fellow's expense runs as high as or much higher than his gross margin totals.

The trouble in this case as I can see it through the medium of these partial figures is that the gross margin does not average high enough. I suspect that a lot of "trading" is done with little or no profit. For instance, that item of \$724.79 for produce is followed by this note: "Credit obtained for these goods to apply on accounts." Just what does that mean? Probably that no cash has been paid for those products, but they have been taken to the credit of open accounts and then sold. The likelihood is that they have been sold without any margin whatever—perhaps at some loss.

Handle No Goods Without Margin

I know, of course, that in many small towns it is the common practice for merchants to accept produce at full market price and turn it over without any margin, just to "accommodate" their customers. I know, also, that in those towns merchants say they "can't" do differently from their neighbors. Far be it from me to say that I know conditions everywhere, for I do not; but this I do know: That my earliest experience was with farmers as customers, from whom we bought products, and that this no-margin method of "trading" was prevalent in our town and all neighboring towns. Also, that our neighbors everywhere took such products "in trade" only—never paying the farmer any cash.

Just the same, we in our own little store, bought farmers' goods for spot cash, and then sold those farmers their groceries also for cash. We then sold the products to our city customers. Now, you will say: "But we have no city customers, for we are at a cross roads." Very well, but in our store, by paying spot cash and knowing the grocery business very well, we were able to underbuy competitors constantly.

If, now, my correspondent has further figures to give me, if he will run over my comments and write fuller explanations or point them out wherein I have misapprehended him, and if he will give me all other details, I shall gladly study his case further. I am rather convinced now that his trouble is that he does not get margins; but I shall await further particulars.

CURRENT NEWS OF THE WEEK

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

Quebec

H. P. Lea, Montreal, has sold to S. Feigelman.

Mr. Coffey, sales manager Chase and Sanborn, Montreal, has been indisposed for a few days.

Emery Lapoint, fish dealer, Ottawa, was in Montreal last week.

Forbes and Nadeau, wholesale grocers, Montreal, have dissolved partnership.

C. Ritz, Eastern manager for Robin Hood Mills, Ltd., Montreal, was in Ottawa last week.

W. A. Brown, chief of the Poultry Division, Department of Agriculture, Ottawa, was in Montreal on his return from P. E. I. last week.

Mr. Boucher, manager of the butter department of the Dominion Fish and Fruit Co., Ottawa, and E. Montreuil, also of the same company, were Montreal visitors.

Bray Bros., Reg'd, Sherbrooke, Que., have succeeded Bray Bros., J. E. W. Levesque having purchased the business with the intention of conducting the same in the present stand on Wellington street.

J. O. Ginn, of Ginn and Elliott, Richmond, Que., has not been in the best of health of late, but has been able to attend his business engagements part of the time. Mr. Ginn hopes to attain his usual health ere long.

G. T. Milne, British Trade Commissioner for Canada and Newfoundland, addressed the Engineers' Club of Montreal on British overseas trade during the reconstruction period.

A. H. Brittain, president, and W. R. Spooner, chairman of the Transportation Committee, Canadian Fisheries Association were in Ottawa last week representing the Montreal fish dealers and the trade generally in connection with the proposed increase of rates for express shipments.

Ontario

L. Tanney, Pembroke, is discontinuing business.

Leon Borleau, Ottawa, is selling his grocery business.

Thornton Fowler, general merchant, Callendar, has sold out.

John Matthews, general merchant, Sunnivalle Corners, has sold out.

Frank McDonald, owner of the cheese factory at Easton's Corners, is dead.

William Carroll, Hamilton, has added a new store to his already large list.

Robt. McDonald, of the White & May staff, Aisa Craig, has been ill at his home on Jamieson street.

The William Neilson Company, Toronto, have been granted a permit for

the erection of an addition to their factory at 277 Gladstone avenue, near College street, to cost \$6,000.

Charles Soll, a miller of Thorndale, was killed Monday morning through being drawn into the belting of machinery at his plant. He leaves his wife and four daughters.

Among those who were elected to the directorate of the Rotary Club, London, appear the names of John Bridge, general manager of the Neal Bakery, and A. E. Silverwood, of Silverwood's, Limited.

J. W. Philp has purchased the grocery and provision department of the business of A. J. Stephenson, Arthur. This department will be moved to a store adjoining and will be continued there.

Arthur W. Hill, son of Mr. and Mrs. Henry Hill, Ross St., St. Thomas, died recently at Cody, Wyoming, in his 29th year. Prior to leaving for the West, a little over a year ago, he conducted a grocery business in Erie St., St. Thomas.

Wyckoff & Gafeny, London, have dissolved partnership. Mr. Gafeny is retiring from the business, and it will be conducted in future by Mr. Wyckoff under the name "The Wyckoff Quality Food Store."

An interesting visitor to the East last week was F. D. Cockburn, well-known broker from Winnipeg. Mr. Cockburn represents a number of leading manufacturers in western Canada, including some large soap manufacturers.

The Brantford Scale Co. have increased their capital to \$500,000 and have secured a Dominion charter. Their former capital was \$150,000 and their charter applied to Ontario only. They have also opened offices in Winnipeg and Vancouver.

The W. Metcalfe Company, Kitchener, who announced their intention of discontinuing business some time ago, have sold their present premises, and moved their stock into a small store in the rear, where this stock will finally be disposed of. Mr. Metcalfe will move to California to live when the business has been finally concluded.

James Murphy, a former well known grocer, of Wallaceburg, died at the age of 50 years on January 4th from an attack of apoplexy at Grace Hospital, Detroit. Mr. Murphy was visiting his brother at the time. Some years ago he conducted a grocery store in the corner stand now occupied by W. Thompson, in Wallaceburg. Of late years he has been living with his sister, Mrs. McEvoy. He had many friends in that place who will sincerely regret his death.

A fire loss that will probably aggregate \$5,000 occurred at Putnam, five miles west of Ingersoll, shortly after two a.m. this morning. The large food storehouse and chopping mill of R. J. Clifford and a barn adjoining, owned by Charles Matthews, were totally destroyed. The cause of the fire is unknown. It broke out in the Clifford storehouse shortly before 2 o'clock. The loss is partly covered by insurance.

WIFE OF PROMINENT

CANNER PASSES

John Wall, president of the Quality Canners of Canada, Windsor, Ontario, has the sympathy of his many friends in the trade in the loss of his wife, whose death occurred on January 6th, last.

Mrs. Wall was well known among the wholesale grocery trade throughout Canada, owing to the fact that she frequently accompanied her husband when on his yearly visits to the wholesale trade in all parts of the Dominion. She was particularly well known in the city of Toronto, where the family resided during Mr. John Wall's association with the Canadian Canners Limited as their general manager, and she also had a large circle of friends at Hamilton where the family formerly resided during Mr. Wall's connection both with the Dominion Canners and the British Canadian Canners.

Mrs. Wall was born and educated at Cardiff, Wales, where her relatives still reside, and since the commencement of the war her five brothers have been on active service at the various fronts.

Besides her husband, Mrs. Wall is survived by four young children, three daughters and one son.

HON. NAPOLEON SEGUIN

BECOMES CABINET MINISTER

Montreal Grocer Gets Legislative Honors

Hon. Napoleon Seguin, member of the Quebec Legislature from St. Mary's division, Montreal, has joined the Cabinet as minister without portfolio.

The Hon. Napoleon Seguin, who has had both municipal and legislative honors, was born at Rigaud, Que., on Dec. 15th, 1865. He was educated at Rigaud College, where he prepared for business life by taking the commercial course. Twenty years ago he established his present business in St. Mary's ward, Montreal. He is engaged in trade as a retail grocer and provision merchant. Mr. Seguin was elected as an alderman to represent them in the city council. Later he went to the Provincial Legislature as member.

BELGIAN BUYING COMMISSION

Canadian exporters will be interested to learn that a co-operative society named "Comptoir national pour la reprise de l'activite economique en Belgique" has been organized in Belgium for the purpose of making purchases of raw materials and working-stocks of all kinds to provide for the necessities of Belgian manufacturers and consumers.

This company is working under the control and with the financial guarantee of the Belgian Government.

HAROLD B. BRAY HAS GONE

Harold B. Bray died in Sherbrooke recently following an operation. Mr. Bray was the sole proprietor of Bray Bros. and established his business 28 years ago, and his connection in Sherbrooke covered a period of 44 years. A close student of business, he applied himself to the development of his venture in Sherbrooke constantly, and the business left, and recently acquired by Bray Bros. Reg'd, under the proprietorship of J. E. W. Levesque, had been brought to a point of considerable efficiency among the retail concerns of the city.

LESTER W. PACKARD DEAD

Lester W. Packard died in Montreal on Sunday last after a brief illness of only four days, having contracted pneumonia. The late Mr. Packard was a son of Edward Packard, president of L. H. Packard and Co., Ltd., Montreal. For many years he had been actively identified with this company and at the time of his death was a department manager. He leaves to mourn his loss a wife and two small children.

MONTREAL PRODUCE MEN**HOLD ANNUAL MEETING**

At the annual meeting of the Montreal Produce Merchants' Association at the Board of Trade yesterday. E. H. Hodgson was re-elected president for the ensuing year, with the following officers, most of whom were re-elected: Vice-president, Arthur Vaillancourt; treasurer, A. A. McKergow; executive committee, Albert Ayer, R. M. Ballantyne, Robert Graham and C. M. Thacker; arbitration committee, Harper Gray, Clinton Henderson, Thos. Hodge, A. Limoges and George C. Silcock; transportation committee, A. J. Ayer, Jas. Ballantyne, R. M. Ballantyne, E. Denning, H. R. Gray, Richard Gray, Thos. G. Hodge and C. M. Thacker.

The president, E. H. Hodgson, was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

At the opening of the meeting the president, Mr. Hodgson, presented his report of the affairs of the association for the past year, including a report on railway matters by T. G. Hodge, chairman of the transportation committee. The treasurer's report, submitted by J. Arthur Vaillancourt, showed the association to be in a satisfactory financial condition.

**New Goods
Department**

The MacGregor Specialty Co. have made a change from their former methods and are now advertising two varieties of Cooker Brand Package Peas—the First in the Petit Pois Grade, the other Marrowfat Peas—these are packed 3 dozen to the case, and the producers



claim that they have a maximum of nutrition at a minimum of cost. They will be marketed in Canada by Maclure & Langley Ltd., of Toronto, Montreal and Winnipeg.

NEW CEREAL MARKETED

"Big Six" is the name of a new cereal being marketed by the Big Six Cereal Co., Ltd., Montreal, Quebec. Among other claims made for this new product, the makers state that it is economical because of the retention of the whole of the six grains of which it is made. These



are: wheat, oats, barley, rye, millet, and flax. The manufacturers state that through a special process these are blended so as to make a food which retains the food values of all these grains.

BRANTFORD GROCERS AND BUTCHERS' ASSOCIATION HOLDS ANNUAL MEETING

The Brantford Grocers' and Butchers' Association, Brantford, Ont., met in the Board of Trade rooms, Jan. 16th for the annual election of officers and transaction of general business. The reports of the various committees were submitted and passed, showing a most prosperous year.

The following were elected officers for 1919—President, E. Cutmore; vice-president, A. E. Young; secretary, F. S. Blain; trustees, F. C. Harp, W. J. Melten, G. N. Willits; executive, Jas. Willits, John F. McCann, R. Gowman, J. R. Fennell, H. S. Fennell, Art. Harp, Geo. M. Gress; entertainment, Art. Harp, R. Pierson, F. S. Hartley.



ED. CUTMORE,
Re-elected President of the Grocers' and Butchers' Association, Brantford, Ont.

Mr. Cutmore, who has been elected president of the Grocers' and Butchers' Association, Brantford, for the third consecutive term, was born in Brantford and has been actively connected with the trade for the past twenty years. Mr. Cutmore began business for himself, handling eggs and butter, but soon branched out into the wider field of the commission business. He established the Brantford Cold Storage Plant, of which he was president and manager for a number of years. For the past four years he has been carrying on the wholesale business of jobbing in groceries. He was also one of the pioneer organizers and stockholders in the Brantford Computing Scale Co., and is at present the president of this company.

The president and his associate officers expect 1919 to be the banner year for the grocery business in Brant County.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE milling situation has been clarified considerably as a result of the conference held in Ottawa late last week between the millers and Government officials. The present Government standard flour will continue to be the output of the mills for the immediate future at least and possibly until new crop wheat is available. The scale of prices ruling on bran and shorts will remain at unchanged levels, too, for the present.

Probably 70 per cent. of the mills are closed at the present time, and the date of their opening will be determined largely by the time of the removal of the embargo on export shipments overseas. This will not develop prior to the last half of February, it is thought. Present stocks of flour would, it is estimated, meet domestic requirements until probably the end of March. The situation in bran and shorts is different, however, some mills already being out of stock, and others being cleaned out rapidly. Stocks in the hands of retailers and farmers will, it is thought, preclude the possibility of shortage being immediately felt.

Bulk cereals show some little variation following the fluctuations of the grain markets, but the attitude of the trade generally seems to be to wait until the bulls and bears subside somewhat in their present raids on the exchanges.

MONTREAL—The advances of the week in grocery markets are several, and there is quite a firm tone for many lines. Increased prices have been made effective for grape juice, seidlitz powders, clay pipes, cucumbers, and various vegetables, while spy apples are higher. A firmer basis promises also for various nuts and for figs, while raisins coming to hand are steadily held.

As fully half a million cases of canned goods have been exported in the past few months, it is expected that the markets will rule rather firm here. Export space is not available at present for further shipments.

Sugar conditions are greatly improved, and supplies are now very much better. Flour is

quiet, and some of the mills state that they are not operating to any extent at present.

The declines of the week are confined to caustic soda and wood alcohol.

TORONTO—Lower prices have been named by some manufacturers on peanut butter, the easier feeling in the nut market, with ample supplies forthcoming, being factors to bring about present recessions in value. Some of the cheaper grades of baking powder are also down, the decline amounting to about 10 per cent.; lower raw material costs have contributed to this downward movement, it is said.

Prices on cornmeal have declined slightly this week, following the lower prices named on the grain. The uncertainty of the markets, which seem to have no really definite basis to work on, is a factor which for the moment is resulting in little buying. Rolled oats is in a similar position, with some very low prices reported, but only buying for immediate requirements is being undertaken. When the European situation clears away somewhat, markets will, it is thought, steady down and reveal a firming tendency.

Lower prices have been recorded on fresh cuts of pork and cured meats following the easing away in the price of live hogs last week. Curtailed production, with a resulting increased overhead expense, will, it is thought, preclude the possibility of very substantial reductions. When export will be resumed is still unknown, but the trade is very hopeful. Indications would seem to be that once the markets of Europe open up with opportunities of getting supplies there, the present surplus may be very easily turned into a deficit.

Coffee is very firm, and a revision upward to a point more in line with the market seems the attitude roasters must take. It will mean advances of from 3c to 5c per pound. Orange marmalade has gone to higher levels, too, and another line of soap has moved upward. Some lines of cigars are up. Business is very fair, retailers buying quite freely for their immediate requirements.

QUEBEC MARKETS

MONTREAL, January 22.—The market conditions are on the quiet side and price changes are mostly of an advancing nature. Some new goods are now arriving from the States and stocks are in good shape.

Grape Juice Higher; Powders; Clay Pipes

Montreal.
VARIOUS LINES.—Grape juice of the Welch variety has been revised here and the change indicates an advance. The following prices are quoted: Cases of "fountain" size, 8 in case, per case, \$6.25; quarts in cases of 1 doz., \$5.75 per case; pints, 2 doz. in case, \$6.25, and cases of 6 doz. 4 oz. bottles, per case, \$6.50 to \$6.90. Clay pipes are advanced in one quarter from \$2.10 per box of 200 to \$2.25. Seidlitz powders of McGale's make are also higher from \$3 to \$3.25 per case.

Caustic is Down; Also Wood Alcohol

Montreal.
CAUSTIC, WOOD ALCOHOL.—Declines have been made for caustic soda in broken lots. The price quoted here now is \$8.25 per 100 pounds. Royal spirits, or wood alcohol is also lower, the price of \$2 per gallon superseding one of \$2.40.

Sugar Much Freer; Prices the Same

Montreal.
SUGAR.—The refined market is much improved, so much so that the refiners are now out to deliver on a much more extensive basis. They are filling many orders, and with a much better delivery of the raws it is expected that trade in sugar should be much improved through jobbing and retail channels. The market is steady and prices are held unchanged.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Half a Million Cases Canned Goods Exported

Montreal.
CANNED GOODS.—With export in canned goods decidedly heavy for some

months past the supplies in canners' hands have been greatly reduced. Whatever the stocks may be as held by jobbers and retailers, it is evident that, with half a million cases of tomatoes, peas, beans, apples, etc. sent to Europe, there has been larger export than some have anticipated. There will be more as soon as shipping is available, claim the packers. Thus the situation would appear to remain steady and firm here. The conditions at present are quiet but the basis is steady and quite firm.

"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
1/2 flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., 1/2s, flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Pale, 1/2-lb., doz.	1 37 1/2
Pinks, 1/2-lb., doz.	1 62 1/2

EUROPE NOW BUYING NUTS FIRMS MARKET

Reports just received and which CANADIAN GROCER has been acquainted with this week indicate a further firming of the nut markets. This applies to walnuts in particular, and to all imported European nuts. The various countries on the other side of the Atlantic have again come into the market and are buying at the high prices prevailing in Spain and France, such quantities as they can get. With embargoes emplaced against these nuts in many cases the outlook for early replenishment of depleted stocks here is not at all encouraging. One big exporter, in writing to a Montreal importer, says: "Market abroad, due to lifting of restrictions on imports into several countries, is very excited and advancing, and every indication points to further advances."

To-day, quotations made at Bordeaux for walnuts are over 80c per pound, freight and costs figured Montreal.

The only line that has been easy of late has been that of peanuts, and these are again firmer. The outlook is firm and reports from Europe on Spanish and French Halves walnuts show increases of 6c per pound.

Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (1/2-lb.)	1 00
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (1/2s)	22 00 20 00
Lobsters, 1/4-lb., doz.	2 25
Do., 1/2-lb. tins, doz.	3 60 3 75
Do., 1-lb. talls	6 90 7 00
Do., 3/4-lb., doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50 16 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25 2 50

Crab meat (Jap.), 1/2's (cs 4 doz.)	6 00
Crabs, No. 1 (cs 4 doz.)	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 25
Tomatoes, 3s	1 85 2 02 1/2
Tomatoes, U.S. pack, 2s	1 40 1 50
Tomatoes, 2 1/2s	1 90 1 92 1/2
Tomatoes, gallons	6 00 7 05
Peas, standards	1 45 1 47 1/2
Peas, early June	1 57 1/2 1 60
Peas, extra fine, 2s	2 35
Do., fancy, 20 oz.	1 57 1/2
Specialties	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., 1/4 gal. tins	8 00
Do., 5 gal. tins	7 00
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-10 lbs.	39 00
Salad oil (bbls. 50 gals.), gal.	2 50
Olives (in bls. 49 wine gals.), gal.	1 35
Olives, Queen, gal.	1 45

Molasses Selling; Syrups Are Held

Montreal.
MOLASSES.—There is a steady and firm undertone to the molasses market and jobbers are selling fair quantities. The supplies are ample for all needs of this district and it is improbable, say the importers, that there will be much, if any, recession, from present prices. The new crop, some think, will not begin to move for several months, supplies here being sufficient to carry the trade along for awhile. The basis being fixed for raw sugars, it is not expected that there will be any inclination of the producers to part with their supplies for any less money than the prices of to-day.

Syrups are steady and without change.

Corn Syrup—	
Barrels, about 700 lbs.	0 07 1/2
Half bbls.	0 07 1/2
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38 1/2-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Puncheons	1 08
Barrels	1 11
Half barrels	1 13
For outside territories prices range about 3c lower.	

Some Rice Moving; Prices Remain Steady

Montreal.
RICE.—There is a steady trade for various grades of rice and the supplies are quite large. In view of the fact that the restrictions against import and export in various Far East countries are tight, however, it is pointed out that there cannot be much likelihood of declines being effected of a material nature.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	12 50 15 00 16 50
Siam, No. 2	9 00 9 75
Siam (fancy)	10 50 11 00
Rangoon "B"	8 75 9 25
Rangoon CC	8 75 8 85
Mandarin	10 00

Packing	8 50
Tapioca, per lb. (seed)	0 14
Tapioca (Pearl)	0 14
Tapioca (flake)	0 12½

**Nuts May Advance;
Are Stocks Low?**

Montreal.

NUTS.—As pointed out last week, the nut markets were in a firm position. This condition still obtains and the prices abroad have already advanced for walnuts. Drastic restrictions having been placed against export by the French and Spanish Governments, it is unlikely that supplies can be brought in here for some time. One importer stated that CANADIAN GROCER that the indications suggested that jobbers' stocks were very low and that supplies, generally, were limited in this country.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished ..	0 28	0 32
Pecans, New Orleans, No. 2 ...	0 31	0 34
Pecans "paper shell," extra large Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 30-0 85-0 95	
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

**Figs Are Firming;
Raisins Have Come**

Montreal.

DRIED FRUITS.—Some raisins have arrived from the California packers. It is also reported that some of these supplies will not be accepted by the consignees. It is stated that, owing to the cancellation of the contracts that had been made last season, the importers here feel that they have no right to accept supplies now, and this is the reason given for the refusal of shipments. The jobber has more difficulty at this season of the year in turning this stock, and apparently some are undisposed to commit themselves for supplies that would last for many months to come. Figs are reported firmer in the United States. Some evaporated apples have been prepared for export, and prunes have been somewhat revised to lower levels in one quarter, but these prices are still within the range of quotations.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	0 30	
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Pears—		
Faced	0 19	
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	

Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 46	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

Raisins—

Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00- \$8.75.		
Muscateis, loose, 2-crown	0 14	
Muscateis, loose, 3-crown, lb.	0 15	
Malaga Raisins (6½-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Do., 12 oz.	0 11½	0 12½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	0 10¾	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.) ...	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateis, 4-crown, lb.	0 13	

Prunes—

Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
20-30s	0 25	0 20
30-40s	0 18	0 20
25-lb. cases, 50-60s	0 16	0 17
60-70s	0 15	0 16
70-80s	0 14	0 15½
90-100s	0 13	
100-120s	0 10½	
Oregon, 80-40s	0 18	
50-60s	0 18½	
60-70s	0 17½	
70-80s	0 16½	

**Beans Again Down;
Blue Peas, Too**

Montreal.

BEANS.—Whether it has been the reduction of prices or not, there seems to be greater movement of bean and pea stocks. Prices have again been revised downward and the undertone is easy. The market is rather nominal at present and the supplies being so large it is likely that the low basis will continue.

Beans—

Canadian, hand-picked, bush.	5 50	5 70
British Columbia	6 00	6 60
Brown Beans	6 00	6 00
Japanese	6 50	7 00
Yellow Eyes	7 00	7 50
Rangoon beans, per bushel	6 00	6 50
Lima, per lb.	0 17	0 19
Kidney beans	7 50	8 00
Peas, white soup, per bushel	4 00	4 50
Peas, split, new crop, per lb.	0 07	0 08
Peas (blue)	0 09	0 10
Barley (pot), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

**Coffee is Held;
Cocoa Unchanged**

Montreal.

COFFEE, COCOA.—The coffee market, locally, has been steady and un-

changed this week. The situation on spot coffees in Brazil is easier at the moment and there would seem to be a desire to take on business in some quarters on a more favorable basis. In the meantime the position here holds with considerable firmness. Cocoa is in heavy demand and basis is steady and firm.

Coffee, Roasted—

Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35

Cocoa—

Bulk cocoa, 200-lb. bbls. (lb.) ...	0 24
Do., 100-lb. bbls. (lb.)	0 25
Do., 50-lb. cans (lb.)	0 26

**Tea Orders Coming;
Undertone Firm**

Montreal.

TEAS.—The jobbers state that, while business has not yet developed in a large way, enquiries have come forward and some business is beginning to be placed. The undertone is firm and steady and the present basis is expected to hold for some time. Advances even are spoken of, but these may not come for a while.

Ceylon and India—

Pekoe, Souchong, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

**Spices Very Firm;
Movement Slow**

Montreal.

SPICES.—Although the movement of spices is reduced to a small compass for the immediate present, the basis of quotations is unchanged. The importers cannot replace stocks at present quotations, they state, and it is expected that the markets will hold for the immediate present, with the exception of coriander seed, celery seed, and one or two other small and unimportant lines.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

**Honey is Steady
And Sells Well**

Montreal.
HONEY, MAPLE PRODUCTS.—There is a very considerable sale for honey in its various forms and the same will be accelerated during the Lenten season, it is stated. Supplies are ample and the basis is steady and firm. Maple products are steady and firm, the basis being rather nominal under light supplies.

Maple Syrup—	
10-lb. cans, 6 in case, per case.....	\$15 10
5-lb. cans, 12 in case, per case.....	17 10
2½-lb. cans, 24 in case, per case.....	18 50
Maple Sugar (nominal)	0 33 0 36
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 26
30-lb pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 28

**Rolled Oats Easy;
Cereal Market Lags**

Montreal.
CEREALS.—The undertone for rolled oats and oatmeal is easier and standard and granulated oatmeal are being quoted at \$5.10 to \$5.50, and rolled oats at \$4.40 to \$4.60. There is very little movement and prices are inclined to follow a nominal course.

Self-raising flour .....	.....
5-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Gold Dust	5 40 6 00
Cornmeal	4 15 4 65
Barley, pearl	6 25 7 30
Barley, pot, 98 lbs.	4 60 5 30
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	7 00 7 25
(As to grade)	
Cornflour, white	5 10 5 50
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	6 00 8 00
Hominy, pearl, 98 lbs.	6 75 7 00
Graham flour	4 94 5 30 6 00
Oatmeal (standard-granulated and fine)	5 10 5 50
Oatmeal (packages) fine cut.....	5 70
Peas, Canadian, boiling, bush.	4 00 5 50
Split peas (per 100 lbs.)	7 00 8 00
Rolled oats, 90-lb. bags	4 50 4 60
Rolled oats (family pack.), case	5 50 5 60
Rolled oats (small size), case.....	1 95 2 00
Rolled wheat (100-lb. bbls.).....	7 10 8 00
Rye flour (Can.), 98 lbs. ..	5 85 6 05 6 25
Tapioca flour, lb.	0 15 0 16

**Flour Trade Quiet;
Feed Oats Less**

Montreal.
FLOUR AND FEED.—The recent emplacement of restrictions against the shipment of flour to Great Britain has been very effective in bringing about a very quiet condition as relating to actual business by the flour millers. There is practically no movement and many of the mills are closed, or partially so. No change has been made in feeds either, but feed oats are lower according to grade, 88c to 98c being quoted.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs.) to bakers	11 25
Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	55 00 65 00
Barley chop	52 00 58 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	60 00
F.O.B. Ft. William	55 00
Feed oats, per bushel (as to grade)	0 88 0 98

Shorts and bran delivered in Montreal \$1.00 per ton extra.
**Cucumbers Higher;
Sweet Potatoes Up**

Montreal.
VEGETABLES.—Advances are effective for cucumbers, the same being quoted at \$6 per dozen. Advances are also made for lettuce and sweet potatoes and for parsnips in bags. The markets are quiet.

Artichokes (bag)	2 25
Beans, new string (American) basket	3 00 3 50
Beets, bag	0 75 1 00
Brussels Sprouts, quarts	0 20
Brussels Sprouts (doz.)	1 00
Cucumbers, Boston (doz.)	6 00
Cauliflower (imported), bbl., 2½ to 3 doz.	8 00
Cabbage, bbl.	1 50
Carrots, bag	0 75 1 00
Celery (Montreal), doz.	1 00
Celery, Boston (2 doz.)	3 75
Celery, California (6-7 doz.) ..	15 00 16 00
Horseradish, lb.	0 20
Lettuce, curly (doz.)	0 50
Lettuce (curly), box (3-4 doz.)...	2 50
Lettuce, Boston, box	4 50
Leeks	3 50
Mint	0 60
Mushrooms, lb.	1 00
Basck (about 3½ lbs.)	3 00
Onions, Can., bag (75 lbs.)	1 50 2 00
No. 1 Yellow (75 lbs.)	1 50 1 75
No. 1 Red (75 lbs.), crate	1 50 1 75
Onions, Spring (Imported), doz.	0 40 0 50
Oyster Plant	0 50
Parsnips, bag	1 50
Parsley (Canadian)	0 50
Potatoes, Montreal new (90-lb. bag)	1 60 1 75
Potatoes (New Brunswick), bag.	1 90
Potatoes (sweet), hamper	3 50 4 00
Romane	0 50
Spinach, box	1 00
Turnips, per bag, Montreal	1 50

Turnips, Quebec	1 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates	8 00
Watercress (Can.)	0 50

**Spys Very High;
Fruits Selling**

Montreal.
FRUITS.—While there is no great feature in the fruit markets this week, the price basis is steady and firm. Apples are high and best Spys are bringing as high as \$9.50 per barrel. Cranberries are still high in price.

Apples—	
Baldwins, No. 1	7 00 8 00
Blenheims	5 00 5 50
Wealthy (in bbls.), No. 1.....	7 50
Do., No. 2.....	6 00
Greenings	7 00 8 00
McIntosh Reds (best)	8 50 9 50
Gravensteins, No. 1.....	4 50 5 50
Fameuse, No. 1	8 00 8 50
Spys	7 50 9 50
Russets	7 00
Kings, No. 1	6 50
Do., No. 2.....	6 00
Wagners	5 75 6 50
Apples (in boxes)	3 50 3 75
Bananas (fancy large), bunch ..	4 50
Cranberries, bbl.	18 00 25 00
Do., gal.	1 00 1 25
Grapes—	
Spanish Almeria, keg (heavy)	11 00
Do., (med.)	10 00
Tokays	3 00 4 75
Malagas	2 50
Emperor, keg	5 50 7 50
Grapefruit (fancy Porto Rico) ..	4 50
Lemons (fancy new Malagas)	6 00
Lemons (California)	6 00 8 00
Pears, Cal., eating, small box....	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	5 00
Oranges, Florida	5 50
Oranges (Calif. (200 size)	8 00
Oranges, Calif. (100-126)	6 00
Oranges (Mexican)	6 00

ONTARIO MARKETS

TORONTO, Jan. 22.—Lower prices have been named on some of the cheaper grades of baking powder, the decline amounting to about 30c a dozen. A somewhat easier feeling is noticeable in some lines of cereals, but with the daily fluctuations in the grain markets it is hard to determine what the market should be. An improvement in the demand for tea is reported, and stocks of desirable teas are becoming materially reduced. The tone to the market is much better. Business as a whole is fairly good. This is a quiet season at best, and the feeling is general that a steady increase in the volume of business may be expected.

**Sugar Coming
In Good Quantities**

Toronto.
SUGAR.—Supplies are coming along much better now and the situation is commencing to assume easier proportions as regards stocks. Manufacturers using sugars are getting under way quite extensively now, it is intimated, and are placing orders for a substantial tonnage. Movement through the retail trade is somewhat light as yet, but this is a condition general with most lines just at this season. Present indications seem to be that receipts will be maintained at a satisfactory level throughout the immediate future. No change in prices is recorded.

SUGAR.—There is a sufficient amount	
Atlantic, extra granulated	\$10 27
St. Lawrence, extra granulated	10 27
Acadia Sugar Refinery, extra granulated.	10 27
Can. Sugar Refinery, extra granulated..	10 27
Dom. Sugar Refinery, extra granulated..	10 27

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia's granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

**Peanut Butter Down;
Baking Powder, Too**

Toronto.
PEANUT BUTTER, OTHER LINES.—A lower scale of quotations has been put into effect on some lines of peanut butter. Prices now asked on McLaren's or Bowes' range as follows: No. 1 tumblers, case 3 dozen, \$1.35 dozen; No. 2 tumblers, case 2 dozen, \$1.80 dozen; No. 3 tumblers, case 2 dozen, \$2.30 dozen; 24-lb. pails, 25c per pound.

Lower prices have been named on some of the cheaper grades of baking powder,

it is indicated, the decline amounting to about 30c per dozen from former price of \$3.00. This decline is said to be the result of some slight revisions in costs of raw materials.

Peg-Top cigars are higher by about \$2.50 per M. in new list issued by the manufacturers early in the week. Lilac Rose glycerine soap, per case of 50 cakes, has advanced to \$5.50 case, or \$1.35 per dozen in smaller quantities.

Molasses Unchanged; Syrups Holding

Toronto.
MOLASSES, SYRUPS.—The market on molasses rules without change this week. Supplies, it is indicated, may be expected to come along in sufficient volume to take care of the requirements of the trade.

Syrups have shown no signs of any immediate revision in price. Stocks are very good and whereas the demand is only fair, manufacturers are well satisfied with outlook.

Corn Syrups—		
case		5 60
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.		
Cases, 10-lb. tins, white, ½ doz. in case		5 90
Cases, 5-lb. tins, white, 1 doz. in case		5 10
case		
Cases, 2-lb. tins, white, 2 doz. in case		5 30
Barrels, per lb.		0 07½
Cases, 2-lb. tins, yellow, 2 doz. in case		4 80
Cases, 5-lb. tins, yellow, 1 doz. in case		5 40
Cases, 10-lb. tins, yellow, ½ doz. in case		
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb. baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ½ doz.		
West Indies, 1½s, 48s		6 95

Canned Goods Show Little Change

Toronto.
CANNED GOODS.—Canned goods rule at unchanged levels with a fair amount of business passing. Wholesalers report that whale steak is selling fairly well, some of the business coming in being repeat orders. This is a line of canned fish, 1s flats selling at 20c, which is considered excellent value.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s		2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.	3 45	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		1 08

Choice Apricots Quoted at 23c

Toronto.
DRIED FRUITS.—A price of 23c per pound for choice apricots, 25s, is being quoted in some quarters. Apart from this there is little new to report in the situation on dried fruits. The allotment of prunes made by some of the packers is being forwarded to buyers here and stocks will be improved to that extent on their arrival. No movement of evaporated apples to the seaboard is yet reported, these first having to undergo inspection by British Ministry of Food officials. Until the shipping situation is somewhat improved it is not thought delivery will be taken by the buyers. Sun Maid Thompson's seedless raisins, packed 48s, full 1-lb. packages, are being quoted at 15c per pound.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted		0 16¾
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 58
Currants—		
Grecian, per lb.	0 26	0 28
Austrians, re-cleaned, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.		0 16½
70-80s, per lb.		0 14½
80-90s, per lb.		0 13½
90-100s, per lb.		0 12½
100-120s		0 10½
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18

Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets		0 14
Seedless, Thompson's, 25s		0 14
Seedless, 16-oz. packets		0 15
Do., Bakers, Thompsons		0 16
Do., Bakers, Thompsons, 50s		0 15
1 Crown Muscatels, 25s		0 16

Tea Movement Shows Improvement

Toronto.
TEA.—A much better inquiry is noted for teas and sales are not so difficult to complete. Indications are that it is increasingly difficult to get a good selection of teas. It is stated that the bulk of the shipments, which it was expected would develop for Holland from American ports, have been held up owing to the failure of the Dutch Trust, which issues permits to import, to grant necessary licenses as yet. Prices remain at unchanged levels.

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

Coffee Firm; May Go Higher

Toronto.
COFFEE.—The coffee market is holding at firm levels at primary points, and similar conditions prevail here. It is understood that roasters are gradually working prices locally up to a point where they will be in line with present market value. That will mean a general increase ranging from 3c to 5c per pound. A very good demand is in evidence.

Primary points reveal a very strong situation in cocoa and present indications are that the basis now existing may have to be revised upward.

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

Spices Steady; Peppers Firming

Toronto.
SPICES.—The market as a whole can be termed quite steady. Cloves show a somewhat easier tendency. White peppers show a much firmer feeling than has prevailed for some time past. Other lines are holding at unchanged figures, as shown herewith:

Allspice		Per lb.
	0 18	0 25

Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 20	0 30
Cloves	0 66	0 80
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 25	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 80
Tumeric	0 30	0 30
Cream of Tartar— French, pure	0 90	0 98
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	
Tartarine, barrels, lb.	0 21	
Do., 8 oz., doz.	1 75	
Do., 16 oz., doz.	3 25	

**New Developments
Lacking in Nuts**

Toronto.
NUTS.—There have been no new developments of particular interest recorded in the situation on nuts. Locally prices are very well maintained, with filberts showing a little advancing tendency. Primary points reveal generally firm and steady markets. Prices ruling locally are given as follows:

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 22
Pecans, lb.	0 30	0 30
Cocoanuts, Jamaica, sack	7 50	
Peanuts, Jumbo, roasted	0 20	0 25
Brazil nuts, lb.	0 30	0 32
Shelled— Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 85	

**Some Shading
of Bean Prices**

Toronto.
BEANS.—There is a tendency to shade the price slightly on some lines of beans, Rangoons this week being quoted at \$5.70 per bushel in single bushel lots. Limas are down another cent to 16c per pound in some quarters. There is only a fair movement reported.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	7 00	
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.	7 00	
Rangoons, per bushel	5 70	6 00
Limas, per pound	0 16	0 18

**Rice Situation
Fairly Steady**

Toronto.
RICE.—A fairly steady situation prevails in regard to rices. The XX China has come in for some cutting by interests wanting to move stock to make room for other lines arriving. Prices as low as 8c have been mentioned, and 8½c is another figure quoted, but the market is really about 9½c per pound. There seems little variation in other grades, which range as follows:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	

**Package Goods
Well Maintained**

Toronto.
PACKAGE GOODS.—As a whole package goods are very well maintained. The grain markets, which ultimately effect cereals, are so uncertain in their shifting up and down that manufacturers generally are awaiting the time when a clearer vision of the future is possible before revising their quotations. Business is just a little quiet at the present time. Big Six in 18s is being quoted to the trade at \$3.60.

**Honey Inactive;
Maple Syrup. Too**

Toronto.
HONEY, MAPLE SYRUP.—Inactivity is the main ruling feature of the market on honey. There seems to be very little buying interest shown in this line. Quotations are without change.

Similar conditions generally apply on maple syrup. Stocks are none too plentiful, but there is little demand.

**Oranges Easier;
Grape Fruit Firm**

Toronto.
ORANGES, FRUITS.—The situation in oranges is somewhat easier and this is reflected in a recession from figures established last week. Damage to the crop in California is not as severe as at first thought, although some districts suffered quite a good deal, and others not at all. Supplies are coming along freely to meet the demands of the trade, which are not very heavy just now. Grape fruit are holding at firm levels and are in moderate supply. No change in the banana situation is expected, although the price of 5½c per pound now seems quite general. With improved shipping facilities developing supplies are expected to be somewhat freer. Lemons seem to have suffered to quite an extent by the freeze in California, and this may result in firming prices somewhat.

Apples—

Do., B.C. McIntosh Reds, box	3 00	3 00	
Do., B.C. Jonathans, box	3 00	3 25	
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 25	3 25	
Do., Spys, box	2 50	3 25	
Do., Greenings, box	2 15	2 25	
Do., Baldwins, box	2 15	2 25	
Do., in Barrels	No. 1	No. 2	No. 3
Greenings	7 00	6 50	
Baldwins	7 00	6 50	5 00
Spys	7.50-8.00	6.50-7.00	5.00-5.50

Bananas, per lb. 0 05½

Grapes—

Do., Malagas, bbl.	13 00	15 00
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Grapefruit—

Florida, 46s	5 00	5 50
Do., 54s, 64s	5 00	6 00
Do., 70s, 80s, 96s, 126s	5 25	6 00

Oranges—

California navels, 100s	5 00	
Do., 126s	5 50	6 00
Do., 150s	6 00	
Do., 176s	6 50	
Do., 200s, 216s, 250s	7 00	
Florida Tangerines, all sizes, ½ box	4 25	4 75
Lemons, Cal., case	4 25	5 00

**Cal. Cauliflower in;
Celery, Lettuce Here**

Toronto.
VEGETABLES.—A car of California cauliflower has reached the city. Price

is high and indications seem to point to continued high prices for some little time. It is said there is no great quantity to come, the crop being affected somewhat by recent freeze. Arrivals of California celery and lettuce are also reported. Prices on the celery are high and it is thought few, if any, further arrivals will come before next month. Lettuce is selling freely, although along with all lines from California, it seems to have been touched by the frost. A little more interest is being shown in onions, and with much of the poorer stock off the market, prices may firm up slightly. Little interest is shown in potatoes, and some shading of prices is reported, quotations as low as \$1.25 per bag being made, it is said.

Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 12s, case		4 50
Celery— Do., California, 4½-5 doz. to case, case		12 50
Do., Do., 5½-6 doz. to case, case		13 00
Do., Do., 6½-7 doz. to case, case		13 50
Cucumbers, doz.		4 00
Endives, dozen		0 85
Lettuce, head		
Do., Do., Florida, large hampers		6 50
Do., leaf, dozen	0 30	0 35
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green Shallots, doz.		1 00
Parsley, jumbo bunches, doz.		0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen		1 00
Potatoes, sweet kiln dried, hamper		3 25
Potatoes, Ontario, bag		1 50
Do., N.B. Delawares, bag		1 85
Spinach, Louisiana, bush. hamp's		3 00
Turnips, bag		0 75

**Little Doing
Now in Flour**

Toronto.
FLOUR.—The meeting of the millers with Government officials clarified the situation somewhat in regard to flour, in that it was decided to maintain the Government standard grade for the present. It is estimated that perhaps 70 per cent. of the mills are now closed, owing to lack of export shipment to take care of their capacity production. The earliest date at which a revival of overseas shipment is expected is the last half of February, and the stocks now in the hands of the millers will, it is thought, supply domestic requirements pretty well until the end of March.

FLOUR
Government Standard, 74% Extraction.

Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25
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**Mill Feeds
Scarce; in Demand**

Toronto.
MILL FEEDS.—The closing down of a majority of the mills has resulted in a cleaning up of available supplies of mill feeds. There are still some in the hands of some of the millers and it is estimated stocks in retailers' and farmers' hands will take care of most pressing requirements of the immediate future. However, with little or no milling being done, there are no feeds being produced and replacement of depleted stocks is not an immediate prospect either. Depend-

(Continued on page 42)

Enquiry Department

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

INCOME TAX FORMS MUST BE FILLED

Is it necessary to fill out Income Tax returns when the income is not large enough to be liable to tax?—Thamesford, Ont.

Answer—Yes.

ACCOUNT COLLECTOR

Can you give me the name of a reliable account collector at Niagara Falls?—G. W. Smith, Sherpton, Ont.

Answer—Consult F. H. Upper, Niagara Falls, Ont.

RE THE CONSUMERS' ASSOCIATION, WINDSOR

There is an agent for the Windsor Consumers' Association here. Is he doing a lawful business, and can he do it without a license?—C. A. Maxwell, Sackville, N. B.

Answer—The Windsor Consumers' Association has had its license cancelled by the Canada Food Board, consequently no one can legally solicit business for this concern. Were the firm legally in business, with its license in good order, in our opinion, the representative would be covered by the firm's license.

COLLECTION IN LONDON, WINDSOR, WALKERVILLE—SODA FOUNTAINS

Can you name a reliable account collector in Windsor, Walkerville and London—Also the manufacturer of soda fountains? Would you consider the installing of a fountain good business in a grocery?—Robert Kirby, Sarnia.

Answer—Account Collectors—The Border Cities' Retail Merchants' Association have established a very effective collection system. They could probably assist you in Windsor and Walkerville—write the secretary, Thomas Roy. For London, Ont. collections, address W. Forsythe, the Collection Bureau, Dominion Bank Bldg., London. Soda fountain equipment manufacturers—Fletcher Manufacturing Co., 29-41 Hayter St.; J. J. McLaughlin, Toronto and Edmonton; The Liquid Carbonic Company, 70 King St. W., Toronto.

As to the wisdom of installing such equipment; it is difficult to judge in the matter without a knowledge of all the conditions.

We would judge it to be a good move as most moves are good that bring customers under the influence of the store.

BUSINESS PROFIT TAX

Will you give me the details of the Business Profit Tax—I noticed first regarding it in our item in **CANADIAN GROCER**—Thomas Jones, Maple Lake, Ont.

Will you kindly give me all information re Business War Tax. The only item I saw concerning same, was in your Enquiry Department of Dec. 27, 1919.—H. Pushinsky, Shallow Lake.

Answer—See article in this issue giving the salient points of the Business Profit Tax and the Income Tax.

ADDRESS OF FINANCE MINISTER

Give me forms, if any to be had, for financial statement of stock inventory, also give address of Finance Minister.—P. A. Barr, Gooderham, Ont.

Answer—We have no such forms available. The address of the Finance Minister is The Hon. Sir Thomas White, Dept. of Finance, Ottawa.

BOOKS ON WINDOW DRESSING

Can you give me the names of some books on window dressing, their cost and where they can be procured?—R. Boivin, St. Roch, Quebec.

Answer—The following are some useful books on window trimming:—"One Hundred Easy Window trims"—\$1.00. "Show Window Backgrounds" (a new book on the subject)—\$1.50. "The Art of Decorating Show Windows and Interiors"—\$3.50. The books may be obtained from the Technical Book Dept. of the MacLean Publishing Co., Toronto, and the prices quoted are post paid.

MARKET FOR HIDES AND OTHER GOODS

Will you kindly inform me where I can find a market for calf hides, cow hides, horse hides, deerskins, old rubbers and car tires, wool, woolen rags, beef, pork, mutton, chicken, eggs, potatoes?—J. D. Giberson, Plaster Rock, N.B.

Answer—With regard to your enquiry as

to where you can dispose of certain products, we believe that you will find a market as follows:—

Calf hides, cow hides, horse hides, deer-skin: E. T. Carter & Co., Toronto; J. I. Goodhue & Co., Danville, Que.; C. S. Hyman & Co., London, Ont.; John Kimble & Son, St. John, N.B.; C. H. Peter Sons, St. John, N.B.; Francis Labreque, Quebec, Que.; F. Canac Marquis, Quebec, Que.

Old rubbers and car tires: Canadian Consolidated Rubber Co., Montreal; Dunlop Tire & Rubber Goods Co. of Toronto; Rubber Regenerating Company of Canada, Montreal.

Wool: Dominion Fibre Co., Ont.; Dominion Woolstock Mills, Toronto; Otto Homouth, Preston, Ont.; B. Leckie & Co., Stratford; Montreal Woolstock Co., Montreal.

Woolen rags: J. N. Walker & Co., Montreal; H. J. Garson & Co., St. John, N.B.

Beef, pork, mutton, chickens and eggs; Wilford C. Day, Main St.; T. Collins & Co., North Market St.; Slocum and Ferris, City Market; A. F. Kierstead, Chesley St.; O. S. Dykeman, Simonds St.; A. L. Goodwin, Germain St., all of St. John, N.B. would be able to handle these goods for you or advise you as to a satisfactory market.

Potatoes: A. A. McKinnon Co., Wm. Patterson & Co., Toronto.

BRITISH GOVERNMENT RESUMES CERTAIN EXPORT AND IMPORT RESTRICTIONS

The British Government announces that a general license has been issued to permit the importation of any quantity of coffee and tobacco, manufactured or unmanufactured, including cigars and cigarettes.

On January 9 a general license will be issued for the exportation of the following goods, among others, to all non-European destinations: Adhesive containing no more than 25 per cent. starch or other cereal substance; mango chutney, tomato chutney, and tomato ketchup.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta, Jan. 22.—A car of Washington fresh eggs is expected this week and price will be around \$25 a case. Local new laids are \$21. Squirrel peanut butter took a decided drop of 40c a dozen on 1s. Slight advances are recorded on Cow-brand soda, Holbrook's sauce and Goblin soap. Sockeye salmon ½s are quoted at \$18.50 and \$19. Standard peas, 2s, \$3.40 and \$3.50. Strawberries, 2s are \$8.10 to \$8.75. Local potatoes stiffening somewhat and are now quoted at from \$33 to \$36 a ton. Small lots of honey, mostly from Ontario are arriving. Shipment of American honey due soon.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi		12 00
Beans, Calif. Lima, med.		0 15½
Beans, B.C.	10 50	
Do., large	0 20	
Flour, 98s, per bbl.	10 50	
Rye flour, 49s, per bbl.	11 20	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 25	4 35
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	27 50	29 50
Butter, creamery, lb.		0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		18 30
Eggs, new-laid, case		21 00
Eggs, No. 1 storage, case		17 00
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gal's., Ontario, case		2 85
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	19 00
Potatoes, per ton	33 00	36 00
Oranges, navel	6 00	8 00
Oranges, Florida		
Lemons, case	7 00	7 50
Grapefruit	5 50	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 22—Business is reported good for this time of year. Markets show little change though some lines have advanced somewhat. Coffee in staple lines has advanced from 2c to

10c a pound. Increased demand in Europe with better shipping facilities is given as reason. Chocolate nut bars, it is stated will again be on the market at 5c each despite a slight advance in chocolate and cocoa. Nut bars have dropped 10c on the dozen. Small white beans are much lower at \$5.60 per bushel. Limas are down to 14c. Washington apples show a marked increase, being quoted from \$2.90 to \$3.00 per box.

Beans, small white Japans, bu.	5 60
Beans, Lima, per lb.	0 14
Flour, standard, 98s	5 45
Rolled oats, bails	4 35
Rice, Siam, cwt.	8 75
Sago, lb.	0 13
Tapioca, lb.	0 15
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 53
Lard, pure, 3s, per case	18 80
Bacon, lb.	0 47
Eggs, new-laid	0 75
Eggs, storage	0 65
Pineapples, case	5 75
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 50
Peas, 2s, standard case	3 75
Apples, gal., Ontario	2 60
Apples, evaporated, per lb.	0 18
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Pears, Washington, box	4 00
Grapefruit	6 00
Cranberries, bbl.	15 00
Florida oranges	6 50
California oranges	10 00
Pineapples	5 75
Cranberries, bbl.	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., January 22.—Changes this week all show a downward tendency. Mild weather and consequent greater production is marked by a sharp drop in eggs, fresh 65c, case 55c. American pork \$57 to \$62. Onions, \$1.75 to \$2. California oranges \$6 to \$8. Effort to lighten stocks leads to lower molasses prices. Beans are easier, white are quoted per bushel at \$6 to \$6.50. Large quantity hams and bacon ex wrecked Corinthian offering here 32c, but packing house quotations remain unchanged.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	12 65	
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	0 65	
Eggs, case	0 55	
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 50	0 52

Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	57 00	62 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	1 75	2 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 00
Oranges, Florida	7 50	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

GENERAL WEEKLY MARKET REPORTS

(Continued from page 40)

ence will more largely have to be placed on oats and barley, which farmers can have chopped up at local mills.

The decision arrived at in regard to bran and shorts at the conference in Ottawa last week was that present basis of selling would be maintained.

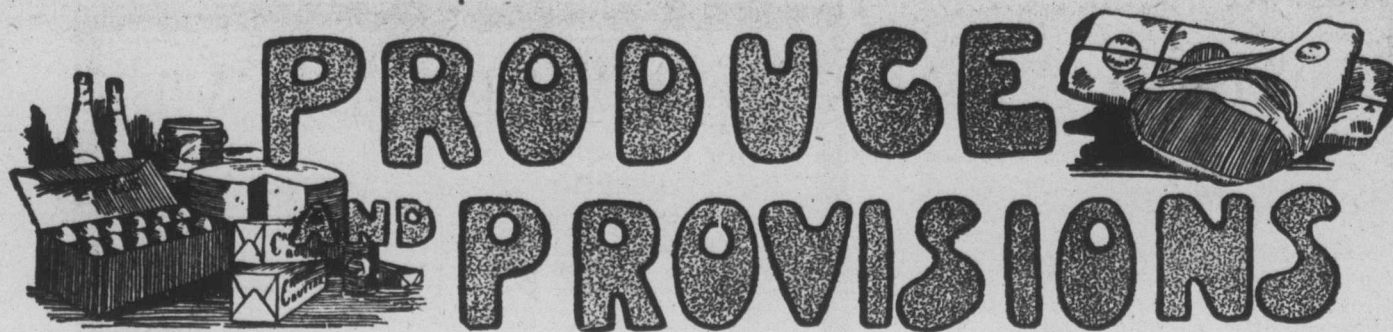
	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Cornmeal Lower; Markets Uncertain

Toronto. CEREALS.—Prices on cornmeal have declined slightly this week, following the downward trend of the grain market. It is very hard to say just what the market is these days. The grain markets have sagged, then advanced and repeated the process until the trade is in a state of uncertainty as to what to expect. There is only a fair amount of business being done, immediate requirements only being contracted for. Split peas, 98s, are being quoted at \$6.25 per bag in some quarters.

	Single Bag Lots	
	P.o.b. Toronto	
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 75
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 85	5 25
Oat Flour	5 50	6 20
Potato Flour, lb.		0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 06½	0 07½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.



PRODUCE AND PROVISIONS

Ask Preference for Canadian Bacon

Curtailment of British Business Would Cut Production of Packing Plants to a Quarter and be a Serious Blow to the Hog-raising Industry—British Market at the Worst Only Withdrawn for Few Weeks

THE situation in the packing industry, owing to the curtailment of British orders, remains very serious. Pressure is being brought to bear on the British Government in an endeavor to have them withdraw restrictions, or at least to maintain percentage of the former purchases. It depends now on whether the British Government can be brought to realize how serious an effect this sudden curtailment of business will have on this important industry, and as to whether any relief will be accorded. There is a feeling among the officials of some of the plants that some such action will be taken, but it is generally admitted that if the British Government does not assist in this way that the temporary closing of the packing plants, or a very large reduction in their output will have to be considered.

As the matter now stands, the British Government has on hand 15 to 20 weeks' supply of American bacon, a quality of bacon that does not find a ready market in Britain. To find it a market the Government is shutting off all purchases of Canadian bacon and prohibiting the exportation of Canadian bacon on domestic account until this surplus is consumed.

British Market Closed Against American as Well as Canadian Stocks

The daily newspaper statements that Herbert Hoover, the American food controller, was gathering in the business for American firms at the expense of the Canadian packers is lacking something of the truth. As a matter of fact the British market is closed against the American packer as firmly as against the Canadian. Indeed the stocks on hand that are causing the difficulty are entirely American stocks, held because they are a grade of goods not readily marketable on the British market. Canadian bacons have reached the British market and have been readily disposed of since the American stocks were purchased, and it is in a measure the unsaleability of these American goods, which are too highly cured and salty for the English trade, that is occasioning the difficulties. The British Government

is taking the simple expedient of closing the market against more favored goods in order to force a sale.

European Business for U. S. Packers

While this is so, it is also unquestionably a fact that Herbert Hoover is doing big things for the American packers, but it is not in British business, but in general European business, notably French and Italian. This is a business that wants a fat, heavy bacon that is produced by the heavy hogs developed in the United States. It is the natural market for these products, but it is not the natural market for the finer product of the lighter hogs of the Canadian trade. As a result the Canadian trade must turn more or less definitely to the British trade.

Domestic Consumption Less Than Quarter

When it is realized that something less than a quarter of the pork products of the Canadian packing plants is used for domestic consumption, it will be realized how serious an item even the temporary cessation of this export business will be. It is not so much that the packing plants will lose on products they have in storage. That is a chance of business that they have probably discounted, but it will mean that unless some relief is accorded these plants will have to materially curtail their production. In any case it will mean that the hog producer will lose the largest market he has, and that hog prices will materially decline.

No Facilities For Storage

There are unquestionably comparatively heavy stocks already on hand, and bacon is a perishable product. It will not be possible to hold over these stocks for a reopening export business. Moreover, the Canadian packing plant is not equipped for storing stocks. They do business on a quick turnover basis, and plants are arranged for the shipment of products practically as soon as they are processed. It would not be possible therefore, even were the packers so disposed to continue production on the present plane, in the hope of finding a market later, to continue production at

its present level if immediate export business were withdrawn.

If the worst should come, there will be in all probability a curtailment in the output of the pork department of the packing plants for perhaps two months. After that time, orders, it is expected, would be coming forward for delivery a month later.

Asking for Preference on British Trade

It is generally hoped, however, and fairly confidently believed, that this serious conditions of affairs will be averted. The Canadian Government is doing everything possible to remedy matters. That these are precautions that might possibly have been more effectively taken some time ago, is of no moment now. The important point is that these efforts are being made to have the British Government give preference to the Canadian packing concerns over American packers. If this is done it is generally conceded that there will be ample business available to maintain the industry at its present high pitch of activity. Possibly some slight curtailments will be necessary in order to move the surplus stocks at present on hand, but at least there would be enough to protect the industry from any serious setback. This is the course that is generally expected will ultimately prevail.

At present shipments of livestock are very heavy, producers are anxious to get their hogs to market before any decline takes place. This action is naturally having a somewhat disturbing effect on the market. The best course at the moment would, of course, be for the producer to await developments, and for the present discontinue shipments.

No Likelihood of Canadian Hogs Finding Market in U. S.

The fear that is expressed in the daily press that the \$17.50 figure set in the United States would divert Canadian hogs across the line, is not particularly well founded. The set price runs out the end of January and a new price will be set by a convention meeting in Chicago at that time. It may be that this price may not be maintained. It is also more

than likely if it is so, and if Canadian prices should be lower, then restrictions would be immediately imposed on the import of Canadian hogs. The United States has a large production, and Mr. Hoover will be hard put to it to find a market for the American production.

While the daily press have been clamoring so loudly against the huge business being done by these concerns, they have neglected to notice that this large business has enabled the packer to keep prices anywhere within reason. The curtailment of this business could only have the effect of increasing the costs of production, and by so doing offset the advantage of lower hog prices and the possible advantage to the consumer of a domestic market over supplied. While it is possible that some declines may still result, as they have already resulted from this curtailment of export business, there is little likelihood of any marked declines. Production costs would merely have to be borne by one quarter of the normal production instead of the whole burden of business.

GROCER SHOULD SELL MUCH COD-FISH NEXT WEEK

The Publicity Committee of the Canadian Fisheries Association has been very active in an effort to stimulate, this week and next, a greater consumption of codfish. Under the direction of J. A. Paulhus, chairman of this committee, a great deal of consumer advertising has been arranged for and wide publicity is being given the advantages of this fish as an article of diet. Posters and other varied advertising matter have been arranged for distribution in Montreal, Quebec, Sherbrooke, Ottawa, Toronto and other points, and there are many reasons why the campaign should be successful.

Many Varieties There

From the grocer's standpoint, he should be a logical distributor of fish of this nature. For, with the same available in frozen, fresh, salted, dried, boneless and prepared forms, there is a variety which enables the grocer to offer his patrons that particular choice they may feel inclined to make.

Care should be exercised to make the stock of fish as attractive as possible and there ought to be no difficulty in this respect. When a case of fish is received open it and have a glass cover arranged fit the box. This may be placed near the front of the store, in case of the prepared, boneless, dried or salted varieties and it is sure to meet with a big sale. The idea is to keep it attractive and wholesome-looking. Display is so essential that its importance cannot be too much emphasized.

Production 200,000,000 Lbs.

The immense total production of 200,000,000 pounds of codfish annually serves to indicate how great a business it is possible to develop from this one line of fish alone. The greater part of this huge total is shipped to the United States. Canada could consume much more and

when the food value is considered for the moderate outlay required, it is unfortunate that more of this fish is not now consumed. Most of the supply goes to the Southern United States market in dried form.

The average price of codfish to-day, as so generally advertised in many parts of the country, is around ten cents per pound. At this price the grocer may make a fair margin of profit and if his selling effort is hooked up with that already undertaken in the press, there ought to be a great deal of larger business for this one line. For game and meat are very high in price, and an alternate diet in any case will result in benefit to the consumer.

Are you getting all the fish business possible? Some are selling more fish every week and the grocer can handle this to advantage and make a reasonably good profit.

TRADE COMMISSIONER TO FOSTER EXPORT MEAT TRADE

The prohibition on the export of bacon to the British Isles has aroused the Canadian Government to the very serious possibilities of any such curtailment, and while it is hoped that something may

yet be done to change the attitude of the British Government in this matter, it was decided at a meeting of the representatives of the packing interests and the Government held in Ottawa on Monday that it was imperative that Canada should have a commissioner overseas to look after Canadian interests in securing such business as may be available.

This commissioner will be charged with the task of making it very plain to the British Government how imperative it is for the Canadian industry that this market be left open to Canadian trade, and to look after Canadian interests in the event of any change occurring in the conditions that caused the temporary embargo.

The choice, it is understood, lies between J. H. Gridale, Acting Deputy Minister of Agriculture, and H. B. Thomson, Food Controller, and a member of the Canadian Trade Commission.

The serious situation with which the packing industry is faced at the moment has drawn forcibly to their attention the necessity of finding an opening for their products on the European market proper. In part this will also be the work of the commissioner to be appointed.

Prices Without Frills On!

Our prices are plainly marked down. We don't ask you to purchase other goods to enable you to buy our specials.

GROCERIES

Flour — Royal Standard,
Five Roses, Robin Hood.
49-lb. sack **\$2.85**
Why buy unknown brands?

Cream—Maple Leaf, Pacific,
Sylvan Glen.
Large tins **10c**
Buttercup,
3 tins **25c**

Rye Flour,
10 lbs. **70c**

Laundry Soap, pkt. of
6 bars **19c**

Jams—In Strawberry, Raspberry,
Apricot, Black Currant. Guaranteed
pure; 2-lb. tins **35c**

Blue Ribbon Tea,
per lb. **51c**

New Zealand Butter—Just received
a fresh shipment. Per lb. **54c**

Mince Meat, home
made, per lb. **16c**

MEATS

Brisket Point Boiling
Beef, per lb. **20½c**

T-Bone Steak,
per lb. **34½c**

Wing Ribbed Roast,
per lb. **27½c**

Thin Bone Sirloin
Roast, per lb. **28½c**

Small Veal Roast,
per lb. **28½c**

Veal Steaks,
per lb. **27½c**

Small Hearts,
per lb. **15c**

Chuck Rib Roast,
per lb. **25½c**

Small Veal Roast,
per lb. **28½c**

Sirloin Steak,
per lb. **33½c**

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The MONEY SAVERS.

Canada Food Board
License No. 8-7559
License No. 8-5 '19

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52 Lonsdale Ave., N. Van.
*New Westminster, two
stores*

An effective type of meat and grocery advertising used by a Vancouver, B.C., firm.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 21.—Provision markets have undergone much revision this week, following the conditions reported last week as obtaining on pork and pork products. There have been a number of declines on pork, live and dressed, and on the various kindred dressed and cured meats. Lard is lower and margarine a little quieter this week. There has been no change in shortening. Butter has firmed again to the extent of a cent per pound. Cheese, too, is very firm and has advanced. New-laid eggs are much lower, and storage poultry is firmer, and activity is reported. Fish markets are somewhat easier, and the conditions a bit unsettled.

Hog Products Down; Calves Are High

Montreal.
FRESH MEATS.—Hogs and hog products have reflected the effects of the news regarding export of these lines, and the markets are much easier. Live hogs are quoted as low as \$17.50, although most sales were made at \$17.75 early in the week. Dressed are selling at \$22 to \$25.50, according to the weight and quality. Fresh meats are ruling at a fairer range in price, and business is generally good.

FRESH MEATS			
Hogs, Dressed—			
Abattoir killed, small	\$25 00	\$25 50	
Sows	21 50	22 00	
Hogs (country dressed)	22 50	23 00	
Hogs, live	17 50	17 75	
Fresh Pork—			
Leg of pork	0 32		
Loins	0 36½	0 37	
Tenderloin, lb.	0 42	0 44½	
Spare ribs	0 20		
Trimmed shoulders		0 27½	
Fresh Beef—			
(Steers and Heifers)		(Cows)	
\$0 22 \$0 28	Hind quarters	\$0 20 \$0 25	
0 14 0 18	Front quarters	0 14 0 16	
0 28 0 35	Loins	0 25 0 28	
0 20 0 26	Ribs	0 20 0 24	
0 15 0 17	Chucks	0 14 0 16	
3 22 0 26	Hips	0 17 0 22	
Calves (as to grade)		0 27 0 26	
Lambs—fresh killed		0 26 0 28	
Do., frozen		0 26 0 27	
Sheep		0 20	

Bacon Easier; Salt, Cured Meats

Montreal.
CURED MEATS.—Bacon has been reduced in price, and according to the quality is selling at 40 to 45c per pound. Dry salt meats and various cured meats are also revised downward in accordance with the general tendencies for these lines. Barrel pork is lower in the various varieties.

CURED MEATS			
Hams—			
Medium, smoked, per lb.—			
(Weights) 10-16 lbs.		0 36	
16-20 lbs.		0 36	
20-35 lbs.		0 34	
Bacon—			
Plain	0 43	0 44	
Boneless, per lb.	0 46	0 47	
Breakfast, per lb. (as to qual.)	0 40	0 45	
Roll, per lb.	0 33½	0 34½	
Dry Salt Meats—			
Long clear bacon, ton lots	0 28	0 28½	

Long clear bacon, small lots	0 28½	0 29
Fat backs, lb.	0 29½	0 30
Barrel Pork—		
Canadian short cut (bbl.)	\$54 00	
Clear fat backs (bbl.)	58 00	
Short cut clear pork (bbl.)	52 00	54 00
Heavy mess pork (bbl.)	51 00	
Bean pork (bbl.)	49 00	

Head Cheese 14c; Roast Ham Lower

Montreal.
COOKED MEATS.—More favorable prices are available this week on cooked meats, and this applies to headcheese and to hams and shoulders, roasted. The tendencies are easier, of course, with the lower markets obtaining for pork products, and prices as found below will represent the conditions as to price in this market.

COOKED MEATS			
Head cheese		0 15	
Meat loaf with macaroni and cheese, lb.		0 29	
Choice jellied ox tongue		0 48	
Ham and tongue, lb.		0 32	
Veal and tongue		0 25	
Hams, roast	0 51	0 55	
Shoulders, roast	0 46	0 50	
Shoulders, boiled		0 44	

Lard Less by ½c; Supply is Light

Montreal.
LARD.—While there has been a reduction in the quotations for lard, this is purely in sympathy with the hog markets. The supplies are in no wise heavy, these being really on the light side. Seasonable demand is characteristic in this market:

Lard, pure—			
Tierces, 400 lbs., per lb.	0 29	0 29½	
Tubs, 50 lbs.	0 29¼	0 29½	
Pails, 20 lbs., per lb.	0 29½	0 29¾	
Bricks, 1 lb., per lb.	0 30½	0 30¾	

No Change in Shortening; Some Sale

Montreal.
SHORTENING.—While there is a fair amount of business at steady and unchanged prices, the volume of trade is not excessive. Stocks are ample for the requirements of the trade here and in the country.

Shortening—			
Tierces, 400 lbs., per lb.	0 25½	0 25¾	
Tubs, 50 lbs.	0 25¾	0 26	
Pails, 20 lbs., per lb.	0 26	0 26¼	
Bricks, 1 lb., per lb.	0 27	0 28¼	

Margarine Holds; Sale is Fair

Montreal.
MARGARINE.—There is little new in this commodity here. Cold weather appears to be best suited to a stimulated demand on this product and the weather conditions have been anything but satisfactory. Sales are made on an unchanged basis.

Margarine—			
Prints, according to quality, lb.	0 32	0 34	
Tubs, according to quality, lb.		0 30	

Butter Moves Up; In Steady Demand

Montreal.
BUTTER.—The butter market has firmed and best creamery is up one cent per pound. There has been a steady market and the consumption continues on a fairly heavy basis. There is little indication of prices ruling easier at present.

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

Cheese Goes Up; Is Very Active

Montreal.
CHEESE.—Advances of from ½c to 2c per pound have been made for cheese, according to the grade and size. There is a very active demand locally and the trade is seasonably excellent. With so heavy an export all season there is naturally no great amount left at this point, and the market is therefore likely to rule high under the present activity.

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

New Laid Down; Storage Eggs Up

Montreal.
EGGS.—The feature this week is that of an advance for storage eggs and of a decline for new-laid. The latter are much easier to obtain and declines may be looked for still, if weather conditions remain so favorable. The Chicago market has been much more favorable, but it is not possible as yet to import and pay charges from there and sell at the quotations now made. Demand is good.

New-laid	0 68	0 70
Selects	0 57	0 58
No. 1	0 53	0 54

Broilers Up 5c; Poultry Scarcer

Montreal.
POULTRY.—While there is a very active demand for storage poultry, the receipts from the country are much lighter, supplies coming to hand last

week being decidedly small. Broilers have gone up 5c per pound, and also ducks, while a revision has been made in grading fowls. The range of quotations for turkeys has narrowed somewhat.

Chickens, roast (3-5 lbs.)	Dressed	\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 45
DUCKS—		
Brome Lake		0 47
Young Domestic		0 40
Turkeys (old toms), lb.		0 43
Turkeys (young)		0 45
Geese		0 30
Old fowls		0 36
Large		0 32
Small		0 30

Fresh Cod Less; Herrings Also

Montreal.
FISH.—Lower prices obtain for cod and also for herrings. Pike are steady and firm, for supplies are not so large as in the fishing season. Herrings, pickled, are down to \$13 per barrel. Stocks are in good shape generally, although tom cods and smelts are scarce. Trade in oysters, prawns, lobsters, and scallops is quiet.

FRESH FISH		
Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08½	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

ONTARIO MARKETS

TORONTO, January 22.—Lower prices have been reached on fresh cuts of pork, hams and bacon as a result of the downward trend on live hogs which developed last week. A measure of uncertainty still hovers over the operations of the packers inasmuch as what export there may be is still unknown. Lard is ruling quite steadily, and shortening records no change. Cheese is very firm, and storage eggs are in a similar position, with supplies of both items short. Butter is moving out freely, and the market is well maintained. Business is generally considered good.

Marking Time Now Buyers' Attitude

Toronto.
FRESH MEATS.—Throughout the trade a "wait and see" attitude has been forced on the buyers through the uncertainty governing the markets overseas for the various products. Indications seem to be that the price of hogs may sag to \$16.00 per cwt., fed and watered basis, and some reductions in the prices of cattle developed early in the week. Negotiations are under way to see what may be expected in the development of export business for surplus production and until some news is forthcoming as to the success or otherwise of these negotiations there will be comparative quiet ruling.

Fresh pork shows some slight reductions in line with the lower basis on hogs, quotations for the week being shown below. There is little change in beef. The demand from the retail trade is very fair, though only immediate requirements are being contracted for.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.		\$25 00
Live, off cars, per cwt.		
Live, fed and watered, per cwt.		
Live, f.o.b., per cwt.		

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 12	0 13
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 07½	0 08

SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.		\$22 00
Codfish, No. 1, medium, brl., 200 lbs.		21 00
Codfish, No. 2, 200 lb. barrel		19 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes) lb.		0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Pickled Fish—		
Herrings (Scotia) barrel		13 00
Oysters—		
Cape Cod, per barrel		\$15 00
Batouche, per barrel		15 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	2 60
Can No. 3 (Solids)	7 25	7 50
Can No. 5 (Solids)		12 00
Can No. 1 (Selects)		3 00
Can No. 3 (Selects)		8 40
Sundries—		
Crushed Oysters Shell, 100-lbs.		\$1 60
Paper Oyster Pails, ¼-lb. per 100		2 25
Paper Oyster Pails, ½ per 100		1 75

Fresh Pork—
Leg of pork 0 31 0 35
Loins of pork, lb. 0 36 0 37
Tenderloins, lb. 0 40 0 41
Spare Ribs, lb. 0 20
Picnics, lb. 0 23 0 24
New York shoulders, lb. 0 25 0 26
Montreal shoulders, lb. 0 26 0 27
Boston butts, lb. 0 32
Fresh Beef—
Front quarters, lb. 0 16 0 20
Ribs, whole, lb. 0 28 0 32
Ribs, lb. 0 24 0 28
Chucks, lb. 0 15 0 18
Hips, lb. 0 20 0 22
Calves, good, lb. 0 25 0 28
Lamb, whole, lb. 0 27 0 29
Sheep, whole, lb. 0 20 0 21

Lower Prices on Hams and Bacon

Toronto.
PROVISIONS.—A general revising of the prices on hams and bacon to lower levels has developed this week as a result of the declines registered in live hogs. Generally speaking the new basis is about 2c below figures prevailing before. A very good demand is reported and the trade locally seems to be quite satisfactory. Range of quotations now prevailing follow:

CURED MEATS		
Hams—		
Medium	0 36½	0 38
Large, per lb.	0 32	0 33
Bacon—		
Plain		0 46

Trimmed, with rib in	0 46	0 49
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, per lb.	0 40	0 42
Roll, per lb.	0 30	0 32
Wiltshire (smoked sides), lb.	0 35	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 28	0 29
Do., aver. 70-100, lb.	0 26½	0 28
Fat backs, 16-20, lb.		0 30
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	46 00	
Short cut backs, bbl., 100 lbs.	53 00	54 00
Pickled rolls, bbl., 200 lbs.	49 00	52 00

Cooked Meats Holding Steadily

Toronto.
COOKED MEATS.—A steady tone is noticeable in regard to cooked meats and very little change is reported. Choice jellied ox tongue is slightly easier, with other lines firmly held. Range of quotations to-day follows:

COOKED MEATS		
Boiled Hams, lb.		0 51
Head Cheese, 6s, lb.		0 16½
Meat Loaf with Macaroni and Cheese, lb.		0 00
Choice Jellied Ox Tongue, lb.	0 54	0 56
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25
Boiled Hams, lb.		0 51
Hams, roast, without dressing, lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52

Lard Maintains Steady Tone

Toronto.
LARD.—A fairly steady tone is reported in lard. United States markets reveal a pretty even basis on lard and this may be a factor in steadying conditions here. There is only a light demand at present, but there is little fluctuation in prices. Supplies are ample to meet requirements of the trade. Quotations to-day follow:
Lard, tierces, 400 lbs., lb. \$0 27½ \$0 28
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Steadiness in Shortening Market

Toronto.
SHORTENING.—The price on cottonseed oil being fixed there is little prospect of any material fluctuation in price. The undertone to the market is steady, although the movement to the trade is comparatively small. Quotations being made to the trade this week range as follows, tierce basis, per lb.: Easifirst, 26¼c; Domestic, 26 to 26½c; Peerless, 25½ to 26c. Cotasuet, 25½ to 26c. Range for other brands is as follows:
Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1¼-1½c higher than tierces.

Margarine Steady; Slow Sale

Toronto.
MARGARINE.—The market is without special feature this week. Sales are still comparatively small and stocks ample to meet all demands of the trade. Prices are steadily maintained and at unchanged levels.

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Moving Forward Freely

Toronto.

BUTTER.—Activity seems to be the keynote in butter, the demand for both fresh made and storage creamery being very good. Prices have remained at unchanged levels with a firm undertone noticeable. Quotations follow:

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	....
Creamery solids (fresh made)	0 54	....
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb. . . . .	....	0 48

New Laid Eggs Coming Along Very Well

Toronto.

EGGS.—New laid eggs are coming along in better quantities resulting in an easier feeling though this has not yet resulted in a quotable change. Storage stocks are becoming pretty well depleted and will, it is thought, at present rate of sales be soon cleaned up. Quotations range at following levels:

Eggs—		
New-laid, in cartons, doz.	\$0 68	\$0 70
Storage, extras	0 58	0 60
Storage, No. 1, doz.	0 56	0 57
Splits and No. 2, doz.	0 45	0 47

Higher Prices Possible on Cheese

Toronto.

CHEESE.—The continued strength of the market seems capable of developing into a higher range of prices. Stocks are considered pretty small and the demands for export and locally are quite heavy, so that advances may result seems quite within the realm of possibility.

Cheese—		
New, large	0 28½	0 29
Stilton (new) . . . . .	....	0 32
Twins, ¼c lb. higher than large cheese. Triples ¼c higher than large cheese.	....	....

Better Supplies Poultry Coming

Toronto.

POULTRY.—Indications seem to be that supplies of poultry coming to hand have shown some improvement. It is thought this may be only a temporary condition as the receipts generally at this season are quite light. Prices have held without change at following figures:

Prices paid by commission men at Toronto:			
	Live	Dressed	
Ducks, lb.	\$0 28-30 32	\$. . . -30 32	
Geese, lb.	0 15-0 20	0 20-0 25	
Turkeys, old, lb.	0 28-0 30	0 35-0 36	
Do., young, lb.	0 32-0 35	0 38-0 40	
Roosters, lb.	0 20	0 25	
Fowl, 4 to 5 lbs., lb.	0 23-0 25	0 25-0 28	
Fowl, over 5 lbs., lb.	0 26-0 30	0 28-0 30	
Fowl, under 4 lbs., lb.	0 17-0 20	0 20-0 23	
Chickens, under 5 lbs., lb.	0 23	0 23	
Chickens, over 5 lbs., lb.	0 25	0 30	
Chickens, over 5 lbs., milk fed, lb. . . . .	....	0 32	
Prices quoted to retail trade:			
		Dressed	
Hens, light	\$0 30	\$0 32	
Do., heavy	0 32	0 34	
Chickens, spring	0 33	0 38	
Ducks	0 35	0 40	
Turkeys	0 45	0 46	
Geese	0 25	0 28	

Little Change Recorded in Fish

Toronto.

FISH.—With few exceptions prices are without change this week. Ciscoes are now generally around 16c and trout is steady at 18c per pound. The demand has eased away somewhat, the mild weather being considered a factor in this slackening of business. Supplies are ample. Prices are given herewith:

FRESH SEA FISH			
Cod Steak, lb.	\$0 12	\$0 14	
Do., market, lb.	0 09	0 10	
Haddock, heads on, lb.	0 10	0 11	

SMOKED FISH			
Haddock, lb.	0 10	0 10	
Blotners, 40 Count, box	2 00	2 25	
Cod, smoked, lb.	0 12	0 12	
Ciscoes, lb.	0 16	....
Haddies, chicken	0 12	0 13	

PORK DEMAND STILL STRONG

Frank S. Snyder, head of the United States Food Administration's meat division, said to-day that, despite a hog surplus, he would not recommend abandonment of the price agreement policy when the Hog Committee meets Jan. 28 to consider the price for February.

The present surplus, Mr. Snyder predicted, would turn into a definite deficit this year. He said the pendulum would swing within three months if Europe could get the money and ships to take its requirements.

Herbert Hoover, the United States Food Controller, in a recent cable from London, states:

"Every pound of pork products we can export before next July Europe will need, and as soon as the initial chaos of the sudden economic change from war to armistice can be overcome there will be overdemands. For another month we will be unable to determine what the volume of the task is."

Do., fillets, lb.	0 18	
Do., Finnan, lb.	0 15	
Herring, Kippered, box	1 65	2 75
Shrimps, can . . . . .	....	1 75

FRESH FROZEN SEA FISH			
Cod Steak, lb.	0 09½	0 10	
Do., market, lb.	0 08½	0 09	
Flat Fish, B.C., lb.	0 10	0 11	
Flounders, lb.	0 08	0 10	
Gaspereau, lb.	0 07	0 08	
Haddock, headless, lb.	0 08	0 10	
Do., heads on, lb.	0 09	0 09½	
Do., small, case, 200 lbs., lb.	0 05	0 07	
Halibut, medium, lb.	0 22	0 23	
Do., chicken, lb.	0 21	0 22	
Do., large, lb.	0 21½	0 22	
Herring, lb.	0 07½	0 09	
Mackerel, lb.	0 14	0 16	
Salmon, Cohoe, lb.	0 20	0 22	
Do., Qualla, lb.	0 14	0 15	
Do., Red Spring, lb.	0 24	0 25	
Do., Gaspe, lb.	0 24	0 25	
Smelts, No. 2, lb.	0 10	0 12	
Do., No. 1, lb.	0 17	0 18	
Do., Extra, lb.	0 25	0 26	
Tomeods, lb.	0 05	0 06	

FROZEN LAKE FISH			
Herrings, Lake Superior	0 06	0 07	
Mullets, lb.	0 09	0 10	

Pickarel, lb.	0 14½	0 16
Pike, round, lb.	0 09	0 11
Trout, lb. . . . .	....	0 18
Tulibeas, lb.	0 11	0 12
Whitefish, lb.	0 15	0 16

DRY AND PICKLED FISH			
Cod, Acadia Strip, box	6 50	7 00	
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00	
Do., Acadia Tablets, 2 lb., 12 to crate . . . . .	....	5 25	
Do., Halifax Shredded, box . . . . .	....	2 40	
Herring, Labrador, bbl.	14 00	14 25	
Do., Do., keg	7 00	7 25	
Do., Do., No. 4 size . . . . .	....	5 60	
Do., Do., No. 2 size . . . . .	....	2 90	
Do., Lake, keg	7 25	7 50	
Imperial, 25 lbs., loose, case	3 00	3 50	
Mackerel, salt, 20-lb. kit	4 15	4 50	
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32	
Shrimps, headless, No. 1 size, tin	1 60	1 75	
Do., Do., No. 3 size, tin . . . . .	....	4 20	
Skinless Fish, 100s, lb.	0 15	0 19	
Sea Trout, keg . . . . .	....	12 00	
Whitefish, No. 1, keg	14 50	15 00	
OYSTERS, No. 3 size package			
Do., No. 5 size package . . . . .	....	9 50	
Do., per gallon . . . . .	....	15 50	
Do., per gallon . . . . .	....	3 30	
Shell Oysters, 800 count, bbl. . . . .	....	14 50	
Do., Do., 1,000 count . . . . .	....	18 00	

CALIFORNIA CANNED FRUIT California Canned Fruit Will Be Equal to 1917—Pears Only Light Crop— Stocks Practically Out of Cannery Hands

With the exception of pears, the pack of California canned fruits in 1918 of all varieties will be fully as large as the 1917 pack, according to the statement of Joseph Durney of the Griffith-Durney Company, San Francisco. He points out, however, that for months canners have had little or nothing in any grades of California canned fruits to offer and that they are going into the season of 1919 completely sold out of everything. Furthermore, jobbers' stocks are smaller than they ever have been in the history of the business, he says, because of heavy government demands which resulted in short deliveries to the canners' regular customers. He looks for the government requirements next year to be heavy, but not, of course, so heavy as in 1918.

Mr. Durney believes that while the canners had a good year, the growers were the great beneficiaries of high prices and that the growers secured the long end in the business.

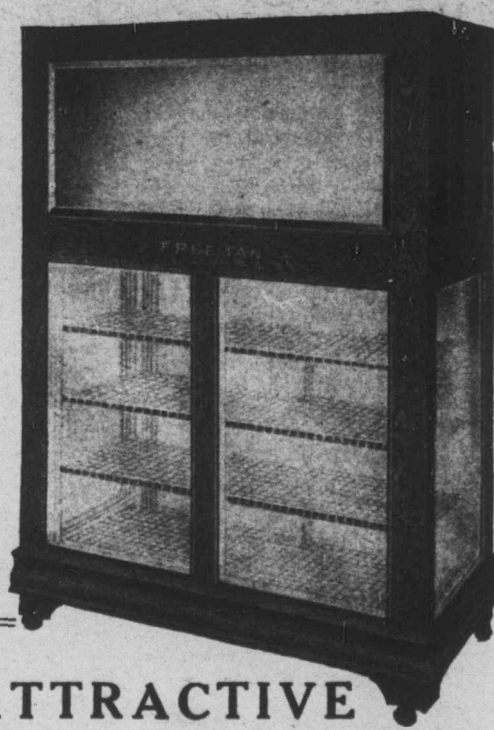
Taken as a whole, the season has been fairly profitable. Everything in the fresh fruit line brought excessively high prices. As an example, apricots that usually sold from \$30 to \$50 per ton were sold at \$70; pears that were sold a year ago for \$30 (the average price being \$40 to \$50) netted the grower anywhere from \$60 to \$75 per ton. Even the canners, who had term contracts with the growers for peaches on a basis of \$25 per ton, were compelled to increase the contract price to offset the excessive cost of labor. Outside of the term contracts, growers received all the way from \$55 to \$75 per ton for their cling peaches. Therefore, I repeat that while the season just closing has been a fairly profitable one to the canner, it has been an exceedingly prosperous one for the grower. It is too soon to estimate the pack, but I judge that, with the exception of pears, the packs of all varieties of fruits will be fully as large as the 1917 pack."

Bacon

"Star" Brand English Breakfast Bacon as sent out by us is the result of over sixty years of experience in the Curing of Good Bacon. It has no superior for delicious quality. Just try it yourself and you will be able to tell your customers so. Made under Government Inspection.

*Let us have your inquiries
and your orders.*

F. W. FEARMAN CO.
LIMITED
HAMILTON



ATTRACTIVE DISPLAY

is one of the main factors in selling goods—so, naturally, a desire for your wares will be created when you display them in
FREEMAN REFRIGERATOR EQUIPMENT

Write for Catalogue.

THE W. A. FREEMAN CO., LTD. HAMILTON, CANADA

RELEG

Pronounce "REAL EGG"



Recommend It

Because it's a real, genuine, substantial egg substitute.

Just three-quarters of a teaspoonful is equal to one egg for baking purposes.

All the preparation necessary is to add one tablespoonful of boiling water.

Let your customers know how economical "Releg" is.

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

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



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service

Windsor
Table
Salt
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED



**“Indian
Chief”
Brand
Clams**

Just the right kind of sea food for you to handle. The kind that will please the customers, the kind that will bring you good profits through repeated sales.

These “Indian Chief” Brand Clams are scientifically packed, the same day they are taken from the clam beds. Thus the freshness is preserved until they are served.

Every Grocer should include this line in his fish department. “Indian Chief” Brand Clams are good sellers in the restaurant trade as well as the ordinary retail.

We will gladly furnish any further particulars.

SHAW & ELLIS
POCOLOGAN, N. B.

License Nos. 1-718, 8-24395.



**You can
guarantee them**

There are no more wholesome or more nourishing fish in the world than these specially selected for

**BRUNSWICK
BRAND**

We select them with care, and we pack them in the most approved sanitary manner so that there is not the slightest possibility of Brunswick Brand Sea Foods ever disappointing the consumer in delicious good quality.

Your wholesaler can supply you any of the following:

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

Connors Bros.

BLACK'S HARBOR N. B.

Canada Food Board License No. 1-603.



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

THE "NEW" MACLEAN'S

Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14 $\frac{1}{4}$ —same size as *The Saturday Evening Post*. This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A sensational article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm -
By Arthur Stringer

The Minx Goes to the Front - - - -
By C. N. and A. M. Williamson

The Three Sapphires - - - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - - -
By Arthur Beverley Baxter

The Intercepting Spark, by Mary Josephine Benson

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MACLEAN'S sells for \$2 a year—should be more. We want you to get acquainted with MACLEAN'S, for we know that after we once introduce you to "Canada's National Magazine" you two are going to be friends for life. So, to make you known to each other, we will accept your subscription now for only six months to start off with. In other words, we want you to "try out" MACLEAN'S, and see for yourself just how good it is!

Don't miss this unusual opportunity. Simply sign the coupon, pin a postal note to it, and mail it to us.

TO-DAY

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The MacLean Publishing Company,
143 University Ave.,
Toronto, Ontario.

I accept your offer. I am enclosing \$1.00 to pay for MACLEAN'S MAGAZINE for six full months. Please start me off with the big January issue.

Name

Address

When Flavor is All Important

as it is in so much of our food, it is surely short-sighted to stock low-grade vanillas. It is easy to train your customers to want the best, especially when the best is the most economical.

Shirriff's True Vanilla

is the real extract of finest Mexican beans. It is 50% stronger than Government requirements, so of course much less is needed to give flavor. Shirriff's have a thirty-year reputation for quality.

Keep Shirriff's displayed on your shelves. If your stock is low, order a fresh case to-day.



Imperial Extract Company - Toronto



Try a Bottle of MARSH'S Yourself

Taste the unequalled excellence of this Pure Concord Beverage. Then you'll feel like recommending it to every customer.

And Marsh's is a good money-maker.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

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

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

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered.

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John Mackay & Co., Limited
BOWMANVILLE, ONT.

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Customers always come back for Royal Acadia—a first purchase convinces them of its unexcelled good Qualities.

Every Grain Pure Cane

Royal Acadia Sugar is put up in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

The Acadia Sugar Refining Co.,
HALIFAX, CANADA Limited



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John Gray & Co., Ltd., Glasgow

Established over a Century

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Agents
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Look for the Macdonald Trade Mark

Every package we ship carries the above Trade Mark—it's your guarantee that the tobacco was manufactured by W. C. Macdonald Reg'd, established over 60 years.

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- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

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Established Over 60 Years

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MONTREAL



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Furnivall Quality

A quality that will attract custom and which will hold your customers.

Our Jams and Marmalades are made from five selected sun-kissed fruits and pure cane sugar.

Your wholesaler can supply you.

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Canada Food Board License No. 14-167

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For
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Every Home Needs Vol-Peek

—Vol-Peek mends all kinds of kitchen utensils, pots, pans, tinware, graniteware, copper, aluminum—it's just like stiff putty—absolutely sanitary—hardens in 2 minutes, and is guaranteed satisfactory. Vol-Peek sells at sight.

—Every home needs it. Write us for sample order. Bright colored stand contains 24 packages for \$2.25. On the market for over 10 years—a guaranteed success. Advertised all over Canada. Sales helps sent with your order. Act now.

From your jobber or

Vol-Peek Mfg. Co.

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Montreal, Can.

CODFISH WEEK

We are receiving quantities of Codfish to supply demand, such as Fresh, Frozen, Salted, Boneless, etc. Also all kinds of seasonable frozen fish, such as Halibut, Salmon, Pickerel, Whitefish, Cod, Trout, Haddock, Herrings and Smelts.

D. HATTON CO.

Established 1874

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Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

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DOMINION CANNERS, LTD.

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

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 25
Plum	2 90
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

	Per doz.
1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
	Per jug.
Gallon Jugs, Aylmer Quality 1 62 1/2	
	Per doz.
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

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

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45
4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 22
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—	
Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 26
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 23
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 25
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 25
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 24
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 25

CHOCOLATE CONFECTIONS

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

6c. LINES

Toronto Prices

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

10c LINES

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

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$0 25
Reindeer Brand, each 48 cans	0 25
Silver Cow, each 48 cans	0 25
Gold Seal, Purity, each 48 cans	0 25
Mayflower Brand, each 48 cans	0 25
Challenge Clover Brand, each 48 cans	0 25

PRUNES

The market of Prunes is in a very strong position. The facts are that the export demand to Europe is incessant, and can hardly be taken care of even at extreme prices. It is said by competent observers that the New York dried fruit market has never been stronger than it is today.

Under these conditions there will be few Prunes brought into Canada, for the laid down cost will be almost prohibitive.

We have a fine line of goods which came in just before New Years, and in the light of the present situation they look very cheap indeed, although they did not look so much so when they arrived. We quote:

Santa Clara	-	50-60	50s	16 1/2
Santa Clara	-	60-70	50s	16
Santa Clara	-	70-80	50s	14 1/2
Santa Clara	-	90-100	50s	11 3/4
Santa Clara	-	100-120	50s	9 3/4

25-lb. Boxes 1/4 higher

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

WAR CONDITIONS

necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.90
2s.	\$9.25
6s.	\$34.75
Lunch Ham—1s.	\$7.40
2s.	\$14.50
Ready Lunch Beef—1s.	\$4.50
2s.	\$9.
English Brawn— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.95
2s.	\$9.90
Boneless Pig's Feet— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.95
2s.	\$9.90
Ready Lunch Veal Loaf— $\frac{1}{2}$ s.	\$2.45
1s.	\$4.45
Ready Lunch, Beef-Ham Loaf— $\frac{1}{2}$ s.	\$2.45
1s.	\$4.45
Ready Lunch Beef Loaf— $\frac{1}{2}$ s.	\$2.45
1s.	\$4.45
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s.	\$2.50
1s.	\$4.50
Geneva Sausage—1s.	\$4.40
2s.	\$9.40
Roast Beef— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.80
2s.	\$9.25
6s.	\$34.75
Roast Mutton— $\frac{1}{2}$ s.	\$7.25
2s.	\$14.50
square cans,	\$48.00
Boiled Mutton— $\frac{1}{2}$ s.	\$7.25
2s.	\$14.50
Boiled Beef—1s.	\$4.80
2s.	\$9.25
6s.	\$34.75
Jellied Veal— $\frac{1}{2}$ s.	\$3.25
1s.	\$4.80
2s.	\$9.25
Cooked Trips—1s.	\$2.90
2s.	\$4.90
Stewed Ox Tail—1s.	\$2.40
2s.	\$4.40
Stewed Kidney—1s.	\$4.40
2s.	\$8.40
Mince Collops— $\frac{1}{2}$ s.	\$1.90
1s.	\$3.85
2s.	\$6.90
Sausage Meat—1s.	\$3.90
2s.	\$7.80
Corn Beef Hash— $\frac{1}{2}$ s.	\$1.90
1s.	\$3.90
2s.	\$7.90
Beef tSeak and Onions— $\frac{1}{2}$ s.	\$2.90
1s.	\$4.90
2s.	\$8.90
Jellied Hocks—2s.	\$9.90
6s.	\$30.00
Irish Stew—1s.	\$2.90
2s.	\$2.90
Cambridge Sausage—1s.	\$4.40
2s.	\$8.40
Boneless Chicken— $\frac{1}{2}$ s.	\$5.90
1s.	\$9.00
Boneless Turkey— $\frac{1}{2}$ s.	\$5.95
1s.	\$9.00
Ox Tongue— $\frac{1}{2}$ s.	\$3.90
1s.	\$8.40
$\frac{1}{2}$ s.	\$13.40
2s.	\$17.20
$\frac{3}{4}$ s.	\$29.70
6s.	\$45.
Lunch Tongue— $\frac{1}{2}$ s.	\$3.90
1s.	\$6.90
2s.	\$15.50
Tongue Lunch—1s.	\$6.75
$\frac{1}{2}$ s.	\$4.45
5s.	\$12.95
Beef Suet—1s.	\$6.40
2s.	\$12.40
Mince Meat (Tins)—1s.	\$2.90
2s.	\$4.00
5s.	\$12.90
Mince Meat (Bulk)—5s.	19c
10s.	18c
25s.	17c
50s.	16c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind.,	\$1.10
1s.	\$1.75
2s.	\$2.55
3s.	\$3.85
With Plain Sauce—Ind.,	\$1
1s.	\$1.65
2s.	\$2.40
3s.	\$3.40
Chateau Brand Concentrated Soups—Celery,	\$1.25
Consommé,	\$1.25
Green Peas,	\$1.25
Julienne,	\$1.25
Mulligatawny,	\$1.45
Mutton Broth,	\$1.25
Ox Tail,	\$1.25
Pea,	\$1.25
Scotch Broth,	\$1.25
Vegetable,	\$1.25
Chicken,	\$1.45
Mock Turtle,	\$1.45
Tomato,	\$1.25
Vermicelli Tomato,	\$1.25
Assorted,	1s.
\$1.35	
Soups and Bouilli,	1s.
\$13.25	

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind.,	90s
1s.	\$1.25
$\frac{1}{2}$ s.	\$1.90
2s.	\$2.30
3s.	\$3.35
6s.	\$12
12s.	\$20
Plain Sauce, Pink Label—Ind.	85c
1s.	\$1.15
$\frac{1}{2}$ s.	\$1.65
2s.	\$1.95
3s (talls),	\$2.95
6s.	\$10
12s.	\$18
Chili Sauce (red and gold label)—Ind.,	90c
1s.	\$1.25
$\frac{1}{2}$ s.	\$1.90
2s.	\$2.30
Vegetarian Baked Beans and Tomato Sauce—2s.	\$2.25
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$2.40
1s.	\$3.40
4s.	\$24
Canadian Boiled Dinner—1s.	\$2.40
2s.	\$5.90
Army Rations—Beef and Vegetables,	1s.
\$3.40	
2s.	\$5.90
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s.	\$1.40
1s.	\$1.90
2s.	\$3.35
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35
Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35
Smoked Vienna Style Sausage— $\frac{1}{2}$ s.	\$2.35
Pate De Foie— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Ind.,	90c
1s.	\$1.25
$\frac{1}{2}$ s.	\$1.90
Plum Pudding— $\frac{1}{2}$ s.	\$2.40
1s.	\$3.90
Potted Beef Ham— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Beef— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Tongue— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Game (Venison)— $\frac{1}{4}$ s.	75c
1s.	\$1.40
Potted Veal— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Potted Meats (Assorted)— $\frac{1}{4}$ s.	80c
$\frac{1}{2}$ s.	\$1.45
Devilled Beef Ham— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Beef— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Devilled Tongue— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Veal— $\frac{1}{4}$ s.	75c
$\frac{1}{2}$ s.	\$1.40
Devilled Meats (Assorted)— $\frac{1}{4}$ s.	80c
$\frac{1}{2}$ s.	\$1.45

In Glass Goods

Fluid Beef Cordial—20 oz. bottle,	\$10
10 oz.	\$5
Ox Tongue— $\frac{1}{2}$ s.	\$14.50
2s.	\$19.70
Lunch Tongue—1s.	\$9.90
Sliced Smoked Beef— $\frac{1}{4}$ s.	\$1.80
$\frac{1}{2}$ s.	\$2.80
1s.	\$3.90
Mince-meat—1s.	\$3.25
Potted Chicken— $\frac{1}{4}$ s.	\$2.40
Ham— $\frac{1}{4}$ s.	\$2.40
Tongue— $\frac{1}{4}$ s.	\$2.40
Venison— $\frac{1}{4}$ s.	\$2.40
Meats, assorted—	\$2.45
Chicken Breast— $\frac{1}{2}$ s.	\$8.90
Tomato Ketchup—8s.	\$2.20
12s.	\$2.75
16s.	\$3.40
Chili Sauce—10 oz.	\$3.25
Spaghetti with Tomato Sauce— $\frac{1}{2}$ s.	\$1.40
1s.	\$1.90
3s.	\$3.30
Peanut Butter— $\frac{1}{4}$ s.	\$1.40
$\frac{1}{2}$ s.	\$1.90
1s.	\$2.30
in pails,	5s.
29c.	
12s.	27c
24s.	26c
26c.	28c.

COLMAN'S OR KEEN'S MUSTARD.

D. S. F., $\frac{1}{4}$ -lb.	Per doz. tins
.....	\$2 80
D. S. F., $\frac{1}{2}$ -lb.	5 80
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	.....

Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 35

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 95
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	69%
40 lbs., 1 lb. pkg., White Glass	10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	10%
100-lb. kegs, No. 1 white	10%
200-lb. bbls., No. 1 white	10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkg.	11%
48 lbs., Silver Gloss, in 6-lb. tin canisters	13%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	13%
100 lbs., kegs, Silver Gloss, large crystals	11%

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.

On a busy Saturday night, which would you rather hand out — an explanation or Gold Dust?

MADE IN CANADA

THE N.K. FAIRBANK COMPANY LIMITED MONTREAL

Let the GOLD DUST TWINS do your work.

The Keenest General Merchant

cannot keep posted on the rapid Grocery Market changes of these days just by comparing travelers' prices. Travelers call less often now. Grocery markets change more often.

General merchants everywhere find in CANADIAN GROCER the early, regular and reliable market information they require.

"I don't know what I would do without CANADIAN GROCER, especially in these days when prices of groceries are changing every week," writes G. H. Thompson, Oil Springs, Ontario. (He has subscribed to CANADIAN GROCER for eighteen years).

"I consider CANADIAN GROCER worth all of \$3.00 and more in these times of changing markets," writes J. A. Quenneville, Desaulniers, Ont.

CANADIAN GROCER will come to you every week with the latest market information, and much more that you can turn into money, if you decide to follow the "lines of action" you see here ready for your signature right now.

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

Send me CANADIAN GROCER, beginning with current issue. I will pay you subscription price, \$3.00 per year, on receipt of bill.

Name.....

Address.....

C.G.

40 lbs., Benson's Enamel,
(cold water), per case.... 3.25
20 lbs. Cases Refined Potato
Flour, 1-lb. pkgs..... .15
Celluloid, 45 cartons, case.. 4.60

Culinary Starch
40 lbs., W. T. Benson & Co.'s
Celebrated Prepared11%
40 lbs. Canada Pure Corn.. .10%
20-lb. Casco Refined Potato
Flour, 1-lb. pkgs..... .20
(20-lb. boxes, 1/4c higher, except
potato flour)

BRANTFORD STARCH
Ontario and Quebec
Laundry Starches—
Canada Laundry\$0.09 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
8-lb. canisters, cs. of 48 lbs. .10 1/2
Barrels, 200 lbs.10
Kegs, 100 lbs.10
Lily White Gloss—
1-lb. fancy carton cases, 30
lbs.11
8 in case12 1/2
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case.12 1/2
Kegs, extra large crystals,
100 lbs.10 1/2
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons,
per case 4.50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

GELATINE
Cox's Instant Powdered Gela-
tine (2-qt. size), per doz... 1.50
Knox Plain Sparkling Gelatine
(2-qt. size), per doz..... 1.75
Acidulated Gelatine
(lemon flavor), 2-qt. size,
per doz. 1.85

SYRUP
THE CANADA STARCH CO.
LTD., CROWN BRAND
CORN SYRUP.

Perfect Seal Jars, 8 lbs., 1
doz. in case\$4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, 1/2 doz. in case.. 5.10
20-lb. tins, 1/4 doz. in case.. 5.05
(Prices in Maritime Provinces 10c
per case higher)
Barrels, about 700 lbs.....\$0.07 1/4
Half bbls., about 350 lbs.... .07 1/2
1/4 bbls., about 175 lbs..... .07 1/4
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28 1/2 lbs. 3.40
5-gal. wooden pails, 65 lbs.. 5.50

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case...\$5.30
5-lb. tins, 1 doz. in case... 5.90
10-lb. tins, 1/2 doz. in case. 5.60
20-lb. tins, 1/4 doz. in case. 5.55

INFANTS' FOOD
MAGOR, SON & CO., LTD.
Robinson's Patent Barley— Dos.
1 lb.\$4.00
1/2 lb. 2.00
Robinson's Patent Groats—
1 lb.\$4.00
1/2 lb. 2.00

NUGGET POLISHES
Dos.
Polish, Black, Tan, Toney Red
and Dark Brown\$1.15
Card Outfits, Black and Tan.. 4.15
Metal Outfits, Black and Tan.. 4.55
Creams, Black and Tan 1.25
White Cleaner 1.25

**IMPERIAL TOBACCO CO. OF
CANADA, LIMITED.**
EMPIRE BRANCH

Black Watch, 10s. lb.\$1.20
Bobs, 12s 1.00
Currency, 12s 1.00
Stag Bar, 8s, boxes 5 lbs... 1.08
Pay Roll, thick bars, 10s... 1.25
Pay Roll, plug, 8s and 6-lb.
caddies 1.25
Shamrock, 98 1/4 cads. 12
lbs., 1/4 cads., 6 lbs..... 1.08
Great West Pouches, 8s, 3-lb.
boxes, 1/2 and 1-lb. lunch
boxes 1.12
Forest and Stream, tins, 10s,
2-lb. cartons 1.50
Forest and Stream, 1/4s, 1/2s,
and 1-lb. tins 1.50
Forest and Stream, 1-lb. glass
humidors 1.75
Master Workman, 8s, 2-lb.
cartons 1.12
Master Workman, bars, 6s,
2/8s, 1/2 butts, 9-lb. boxes,
3 lbs. 1.12
Derby 8s, 4-lb. boxes 1.08
Old Virginia, 12s 1.50
Old Kentucky (bars), 7s,
boxes, 7 lbs. 1.25

WM. H. DUNN, LTD., Montrea.
BABBITS

Soap Powder, case 100 pkgs...\$5.00
Cleanser, case 50 pkgs. 2.50
Cleanser (Kosher) ca. 50 pkgs 2.00
Pure Lye, case of 4 doz. 5.00

JELL-O
Made in Canada.
Assorted case, contains 4 doz. \$4.70
Lemon, contains 2 doz. 2.35
Orange, 2 doz. 2.35
Raspberry, 2 doz. 2.35
Strawberry, 2 doz. 2.35
Chocolate, 2 doz. 2.35
Cherry, 2 doz. 2.35
Vanilla, 2 doz. 2.35
Weight, 8 lbs. to case. Freight rate
second class.

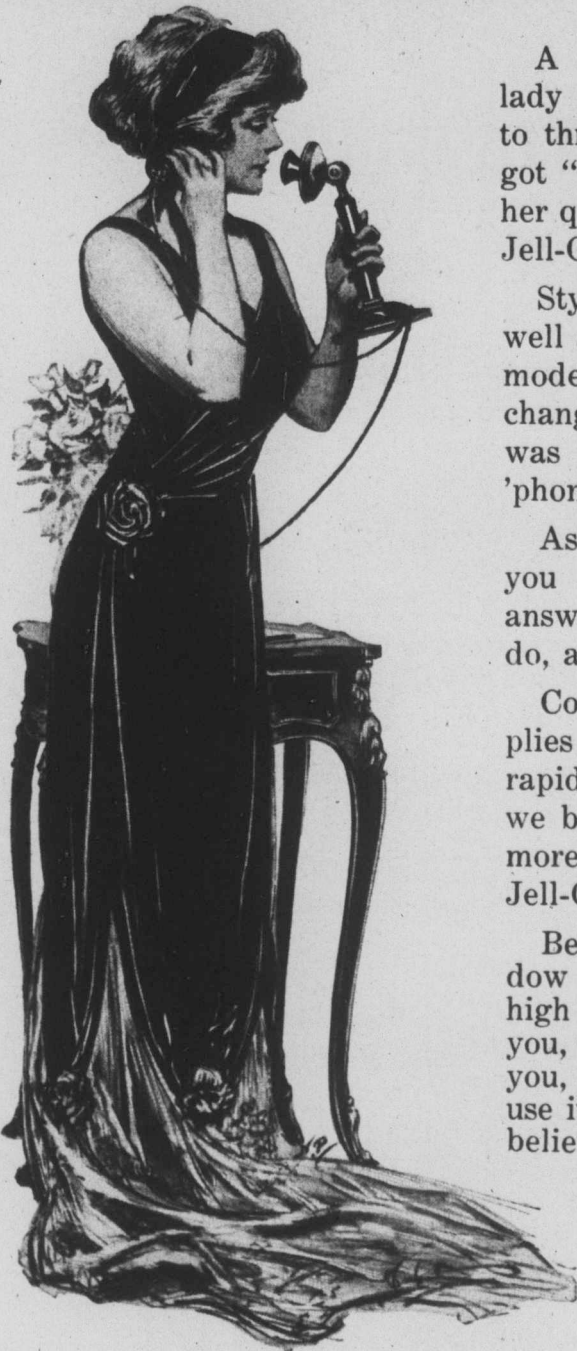
JELL-O ICE CREAM POWDERS
Made in Canada.
Assorted case, contains 2 doz. \$2.35
Chocolate, 2 doz. 2.35
Vanilla, 2 doz. 2.35
Strawberry, 2 doz. 2.35
Lemon, 2 doz. 2.35
Unflavored, 2 doz. 2.35
Weight, 11 lbs. to case. Freight
rate, second class.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

TIMES HAVE CHANGED



A dozen years ago the lady in the picture 'phoned to three grocers before she got "Yes" for an answer to her question, "Have you got Jell-O?"

Styles in grocers' stocks as well as women's gowns and modes of hair dressing have changed since the picture was made when the lady 'phoned first.

Ask any grocer now, "Do you sell Jell-O?" and his answer will be, "You bet I do, as fast as I can get it."

Conditions affecting supplies of raw materials are rapidly growing better, and we believe there will be no more delays in delivering Jell-O to the trade.

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

**THE GENESEE PURE FOOD
COMPANY OF CANADA,
LIMITED**
BRIDGEBURG, ONTARIO

MADE IN CANADA

The Great Business of Selling

MULTIPLYING users of your product, In Canada, the one conspicuous magazine commodity or service—this is your is great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.
Use them for Prestige.

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established Can you name a better? The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

The Financial Post on The Tariff

THE Government is disposed to let the tariff alone during the coming session. This is the advice of THE FINANCIAL POST'S Ottawa representative upon a matter which is to-day very important in the commercial and industrial situation. However, there is one factor for uncertainty. The course of the Government may be changed by political currents; if the low tariff element, which is dominated by Western Canadian sentiment, can make a strong enough case, the 7 1/2 per cent. extra war tax may be removed.

There is just one point to emphasize a fact generally ignored by those who contend for tariff reduction and that is that in Canada the tariff—a tariff which has for years been maintained by both political parties when in power—is primarily a tariff for revenue. The war has increased the country's financial burdens and the need for funds. The weakness of the argument for tariff reduction or free trade is that those who so advocate have no suggestions as to a practical form of direct taxation to supply the necessary money for carrying on the country's affairs.

Besides the important leading article of which the above sentences are a part.

THE POST

THIS WEEK CONTAINS:

- Shipments of Flour Held Up
- Readjustment of Prices Will Come Gradually
- Proposal for French Exhibition Train Should be Able to Supply More of Our Own Needs
- Made-in-Canada Brand Popular With the English
- King Edward Hotel May Pay Dividend \$7,300,000 Issue to Retire Old Tramways Notes
- Labor the Big Factor in Future of Consolidated
- Packers Worked on Small Margin During 1918
- Holdings of U.S. Steel in Canada Being Reduced
- Bank Stocks Still in the Limelight
- Bookkeeping for the Housekeeper
- Keeping an Eye on the Retailer and His Affairs
- Make States' Banking System Like Canada's
- Canada's Railways and State Control
- Fair Business Being Done in Bond Market
- Montreal Bonds Are Now Listed on Exchange
- Fine Showing by Canadian Life Companies
- National Life Moves Forward Conservatively
- Bottoms Are Not Available for Export Trade
- Employers Show Desire to Learn Labor Viewpoint

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

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

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

Name

Address

C.G.



RID-OF-RATS

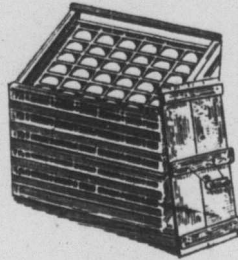
If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

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

EGG CASE FILLERS and EXTRA FLATS


For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St., Montreal, Que.



Oakey's "WELLINGTON" KNIFE POLISH

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


John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

Suit Case Egg Crates

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

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



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

Ask us for

**Wrapping Papers
Twines**

Grocers' Specialties

Butter Tubs and Boxes, Egg Cases
N.B. Egg Carriers

Walter Woods & Co.
Hamilton and Winnipeg

Get a Trial Supply To-day



Winter days are Pneumonia days. Coughs, Colds and LaGrippe are prevalent, and for such Mathieu's Syrup of Tar and Cod Liver Oil is a sure antidote. A little display in your show case or upon your sales counter will bring you good custom in this direction and win for you the increased confidence of your

Besides, the profits on sales are very good.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE :: QUEBEC

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

APPLES

We are now showing some very fine

Boxed Apples

Jonathans
Rome Beauties
Stagman Winesops
Delicious

Properly Graded and Priced.

TRY THEM.

WHITE & CO., LIMITED

*Importers of Fancy Fruits
 and Vegetables*

TORONTO

FISH

LAKE SUPERIOR FROZEN HERRINGS
 SPECIAL PRICE

B. C. Halibut, Redsprings, Cohoe, and
 Qualla Salmon, Atlantic Cod, Herrings,
 Soles, Haddock, Mackerel, Smelts.

FINEST LABRADOR SALT
 HERRINGS

in barrels and half barrels. Finnan
 Haddie and Smoked Cod in 15-lb. boxes.

Fruits and Vegetables

Oranges, Grape-fruit, Apples, Lemons,
 Pears, Cranberries, Potatoes, Onions,
 Cabbage, Carrots, etc.

We can supply you with the best
 obtainable.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151



Custard that Compels Custom

It is the fresh, delicate, creamy
 "home-made" flavour of Freemans
 Devonshire Custard that has made
 it so popular in the British Isles.

Oversea Troops from the Dominion
 who have returned home are bring-
 ing with them many links with the Old Country,
 one of which is a desire to taste again its delicate
 and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very
 profitable line to stock, also it will enable you to push
 your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled
 purity and flavour to the ideal conditions of clean-
 liness under which it is
 manufactured.

Write for trade terms and
 particulars to the
WATFORD MFG., Co., Ltd.
 Delectaland, Watford,
 England:

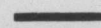


WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

Canada Food Board License No. 14-128

Short of Help? Too Bad!

But labor is scarce everywhere. The young men—most of them—are in khaki. And there you are.

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,300 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
TORONTO

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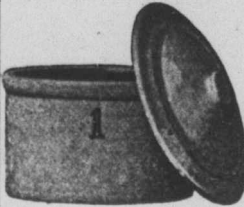
BUYERS' MARKET GUIDE

Latest Editorial Market News



**Overseas
CAKE**

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO



STONEWARE
Buy Now—Butter
Cocks, Jugs,
Churns, Flower
Pots, etc. Ask
for latest cata-
logue.
The Toronto Potter/
Co., Limited
Dominion Bank Bldg.
TORONTO

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

60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar

QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute

All these ads will have
position on a live page
each week containing
reading matter.

BUYERS' DIRECTORY

Revised prices have been issued
by some manufacturers on peanut
butter. The new quotations pro-
vide for a decline. Ample supplies
and lower prices on the nuts are
factors contributing to the lower
scale of quotations.

* * *

The milling situation is to re-
main unchanged for some little
time. The conference at Ottawa
last week resulted in the Govern-
ment ruling that present Govern-
ment standard flour would rule for
some time to come, and that the
present scale of prices on bran and
shorts would be maintained. Many
mills are shut down, owing to an
accumulation of flour, with no mar-
ket to consume capacity produc-
tion, the export having been temp-
orarily stopped. It is expected an-
other three weeks or month will
elapse before there is a possibility
of further export business.

MINCEMEAT

Write, wire or telephone for quota-
tions for prompt or fall delivery.
E. B. THOMPSON
20 Front Street East, Toronto

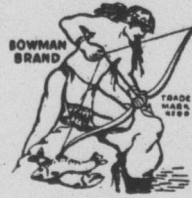
30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in pow-
dered form.

Makes a delicious drink served hot or cold.
Suggest it to your customers for Home
and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to
see us regarding
Salted Lake Herring
in pails, tubs or half
barrels. Write us at
once. Herring any
quantity our speci-
alty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best
**FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER**
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"

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

MANTLES
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

SALT

All Grades. - Carloads.
THE DOMINION SALT CO., LTD.
Manufacturers and Shippers
SARNIA :: :: :: ONTARIO

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

WANTED TO PURCHASE—TOTAL ADDING, detailed printing slip. Cash Register for Grocery Store. State price and description. Box 474, Canadian Grocer.

SALESMAN WITH A GOOD GROCERY CON-nection in Alberta and British Columbia at present travelling for an Alberta firm, desires a change. Box 482, Canadian Grocer, Toronto, Ont.

TO MANUFACTURERS—WE CAN SUCCESS-fully handle one or two sole distributing agencies for approved articles for Pacific Coast. Particulars to Direct Supply Association, Victoria, B.C.

WANTED—MEN WITH GENERAL STORE experience as commissary clerks in railroad and construction camps. \$50.00, \$100.00 per month with board. Apply in writing to Crawley & McCracken Company, Limited, 425 Power Bldg., Montreal, Que.

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

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE
E-PULLAN TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FOR SALE

EMPTY BAGS FOR SALE
EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. \$7,000. 168 Lamb Avenue, Toronto.

FOR SALE TWO-FIRE BLACK DIAMOND oven in good condition. Apply McKelvey & Birch, Limited, Kingston, Ont.

WELL-ESTABLISHED, UP-TO-DATE GEN-eral store business with Post Office and telephone. No opposition. Modern conveniences. About \$5,000 cash required, terms on the balance arranged. Can recommend to any young man desirous of going into business. Sickness and other interests reasons for selling. In the centre of a great farming region, Saskatchewan; point lots of scope for the future. Owner might consider an active partner with \$5,000 cash to be invested in the business, which would eliminate salary expenses and be able to take active interest in the business. Owner has other interests in district. No agents, deal direct with owner. Reply in first instance. Box 480, Canadian Grocer, Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

**SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS**

CANADIAN GROCER



Products that give customers confidence in your store

TRANSIENT trade is very well in its way. It all helps. But what you like to see most is the same customers coming back to your store again and again.

You can ensure this in two ways: (1) By giving good, efficient service, and (2) By selling goods that **satisfy** your customers.

This is why dealers are having such success with Davies' Products. Their customers know they are buying food products of the highest quality, and this creates confidence in the store and leads to steady trade and constantly increasing sales.

Davies' Quality Products include:

FRESH MEATS
PORK SAUSAGE
PURE LARD
CANNED MEATS
SMOKED MEATS

WILTSHIRE BACON
"PEERLESS" SHORTENING
DRY SALT MEATS
"GLENGROVE" BUTTER
CARTON EGGS

Etc., Etc.

Are you featuring these trade-winning lines?

THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

Canada Food Board Packers License No. 13-50

You can now offer Your Customers
two varieties of Cooker Brand Package Peas

Cooker Brand Petit Pois

Small, Sweet, Tender

Cooker Brand Marrowfat Peas

Large, Green, Delicious



Grocers who stock and display Cooker Brand Peas will find ample proof of their popularity in the steadily growing demand.

Both varieties are the same in cost—packed 3 doz. to a case—and are sold by all jobbers.

Include a case of each with your next order. And recommend them to your trade for their **delicious and nutritious food value at a minimum of cost.**

Corn for Popping

1918 crop of Cooker Brand Corn for popping is arriving in exceptionally choice condition.

Include a 3 doz. case of this fast-selling winter line with your next order.

For Sale by All Jobbers.

Sales Agents

MacLure & Langley, Limited

TORONTO, WINNIPEG, MONTREAL