

**PAGES  
MISSING**

FEATURING FIXTURES TWENTY YEARS AGO AND NOW

# CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, JANUARY 14th, 1916

No. 2

PRICE **15** CENTS

# PANCAKE



SELF RISING

# FLOUR

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This is an  
Exact Reproduction of the  
**BIG NEW PACKAGE**  
\$1.35 per Doz.

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**TWO FULL POUNDS NET**

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An Unusual  
Opportunity to Increase  
Your Sales

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Send for Attractive  
Window Display

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Send Your Jobber an  
Order To-day

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**White Swan Spices &  
Cereals, Ltd.**

156 Pearl Street TORONTO

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11 x 22 six-color display card  
mailed on application.

*The World's Finest  
Seedless Raisins*  
"IDEAL"—"NOT-A-SEED"

*Grown and Packed in California*

They're ready for your finest  
Christmas trade with their sun-

cured wholesomeness, their fine quality—clean and dry (not  
processed).

These raisins are used in millions of homes and have given  
absolute satisfaction for over twenty years.

*YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM.*

Put up only in this Package.

**AMERICAN VINEYARD COMPANY, Growers and Packers**

**CANADIAN AGENTS:**

Eugene Moore, Toronto, Canada.

Kelly-Douglas Co., Vancouver, B.C.

Nicholson & Bain, Winnipeg, Canada

Universal Importing Co., Montreal, Que.

## A Milling Standard

Uniformity in flour is demanded by the  
housewife. PURITY is milled to the  
highest standard in Canada. This means  
uniformity—satisfaction—economy of  
use—increased trade.

# PURITY FLOUR

More Bread and Better Bread

WESTERN CANADA FLOUR MILLS CO., LIMITED

Millers to the People

**Lantic  
Sugar**

**Lantic  
Sugar**

## How much Sugar did you sell last year?

The per capita consumption of sugar in Canada is something in the neighborhood of eighty-seven pounds. This consumption, multiplied by the number of customers on your books, represents your share of the sugar business. Did you get it last year? If not, we will assume there is room for expansion.

While you are attempting to solve your problem it would be well to bear in mind that there are other things to be considered besides volume.

Quality and reputation of the goods you sell reflects directly on your judgment as a buyer.

Trade-marked articles, such as

# Lantic Sugar

bearing the guarantee of the manufacturer, are always a good investment.

Display Lantic packages on your shelves, in your window, and link up your store with the best selling package sugar on the market.

Put up in 2 and 5 lb. cartons, and 10 and 20 lb. bags.

Write us for a copy of the Lantic Recipe Book. It will show you one of the various mediums we use to create a demand for Lantic packages.

Order through your wholesaler.

**Atlantic Sugar Refineries, Limited**  
**MONTREAL**



# THISTLE BRAND

*Haddies  
Kippered Herring  
Herring and  
Tomato*

Behind the quality of this brand of fish products is more than the salt brine of Old Atlantic and the knowledge of where to catch the best fish.

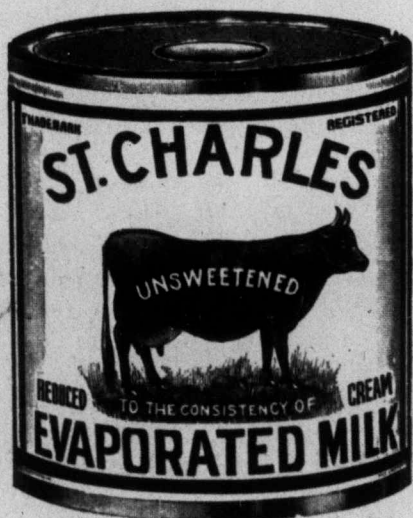
Behind the Thistle Brand is long and unequalled experience in selecting, preparing and packing the best fish—unequalled facilities for handling them fresh from the water, until they are packed ready for shipment. And above all is absolute cleanliness throughout the entire process, a clean factory, cleanly kept utensils and a clean, white-dressed staff supervised by experts who value cleanliness above everything.

This is the key to the success of Thistle Brand Fish for the past thirty years.

*It's your key to bigger Thistle Brand Sales—use it.*

*The Recognized  
Quality Fish  
For More Than  
Thirty Years*

Arthur P. Tippet & Co., *Agents*  
Montreal



## Are you out for a bigger and better business during 1916?

Much of your success, if not all, will depend on the quality and popularity of the lines you handle. You cannot afford to experiment with goods that are practically unknown to the buying public.

### The Borden Products

have been before the public for years, during which time their unbeatable quality and sterling value have popularized them from coast to coast.

Grocers meeting the demand find Borden's a splendid source of profit.

Why not get in line now, and by featuring these reliable lines, lay the foundation of a bigger 1916 turnover?

*Order a stock to-day.*

**Borden Milk Co., Limited**  
 "Leaders of Quality"  
**MONTREAL**

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

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—the tea that strikes the responsive chord in the  
taste of critical Canada

# MELAGAMA

It's the tea that brings the best kind of business—the repeat business of the better trade, because of its super-quality, its truly satisfying flavor.

Its goodness is reflected in the attractiveness of the Melagama package, which helps to close the first sale.

Stock Melagama Tea for bigger 1916 business.

## Minto Bros.

New Address: 284 Church St.

TORONTO

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### You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

### Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other fruits.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

**MADE IN CANADA**



**The Canadian Shredded Wheat Co., Limited**  
Niagara Falls, Ontario

(55-U)

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*There would be more disinfectants and  
deodorants used in homes if they were  
as effective and yet harmless as—*

### CONDY'S FLUID

Much disease could be prevented in your neighborhood if you could get everybody to use Condy's Fluid around their homes.

*It does not contain Permanganate of Potash—This is no substitute for this safe, sure disinfectant which has been used in European homes for over 100 years.*

*Stock up now.*

**Condy & Mitchell, Limited, London, Eng.**

**Sole Agents for Canada:**  
**Harold F. Ritchie Co., Limited, 10-12-14 McCaul St., Toronto**

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# Mr. Grocer Is a Wise Man!

Not a question mark—

He is posted daily by Specialty Salesmen who are specialists in their lines.

These men are sent out to interest the Grocer and for no other reason.

Mr. Grocer gets the inside facts—in the shortest possible time and in the most forceful manner.



Best for Coffee,  
Salads, etc.

Mr. Grocer—He Knows—Backing up the Salesmen of “Canada First” Milk—we will gladly send to those interested in the Canadian Government Bulletin No. 305, which will increase your knowledge of milk facts.



Best for Babies  
Cake, Candies

You will feel proud of “Canada First” Milk as you note *its lead in quality.*

With the knowledge that the Canadian Government Bulletin shows “Canada First” Milk in the lead, is there any other argument?

“Yes—I will push ‘Canada First’ Milk——”

“We knew you would”—a wise decision.

**AYLMER CONDENSED MILK CO., LIMITED**  
**HAMILTON, CANADA**



# Wagstaffes' Celebrated Orange Marmalade

New Season's 1916  
now ready for delivery

Made from the finest Seville  
Oranges and best granulated  
Cane Sugar.

We are supplying the Canadian  
Hospitals in England, also the  
War Office and the Admiralty,  
with our Jams and Marmalade,  
put up in the most up-to-date,  
hygienic Plant in Canada.

Mr. Grocer, it will pay you to push  
**WAGSTAFFES' JAMS and MARMALADE.**

CANADIAN GROCER



In War Time The  
**NAME**

of the goods you buy is as important  
as the **QUALITY**

When You Buy

**CLARK'S**

Pork and Beans, Corned Beef, Ox Tongues,  
Soups, Tomato Ketchup, Spaghetti with  
Tomato Sauce and Cheese, etc., etc. You  
are assured of the very best QUALITY  
and also of the fact that your money  
circulates in

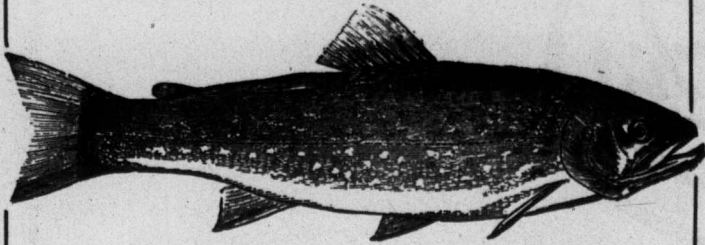
**CANADIAN and BRITISH  
CHANNELS**

**W. CLARK, LTD.**

**MONTREAL**



*Caught in Canadian Waters  
by Canadian Fishermen*



*Processed  
and Packed by  
Canadians.*

*Transported  
by Canadian  
Companies*

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

## Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand 1/4 Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

**CONNORS BROS., LIMITED**  
BLACK'S HARBOR, N.B.



# MENNEN'S TALCUMS

Mennen's  
Borated  
Talcum

Mennen's  
Violet  
Talcum

Mennen's  
Sen Yang  
Powder

Mennen's  
Narangia  
Talcum

Mennen's  
Talcum for  
Men

For a generation Mennen's Borated has been the standard of purity and safety in a Talcum Powder and has merited the endorsement of thousands of doctors, mothers and nurses. The demand for Mennen's is universal. It is extensively advertised, and you will find that the mere display of these Talcums in your store is sufficient to "make a sale."

Selling Agents:

**Harold F. Ritchie & Co., Ltd.**

12-14 McCaul St., TORONTO

Made in Canada by Gerhard Mennen Chemical Co.  
MONTREAL

## CENTURY SALT

**Century salt put the cents in the profits**

Century Salt is not combined with cheap ingredients; the housewife gets full value for her money. Pure Salt goes further and gives infinitely better results.

Century Salt is refined and purified to the last degree. The dealers who handle get the profits.

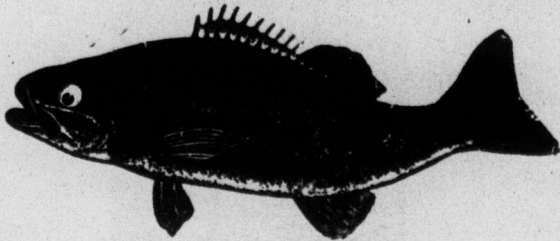
**THE DOMINION SALT CO. LIMITED**  
SARNIA, ONT.



Port Arthur, Ont.

47 William Street  
Montreal, Que.

## Are you handling



### The great economical brain food

Economy is the sign of the times, so now as never before is the time to handle fish.

We have the right goods at the right price.

Fresh water herring, salted and frozen, a specialty.

Ask for a price list.

## J. BOWMAN & CO.

WHOLESALE FISH

26 Duncan Street

TORONTO, ONT.



## Keating's Powder

A regular selling line with the Grocery Trade in Canada. During the past year the sales have increased phenomenally.

There is always an active demand for Keating's for household use, and it is now a regular article of supply for the Military Camps also.

Keep your stock of Keating's well filled. It is put up in carefully wrapped and sealed tins and makes an attractive article for shelf display. It is purely an insecticide—harmless to animal or human life.

Sole Agents for Canada

### Harold F. Ritchie & Company, Limited

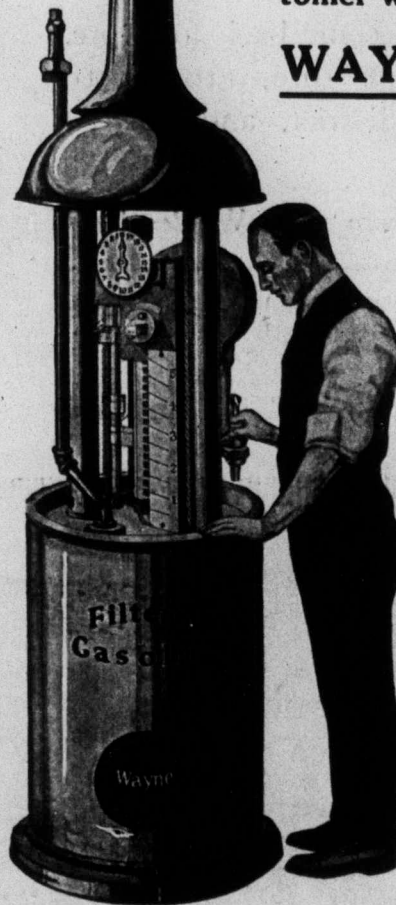
10-12-14 McCaul Street, Toronto



## The Wayne Side- walk Pump

For Gasoline attracts the Trade and keeps it. You never lose a Customer when using a

### WAYNE PUMP



Clean Gasoline  
Filtered Gasoline  
and Correct  
Measure for  
Your Customer

Ask us all about it.

Eastern Agents: C. F. Hobsteln, Montreal, Que. Distributors for Canada: National Equipment Co., Ltd., Toronto. Western Agents: D. J. Austin, Winnipeg, Man.; A. H. N. Kennedy, Medicine Hat, Alta.

### Wayne Oil Tank & Pump Co. Limited

WOODSTOCK, ONT.

Kindly mention this  
paper when writing  
to advertisers.

*That touch of green*

will tickle the palate  
of most tea-drinkers,  
old and young.

The delicious, fine,  
wholesome flavor of

# **JAPAN TEA**

is found only in the leaf,  
native of the Sunny Isle  
of Japan.

The demand is grow-  
ing as a result of this  
flavor, backed by our con-  
sumer advertising.

Are you sharing in it  
by pushing this old, reli-  
able, natural green leaf?

YOUR WHOLESALER CAN SUPPLY  
YOU WITH THE VARIOUS GRADES  
OF JAPAN TEA.

# Tartan BRAND

THE SIGN OF PURITY  
Phone Orders at our Expense  
Phone Nos.  
3595, 3596, 3597, 3598, 4656

**We Sell only Goods of Guaranteed Quality**  
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

**BALFOUR, SMYE & COMPANY**  
HAMILTON, ONTARIO



**Have No Hesitation**

in recommending to your best customer

**'Bluenose' Butter**

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

# GOLD DUST

- sales easy to make -

Just the time it takes a woman to say "Give me a package of Gold Dust" and you reach for it, is the time consumed in making the sale.

The woman knows Gold Dust—knows how it reduces her daily housework—and has bought it for years.

Check over your supply of Gold Dust. It is the merchant that has a full stock of Gold Dust that makes the most sales.



THE N. K. **FAIRBANK** COMPANY

LIMITED  
MONTREAL

*"Let the GOLD DUST TWINS do your work."*

CANADIAN GROCER

# HAVE YOU

Tested for yourself the high quality of  
**CRYSTAL DIAMOND SYRUP?**

From disinterested experts it is classed as the  
finest syrup ever made on the continent.

## WE SPECIALIZE IN THE MANUFACTURE OF BROOMS

Our modern factory, well equipped and run by the best skilled labor obtainable, enables us to produce brooms of the finest grade. All our brooms are made in Canada from the finest selected American corn. We can supply you with better brooms at lower prices. Write for particulars.

**AMERICAN BROOM WORKS**

**St. Bazile de Portneuf, P.Q.**

## TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

# TEA

**Anticipate your requirements for some time and BUY NOW.**

Ceylon and Indian Teas are coming forward to this country very slowly, and in view of the situation in the Mediterranean and the shortage of tonnage, future shipments will be even slower, and our advice to buyers is to buy desirable spot goods now, as a sharp advance is anticipated in this market.

Japan and China Teas of last season's crop are now all here, and as 1916 crop will not be available until August next, now is the time to make your selections and buy before stocks get depleted and goods of stand-out values are disposed of.

Write or wire us.

We are tea experts and handle tea exclusively.

## John Duncan & Co.

Established 1866

MONTREAL



# Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

**ONTARIO.**

**MACKENZIE & MORRIS**  
LIMITED  
BROKERS  
Groceries, Provisions and Produce  
C.P.R. Building, TORONTO

**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

ON SPOT  
White Beans,  
Evaporated Apples  
Currants and Raisins

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
Toronto Ontario

If you want the market on  
**NEW BRUNSWICK POTATOES**  
Wire or phone  
**HARRY WEBB, TORONTO**

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded New Brunswick, Montreal, Toronto, waiting orders.

**NEWFOUNDLAND.**

**T. A. MACNAB & CO.**  
ST. JOHN'S - NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

**WESTERN PROVINCES.**

**H. P. PENNOCK & CO.,**  
Limited  
Wholesale Grocery Brokers  
and Manufacturers' Agents.  
WINNIPEG REGINA  
We solicit accounts of large and progressive manufacturers wanting live representatives.

**W. H. Escott Co.,**  
LIMITED  
Wholesale  
Grocery Brokers and  
Manufacturers' Agents  
Commission Merchants  
WINNIPEG REGINA  
CALGARY EDMONTON

**ATTENTION: Warehouse Men  
and Commission Merchants**

We have a splendid warehouse. Our traveler covers this district monthly. We want good selling lines to handle on consignment. Write us to-day.

References: Fernie Fort Steele Brewing Co., Fernie, B.C.; W. B. Cigar Factory, Rossland, B.C.; Royal Bank of Canada.

**NELSON CLUB CIGAR CO., Ltd.**  
Nelson, B.C., P.O. Box 701

**O. F. LIGHTCAP**

Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.

**O. F. LIGHTCAP,**  
179 Bannatyne Ave. - Winnipeg, Man.

**The Robert Gillespie Co.**

Broker and Importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing, Truckage. Every facility for handling goods quick.

123 Bannatyne Avenue, Winnipeg.  
Correspondence invited.

**WATSON & TRUESDALE**

Wholesale Commission Brokers and  
Manufacturers' Agents  
120 Lombard Street  
WINNIPEG - MAN.  
Domestic and Foreign Agencies  
Solicited.

**To Manufacturers**

Do you require first-class representation in Ontario? We have an organization covering the whole Province, and are able to take on a few more really good lines. Best of references. Apply **EDWARDS, CAMPBELL CO.,** 64 Colborne St., Toronto. Phone Main 6628.

Englishman having splendid connection amongst all the largest cash buyers in London, requires Sole Agency, or pay cash for any article suitable in grocery stores, including tinned goods of every description. Grand opportunity for packers to get their goods established on this market. Excellent references. N. Y., c/o Cowie & Co., 17 Gresham Street, London, Eng.

The  
**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU

**Safe Investments**

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The **INVESTOR'S INFORMATION BUREAU** is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

**The Financial Post  
of Canada**  
Toronto

"The Canadian Newspaper for Investors"

# The Label's Blue

on the package we recommend pushing. The tea in it has a richer flavor and superior strength. It goes farther than the cheaper grades. It gives greater satisfaction. And there is a little more profit for the grocer.



Pat. 1900  
" 1910  
" 1914

Established 1886

# EUREKA

(Name Registered)

## Refrigerator Company, Limited

27-31 Brock Avenue

54-56 Noble Street

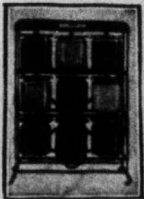
21-23 Earnbridge

HEAD OFFICE: 31 Brock Avenue

MAIN OFFICES AND FACTORIES

TORONTO

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.



9-Jar Pickle Rack



### MONEY AND REPUTATION MAKERS FOR STORES

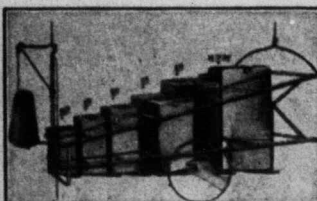
## **RAKERACK** Sanitary Display Racks, Tops and Fixtures



Basket Tripods



Top Twine Holder



No. 450 Bag and Twine Holder



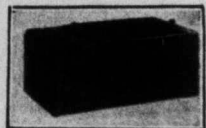
9-Pail Rack



Salt Fish Rack



Banana Pulleys



Dried Fruit Box Tops



Twine and Cord Cutters

Only a few of them shown here. If in need of up-to-date Fixtures of any kind send for catalogue and price lists of Racks, Display Tops, Fixtures, Show Cases, Advertising and Premium Specialties.

**Evan L. Reed Mfg. Co.**

604 A Street

**STERLING ILLINOIS**

CANADIAN AGENTS WANTED

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# ROBINSON'S "PATENT" GROATS

*the nourishing cereal food for  
mothers, infants and invalids,  
sold from coast to coast.*

*Are you getting your share of  
this business?*      **ORDER FROM YOUR  
WHOLESALE.**

**MAGOR, SON & CO., Limited**

30 Church Street, TORONTO

191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

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## LARGEST MAKERS IN THE WORLD

**Tin Foll**—all descriptions

**Tea Lead**—all gauges and sizes

**Metal Bottle Capsules**—any size,  
color or stamping

**Collapsible Tubes**—plain or colored

**ALL BRITISH MADE**

Send specification of your needs or samples of what you now use—stating **QUANTITIES**  
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

**BETTS & COMPANY, LIMITED**

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

# CANADIAN GROCER

VOL. XXX

TORONTO, JANUARY 14, 1916

No. 2

## Fixtures Twenty Years Ago and Now

Store Interiors of To-day Present Vast Change From Those of Old Times — Indispensable Equipment in 1916 Scarcely Heard of Two Decades Ago—Lists of Fixtures and Equipment Merchants Are Using to Facilitate Service and Lessen Expense.

**A**NOTHER year has gone from us. It is remarkable how the years and even the decades slip by, and it is remarkable, too, the changes that time brings forth in its annual revolutions. Those in the grocery trade who can let their memories look back 15, 20 and 25 years will, by comparison, see vast changes wrought by time during the intervening period. Picture in your mind's eye the grocery store of twenty years ago. What do you see outlined on the canvas? There is the old-fashioned home-made counter; the hit-or-miss shelving; the old-fashioned scale with its multitude of weights, a family butcher knife for meat, cheese, etc.; the oil barrel, with its leaky tap; boxes all over the store; barrels of sugar, apples, potatoes, etc., behind and in front of the counter, and the hundred-and-one other things which, though probably appropriate to the time, are scarcely to be found in the modern up-to-date grocery.

The changes have been gradual. In fact, all changes of a radical character are gradual, if they are to be permanent. A step at a time has been the order of the day, and one by one have come the new fixtures and new equipment which to-day can be found in every aggressive store in the country.

No better idea of the extent of the change from the old-fashioned fixtures and equipment to the present can be presented than an observance of present-day fixtures in Canadian stores. The following merchants have been chosen at random as representative of the country as a whole, and a study of the various fixtures which they have installed shows better than anything else the advancing times:

**The Globe Store, Winnifred, Alta.**—“Among our fixtures are a computing scale, warehouse scale, coffee grinder, cheese cutter, silent salesman, typewriter, a gasoline lighting system and

other small necessities. We consider them all absolutely necessary in conducting an up-to-date business. During the past six or eight months we installed an eight-foot silent salesman for confectionery.”

• • •  
**F. Small, Maple Creek, Sask.**—“We have a computing scale, warehouse scale, coffee grinder, meat slicer, cheese cutter, glass front bins, cash register, two silent salesmen, three wooden vinegar pumps and an oak notion bin for small articles. We also have an electric show-card flasher and revolving display stand. We find this show-card flasher very good for nice displays, as it attracts a lot of attention. The revolving stand sells considerable goods, such as bottled goods, etc. We purchased the show-card flasher and the revolving display stand during the past year.”

• • •  
**H. A. Wilson, Birch Hills, Sask.**—“Our fixtures include a computing scale, warehouse scale, coffee grinder, cheese cutter, self-measuring oil pump, cash register, and a silent salesman. We would not be without any of the above, as I believe them an absolute necessity.”

• • •  
**Vikse Bros., Donald, Alta.**—“Our fixtures include computing scale, coffee grinder and cheese cutter.”

• • •  
**W. J. Bragg, Cainsborom, Sask.**—“Fixtures and equipment certainly keep the goods clean and help make a more convenient store and to give more up-to-date service. Ours include computing scale, warehouse scale, coffee grinder, cheese cutter, glass front bins, cash register, and two silent salesmen.”

• • •  
**Wm. Knox, Earl Grey, Sask.**—“Our fixtures include computing scales, warehouse scale, cheese cutter, vinegar pump and cash register.”

**Portage La Prairie Co-operative Society, Portage La Prairie, Man.**—“We have computing scales, coffee grinder, cheese cutter, glass front bins, cash register and silent salesman. We have also dust-proof bins under the counter. We value these bins particularly, as they are not only dust-proof, but mouse-proof, and, therefore, sanitary. We purchased them during the past year.”

• • •  
**J. M. Wilson, Elora, Ont.**—“Our fixtures include computing scale, warehouse scale, coffee grinder, cheese cutter, glass front bins, self-measuring oil pump, silent salesman and fruit display stand. The most useful among these to me are the counter, the cheese cutter and the computing scale.”

• • •  
**A. C. Barnett, Tweed, Ont.**—“In our store is a computing scale, a warehouse scale, a coffee grinder, meat slicer, self-measuring oil pump, two racks for displaying pickles, an account register, show cases, two cake stands, a cheese dish and a refrigerator.”

Mr. Barnett values his fixtures very highly. “How could I keep store without them?” he asks. “I might as well try to do that as keep house without a wife.”

• • •  
**B. Grennan, Woodville, Ont.**—“Computing scale, coffee mill, self-measuring oil pump, glass cheese dish, glass globe vases for fruit, candy, etc.; glass case for dry goods, shoes, etc., are among the fixtures in our store. Fixtures and equipment of this character are certainly necessary for keeping stock in a clean and attractive condition and for the sake of convenience in serving the public.”

• • •  
**McLaurin & Dow, Fort William.**—“Our fixtures and equipment include

## CANADIAN GROCER

computing scales, warehouse scales, coffee grinder, meat slicer, cheese cutter, glass front bins, self-measuring oil pump, racks for displaying pickles, cash register, silent salesman, etc. We have also a biscuit display stand and a confectionery case, office furniture and an expensive machine for taking chaff and dust out of coffee after grinding. The cash register alone cost us \$775 and the coffee grinding outfit \$388. We consider good fixtures as valuable an asset as good goods. Goods nicely displayed and properly handled are half sold."

• • •  
**Wm. Rhodes, Brockville, Ont.**—"Two sets of computing scales, two warehouse scales, an electric coffee mill, a meat slicer, a cash register, and silent salesman are among our important fixtures. We have also a bin for sugar in the counter, a cheese dish and a meat counter. We find the above all useful in their place. The meat counter and sugar bin have been added during the past six or eight months.

"All fixtures have their place in the store, but it is my idea that their purchase should be governed by business necessity. As they run in to considerable money, the prudent way is to keep adding as the business expands; but it is always wise to remember that the success of a business lies in the man more than in the equipment. We cut up considerable fresh pork during the fall and winter seasons, and so find our new meat counter very useful. We display our cooked meats on enamel platters,

also our salt pork on large platters, which hold the brine and keep it from dripping on the floor. On one end we have a computing scale on a revolving base, which is very convenient. The latest addition to our fixtures was the sugar bins—one for granulated and two for yellow—each bin containing from two to three bags. As we formerly sold sugar out of a barrel, we find these bins a great convenience."

• • •  
**Donald McLean, Roncesvalles Avenue, Toronto.**—"Our fixtures include a computing scale, a coffee grinder, a meat slicer, glass front bins, cash register and a silent salesman. The meat slicer, which is a most up-to-date one, and the coffee grinder, were purchased during the past six or eight months."

• • •  
**H. J. Near, Stratford, Ont.**—"To assist us in our business we have the following fixtures and equipment: Computing scale, warehouse scale, coffee grinder, meat slicer, cheese cutter, glass front bins, self-measuring oil pump, cash register, silent salesman, a biscuit display stand, glass front refrigerator. I am especially well pleased with the display counter, containing 31 drawers and a display front for each drawer or bin. We have had this a little over two years. The computing scale and self-measuring oil pump I consider very essential."

• • •  
**Milton W. Ortwein, Hensall, Ont.,** has, in addition to a number of the

usual fixtures, a typewriter used in advertising his goods to his customers and those who do not deal with him.

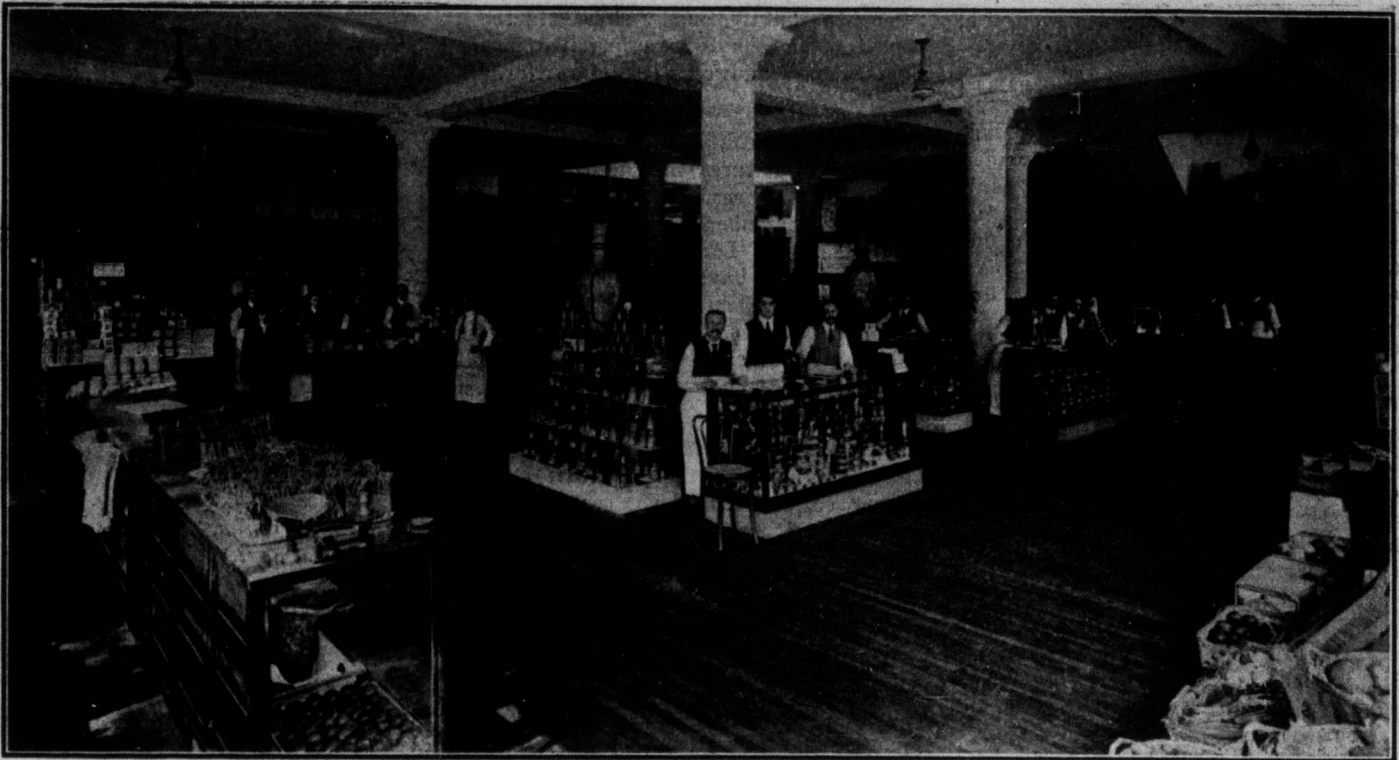
• • •  
**N. Chantler & Co., Newton Robinson, Ont.**—"We have a warehouse scale, coffee grinder, self-measuring oil pump, a cash register, a gasoline tank, one balance scale that weighs 30 lbs., a cheese case, four glass show-cases, one long oak table, with top shelf for centre of the store, and a paper trimmer. These fixtures we consider are all good. The paper trimmer was purchased recently. We find the oil tank and pump very convenient, also the gasoline tank and pump. We could not supply our trade without it."

• • •  
**J. E. McIntosh, North Bay, Ont.**—"Our fixtures include four computing scales, three warehouse scales, a coffee grinder, two meat slicers, three cash registers, a meat grinder, and a biscuit silent salesman. We also have marble counters and oak shelves and fixtures, mirrors and a refrigerator. Our grocery store fixtures cost us about \$1,800. We have also two large ammonia plants for our big refrigerator installed at a cost of \$4,500. The only fixture purchased recently was the coffee mill."

• • •  
**C. E. Fleming, Haileybury, Ont.**—"A computing scale, warehouse scale, meat slicer, cheese cutter, counter with glass fronts, about 12 feet long, a self-measuring oil pump and tank, cash register, silent salesman, biscuit display cabinet,



This is a splendid example of the attractive store interior of to-day—interior of the Hudson Bay Company's store in Winnipeg.



Interior view of the spacious store of Walter Paul, Montreal, where there are many modern fixtures and equipment.

an account register and a refrigerator are the fixtures and equipment we have in our store for the sake of convenience. They are all very necessary articles under present conditions, as with these helps one can do almost the work of three in the store."

**Taylor & Co., Dromore, Ont.**—"We have a computing scale, warehouse scale, coffee grinder, cheese cutter, self-measuring oil pump, molasses pump, cash register and silent salesman to assist us in our service to our customers."

**Dan. McLean, Owen Sound, Ont.**—"Our fixtures include computing scale, warehouse scale, coffee grinder, meat slicer, a rack for displaying jars of pickles, a cash register, two silent salesmen, a fruit display stand, glass covers for cheese, layer figs, dates, etc. The cheese we slice and put under cover on a plate, and we believe we sell our share of this article by this method."

**J. M. Pattinson, Niagara Falls, Ont.**—"In our store we have two glass show cases, a coffee grinder, four glass front bins, two computing scales, and we find them of much value, and certainly would not care to be without them. We have, of course, excellent shelving and two good plate-glass show windows."

**J. A. Kelly, Lambeth, Ont.**—"Our fixtures include computing scale, warehouse scale, self-measuring oil pump, racks for displaying pickle jars, silent salesman and fruit display stand. We

find that since installing these they have increased the trade of goods shown in them. The self-measuring oil pump and tank is certainly the only clean way to handle oil. During the past six or eight months we installed an electric computing scale and one silent salesman."

**Walter Paul, Montreal, Que.**—"Fixtures in this store include the following: One warehouse scale, a coffee grinder, two meat slicers, a cheese cutter, glass front bins, a molasses pump, a cash register, eight silent salesmen.

"The platform warehouse scale is indispensable to an up-to-date grocer. Everything is weighed when it comes in and shortages reported immediately.

"The coffee grinder is electrically driven; one side pulverises the beans and the other side can be regulated to grind any degree of coarseness. The cheese cutter is regulated according to the thickness of the cheese, and automatically cuts any weight desired; therefore, is a great saving; there are no pieces of cheese left over to get dry.

"All the bins are glass-fronted. We have about fifty, the smaller ones being mirror-fronted. We have no permanent stand for fruit; we make display according to the fruit that is in season, and we always have a fruit display.

"There is an elevator which connects all parts of the building. It has a door on the street, and goods are rapidly transferred to the warehouse or cellar, after being checked. We also have a refrigeration plant connected with the three refrigerators. These can be re-

gulated to any degree of coldness. This saves time and labor, and does away with the mess of ice. It is also more economical. All the above fixtures were put in when the store was built in 1914.

"We use seven phones, over 75 per cent. of the business being done over them. Within this last twelve months we have put another automobile on the road. At present we have seven delivery wagons and two automobiles."

**Perry Grice, Newton Brook, Ont.**—"My fixtures include computing scale, glass front bins, self-measuring oil pump, account registers. I have also a biscuit cabinet, a case for fish and three other show cases. The equipment for displaying goods is certainly a paying investment. Of the above fixtures the account register was purchased in the past few months."

**J. J. Hartley, Orillia, Ont.**—"A computing scale, a warehouse scale, a coffee grinder, meat slicer, self-measuring oil pump, racks for displaying pickles, cash register and fruit display stand are among the fixtures we have installed in our store. As regards their value, I must say that we could not very well get along without them."

**A. R. Burns, Brantford, Ont.**—"We have computing scales, coffee grinder, cheese cutter, glass front bins, cash register and account register. The cheese cutter is certainly a good investment, because it saves a great deal of loss, and the account register saves us a great

## CANADIAN GROCER

deal of time and eliminates worry in connection with accounts."

**The Trout Creek Store, Trout Creek, Ont.**—"The fixtures in our store include two computing scales, a coffee grinder, cheese cutter, self-measuring oil tank, cash register, cash carrier and the usual number of small show cases. We find them all very useful, and would not care to do business without them. The scales, cheese cutter, oil tank particularly are most valuable assistants."

**F. O'Brien & Son, Stratford.**—"We have two computing scales, one warehouse scale, a coffee grinder, meat slicer, cheese cutter, bins with glass fronts, a self-measuring oil pump, a cash register, and one 16-foot display counter among our store fixtures and equipment. We consider the display counter put in at a cost of \$207.50 money well spent. The fixtures that were put in during the last six or eight months include the display counter, computing scale, glass cheese case and marble counter-top."

**Tindale Bros., Arthur, Ont.**—"Our fixtures include computing scale, two warehouse scales, coffee grinder, self-measuring oil pump, cash register, as well as wardrobes, etc., for dry goods. We certainly consider them all very valuable in our business."

**Malkins & Ryan, Charlton, Ont.**—"Fixtures and equipment in our store include a computing scale, a warehouse scale, a cheese cutter, biscuit glass front bins, two self-measuring oil pumps, three silent salesmen, three show cases and cases for fancy dry goods lines. We find them all valuable for selling goods."

**J. R. Martineau, Montreal.**—"My store fixtures include four computing scales, one warehouse scale, one coffee grinder, a meat slicer, a meat mincing machine, refrigerator, self-measuring oil pump, cash register, with five drawers, and another one with one drawer. We have also a counter, with glass drawers of various sizes. We believe that if we did not have this equipment it would be necessary for us to employ three more clerks. Of the above-mentioned equipment, the refrigerator was purchased during recent months."

**C. Landry, St. Flavie Sta., Que.**—"Our fixtures include two computing scales, a cheese cutter, cash register, five warehouse scales and three self-measuring pumps. We find them all valuable."

**J. Gibson, Benton, N.B.**—"An oil pump, self-measuring molasses pump, warehouse scale and refrigerator are

among the fixtures in my store. In the past few months I have installed new lights, new windows and a typewriter."

**A. F. Tuckfield, Fort Gravel, N.S.**—"Our store fixtures include computing scales, meat slicer, self-measuring oil pump and a number of show cases. None of these could I very well get along without. We have also a cabinet for silver, which has certainly paid for itself many times. The oil pump is the only one of the above fixtures purchased within recent months."

**P. McGaw, Kincardine, Ont.**—"In my store are the following fixtures: Computing scales, warehouse scale, coffee grinder, meat slicer, cheese cutter, self-measuring oil pump, racks for displaying pickles, cash register, silent salesman, fruit display stand, glass front biscuit salesman, steam peanut roaster, costing \$125, and gasoline engine for making ice cream. The computing scales cost \$180, the oil pump and tank \$125, and the ice cream gasoline outfit \$150."

Mr. McGaw is one of Ontario's oldest merchants, having been in the grocery business 25 years next May, and in the restaurant business 30 years.

**The Restigouche Feed Store, Campbellton, N.B.**—"Our fixtures include three computing scales, one warehouse scale, meat slicer, molasses pump and a cash register with three drawers. We have also a platform scale weighing 2,500 lbs., a gasoline station, a safe and a refrigerator. Of that number the gasoline station and the safe have been purchased in recent months."

A Scotchman was strolling through the market place in Glasgow one day and close at his heels followed his faithful collie. Attracted by a fine display of shell and other fish, the Scot stopped to admire, perhaps to purchase. The dog stood by, gently wagging its tail, while its master engaged the fishmonger in conversation.

Unfortunately for the beastie its tail dropped for a moment over a big basketful of fine, live lobsters. Instantly one of the largest lobsters snapped its claws on the tail and the surprised collie dashed off through the market, yelping its pain, while the lobster hung on grimly, though dashed violently from side to side.

The fishmonger for a moment was speechless with indignation then, turning to his prospective customer, he bawled:

"Mon! mon! whistle to yer dog, whistle to yer dog!"

"Hoots, mon," returned the other complacently, "whistle to yer lobster!"



**J. M. Dunbar**, general merchant, Estevan, Sask., has enlisted, and is closing his store there.

**George Daws**, lance-corporal with the 18th Canadian Battalion, 4th Brigade, second contingent, formerly in the shipping room of the Stratford Wholesale Grocery Co., is serving his country in the trenches somewhere in Flanders.

**A. W. Wylie**, grocer, Saskatoon, Sask., has obtained a commission for overseas duty. He will train in Winnipeg, and expects to go to the Old Country as an officer of 96th Highlanders.

**C. T. Woodside**, grocer, Saskatoon, Sask., has been provisionally appointed paymaster to the 96th Battalion of Highlanders, having volunteered his services.

Among the list of killed on a recent casualty list appears the name of Private John Kennedy, of the 1st C.M.R. Prior to enlisting, he was employed by Codville's Limited, at their Brandon warehouse.

The following is list of employees of Balfour, Smye & Co., wholesale grocers, Hamilton, Ont., who have enlisted for overseas service: Private E. G. Brown, 58th Battalion; Corporal F. B. Nicholson, Private Stanley Allen, Private James Stirling, 76th Battalion; Gunner J. M. Borthwick, 40th Battery; Lieut. J. M. Peebles, 173rd Highland Battalion.

**W. J. Hare**—Twice wounded and once buried in the trenches when the parapet fell on him, Lance-Corporal Walter James Hare is now officially reported admitted to No. 2 Field Ambulance Hospital with a shell wound in the knee. He is a member of the 4th Battalion, and was formerly employed with the Pure Gold Manufacturing Co., Toronto. Other employees of the Pure Gold Co. who have enlisted are: H. Pitt, Royal Canadian Dragoons; D. MacPhail, University Company; G. Armstrong, 95th Battalion; A. Challacombe, 2nd Division Signallers; F. Paget, 123rd Battalion; C. Shaw, 124th Battalion; J. Erskine, Army Medical Corps; P. Kindrie, Army Medical Corps; H. Barker, 37th Battalion.

# Cash or Credit—Which?

Retailer Starting in New Business Asks Some Questions—He is Partial to the Cash System—  
How to Go About It—Importance of Diplomatic Circulars and Advertisements

**E**DITOR Canadian Grocer,—As you notice by the billhead I am successor to ———. Now, I have been in the habit of reading The Canadian Grocer when employed with ———, of ———, and I feel that I still would like to have it to refer to. So you will find enclosed \$2 in payment of subscription.

Now the matter uppermost in my mind is to get off to a good start. This, I think means selling for cash and cash only. I have been more or less concerned about the matter in the week or so I have been here and have talked it over with our banker, who seems to feel that it would be impossible to bring the people to pay cash over the counter, in the face of the old credit habit which has become chronic in most places. His scheme is monthly statements and monthly settlements. This does not meet with my approval as I feel I want either the money or the goods and I surely don't want the worry connected with any style of credit in making a start. Now, I am in most senses a stranger here, but have lived within reach of the people so that my reputation has, I think, come ahead of me—15 miles is not that far but a person is known before he has a chance to become personally acquainted. Now, this is only by the way. What I am driving at is this:—I want you to advise me as to the best way to bring the subject before my prospective customers. I am practically running on a cash basis now, as money is fairly easy. I was wondering if anything more than circular letters to the different prospective customers has been found necessary in other cases. Some say my position of stranger is a disadvantage as people will be very indifferent about what befalls me; others say I have a far better chance to commence the new system on that very account.

I was over interviewing Mr. ———, of ———, to-day, and he says one takes no chances whatever in starting cash, and more than that he would never think of staying in business one day under the credit system. He also advised me to do as he did, viz.: Write to you and get you to do for me as you did for him. He said that your advice and preparation of a circular letter was quite a help to his getting started. Mr. ———'s business has been so successful that I feel confident that the same results, possibly on a smaller scale can be expected in other places.

Kindly instruct me in the way you

think best for me to proceed, and I am sure I will ever be grateful to you.

When do you think the best time to set for the fateful day. Just now it is not necessary to press for cash, but I suppose the sooner the new plan is placed before the public the better. As yet, I have sent no circulars of any kind out among the people feeling that the great question of credit should be finally settled in the first intimation or circular. Awaiting your reply,

Yours sincerely,

H. B. ———.

## The Suggestions Submitted

In regard to which is absolutely the better method strictly cash or cash and some credit, it is difficult for us to give any definite answer. In fact it is a matter of opinion and no one can say that one or the other method is absolutely right. Much depends on the town where one is located, the location in that town, the class of customers he has dealing with him, the general wealth of the community, etc., etc. As a general rule, however, it is felt that if a merchant conducts a careful credit business he is going to be better off in the long run. But if he is not inclined to be painstaking and strict in following up all credits, then he would be better doing a strictly cash trade. There are always, too, a certain number of people who shouldn't be given any credit whatever.

It is reasonable to suppose that if a merchant is getting the trade of a good credit customer, one who will pay up at the end of each week, two weeks or a month, as agreed upon at the outset, this customer will purchase more goods during that period of time than if he paid cash every day for everything ordered. A cash customer is liable to be an independent one and so purchase goods from various stores.

## Make Agreement at Outset

If, however, a merchant gives credit we would strongly urge him to make a definite agreement with every credit applicant to pay up at the end of a certain time or when the account reaches a certain limit—say \$5, \$10, \$15, etc. Once this agreement has been entered into between the merchant and customer, there should be no looseness under any consideration. If at the end of the allotted time the customer does not pay up then he should not get any further credit in that store until the account had been paid.

On the other hand if one wants to be absolutely safe, then the cash system should be adopted. As stated above this would depend mainly on local circumstances, and if the cash system is decided upon it should be strictly adhered to under all conditions. A few years ago Canadian Grocer published the method of a Sarnia, Ont. dealer who had changed from credit to cash. This article has been looked up, and a copy mailed to our enquirer. The success of this dealer lay in the fact that he made no concessions to anybody. He prepared his customers well in advance through newspaper advertising and personal diplomatic circulars for the change. The change took place on Nov. 1st of the year in question. The newspaper announcements were shown about the first of October, then on October 10th. A circular letter was sent out. Then as he had an opportunity to talk to each customer he went fully into the matter and into the bargain visited some 250 homes to tell them all about it.

With regard to railway employes he adopted the course: First, to keep the money they intended to pay him on account whatever amount it might be, and pay cash for one month and secondly, to come and tell him, after paying cash for one month, that they had reason to feel the benefit was not mutual, and he would give them a receipt in full for their account.

We could not advise this dealer better than to use a somewhat similar circular letter as was used by the Sarnia merchant. It seems that the first of the year or first of February would be as good a time as any to make the change.

## FOOD EXPORTS PROHIBITED

An order in council has been issued at Ottawa prohibiting the export of oatmeal, and rolled oats to all foreign ports in Europe and on the Mediterranean and Black seas other than those of France, Russia (other than Baltic ports) Italy, Belgium, Spain and Portugal. Prohibition of shipments of hay is also announced, thus carrying into effect an embargo which was recently announced except for the United Kingdom, British possessions and protectorates, France, Italy, Japan and Russia (except Baltic ports).



# CANADIAN GROCER

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## BROOM PRICES ADVANCING

A MONTH ago CANADIAN GROCER called attention to the firm situation in the broom corn market and pointed out that broom prices were strong and would likely advance. Altogether this advance has been in the neighborhood of from 50 to 75 cents per dozen. The chief cause of this situation was the wet weather in the broom corn states which interfered greatly with the harvesting and produced a lot of inferior corn. This meant less good stock.

A Canadian manufacturer points out that choice broom corn at the present time is scarcely obtainable at any price and anything that looks like corn will bring \$100 per ton. Choice corn if obtainable would bring readily \$200 per ton. Besides there being a short crop and a very large percentage of red and black corn, there is an unusual scarcity of "hurl" or long corn used for the outside covering of the broom. This tends to make broom manufacturing a difficult problem for those who did not lay in a supply of "hurl" corn early in the season. Apart from this and chiefly as an effect of the European war the prices of lumber, aniline dyes, brimstone, wire, twine and other materials used in broom manufacturing have all advanced. It would appear that still higher prices are in the offing.

## THE CHEQUE AS A RECEIPT

THE attention of the trade is again directed to an editorial which appeared in CANADIAN GROCER recently in reference to merchants demanding receipts when they have paid accounts by cheque. It should be appreciated that it is quite unnecessary to have a receipt when an invoice has been paid by cheque, as the endorsed cheque itself is a sufficient

receipt and it can always be procured at the bank by the merchant and placed on file.

No doubt the request for a receipt is due to the good old habit of carefulness, but in this case it is quite unnecessary, and if demanded by everybody would mean an enormous outlay on the part of the wholesale and manufacturing trades for stationery and stamps. This is an age of system and the elimination of waste in both money and energy. Habits like the above-mentioned were formed when money used to be paid in cash, but now that the cheque has superseded this method, a receipt is no longer the business way of doing things. Business to-day should be done on straight modern business principles and not because of habits formed years ago when methods of conducting affairs were entirely different from now.

## THE COUNTRY GROCER'S OPPORTUNITY

NOT for years has the rural grocer had the opportunity of service that now confronts him. The young men of the country have responded splendidly to the call to arms. Voter's lists in many cases have been gone over and not a young man who is at all eligible has been overlooked. The ideal held up has been that the young men should get into khaki, meanwhile leaving seeding and harvesting to the women and the older men.

This means that all left behind must use every minute available for the carrying forward of farm operations. In this lies the rural grocer's opportunity. It is his privilege and duty to see to it that his customers shall have the best of service. More than ever it is imperative that he use the rural telephone to ascertain his customers' needs and to assist in getting the goods to him. The farmer will be too

## CANADIAN GROCER

busy often to study markets as carefully as his interests demand. It is the bounden duty of the merchant to do this for him. When the farmer has given his son for the defence of the empire, the grocer will do well to see to it that no loss accrues because labor is scarce and the farmer is doing his utmost to keep the home fires burning till the war is over.

The grocer who rises to the occasion with a fine sense of honor and who serves his community with an open eye will find that he has gained in the esteem of those who trust him. The farmer at the end of this season when he has been so more or less handicapped, who finds that his local grocer has done quite as well by him or even better than he was able to do for himself in less strenuous days will not be likely to forget his dealer in the times when the war has become a thing of the past.

### A TEA TAX, OR NOT?

**W**ITHIN the next few days we shall know whether there will be a tax on tea or not. Parliament met on Wednesday and got through with the preliminaries and early in the week to come we should hear from the Finance Minister and his budget. Whether there will be a tax on tea or not is mere guess-work. Those who think there will be none advance the argument that since the lease of the Government will be up in a short time it is unlikely they would take a chance on incurring the unpopularity this particular tax might bring about; also that during the lean years after 1900 when there were deficits in revenue and when everybody was predicting a tea tax, none came.

Those who expect the tax claim that the Finance Minister needs the money and that since tea has escaped so far, it is almost assured we shall see a duty placed upon it. They further point out that in Britain there is a duty of 25c a pound and think that Canada can stand at least 10c.

The matter, however, is merely guess-work. Figure it out for yourself, whether the need of the money a duty of 10c a pound would bring—and that would be between three and four million dollars—would over-balance the unpopularity the Government might have to bear in putting on the tax. The better guesser wins.

The trade, however, should appreciate the fact that in the past four or five weeks teas have been steadily advancing. It would appear, therefore, that while there should be no over-speculation, now is a good time to cover requirements that are needed in the near future.

### CALIFORNIA DRIED FRUIT CROPS

**P**RODUCTION figures on the output of California dried fruits show that in 1915 a total of 269,600 tons were produced in comparison with

225,000 tons during 1914 and 155,400 tons in 1913. In 1912 the total production was 259,100 tons, which will be seen was only 10,000 less than 1915—the best year in the history of the California dried fruit business.

Analysing the figures it is found that the largest increases were made in raisins and prunes. The output of the former in 1915 was 125,000 tons as compared with 98,000 the previous year and of the latter, 84,000 tons as compared with 56,000 in 1914. From the accompanying figures it will further be seen that apples, apricots and peaches showed declines in comparison with 1914, but that figs showed an advance. The following are the figures:

	1913	1914	1915
	Tons	Tons	Tons
Apples . . . . .	1,900	4,500	4,000
Apricots . . . . .	10,500	20,500	17,000
Figs . . . . .	5,000	6,500	8,600
Peaches . . . . .	23,000	37,000	29,000
Prunes . . . . .	48,000	56,000	84,000
Raisins . . . . .	65,000	98,000	125,000
Various other . . . . .	2,000	2,500	2,000
Total tons . . . . .	155,400	225,000	269,600

These figures give one a good idea of market conditions on California dried fruits. While, of course the raisin crop showed an advance of more than 25,000 tons, yet it should not be forgotten that there has been a bigger demand on California raisins on account of the slim output of Valencias and the impossibility of getting Sultanias from Turkey. Despite the fact that the crop exceeded the previous year by a large amount the California raisin market has been very firm, in view of the splendid demand.

### EDITORIAL BRIEFS

**STOCK-TAKING** and inventory time is here. Every systematic merchant takes stock at least once a year.

. . .

**NINETEEN** fifteen was a record year in price of flour—\$8.20 wholesale on Montreal market has not often been duplicated in modern times.

. . .

**NOW THAT WE** have turned another corner in the cycle of the years, let everyone resolve to do business in 1916 on strictly business principles. There is no more important thing than knowing the exact cost of operating the business.

. . .

**BY AN ORDER** in Council, oatmeal and rolled oats are not allowed to be exported to foreign ports in Europe and on the Mediterranean and Black Seas, other than those of France, Russia (except Baltic Ports) Italy, Belgium, Spain and Portugal.



# THRO' OTHER SPECTACLES



## That Three-Cent Stamp

The Financial Post.

On learning that the public would be required as a result of the war tax to put on two stamps instead of one to mail a letter we remonstrated with the postal authorities for imposing on the public so much unnecessary waste. It is but one of other examples of bureaucratic domination of government departments. The explanations given were in keeping with this policy. Public convenience was not consulted but merely that of the department. To have issued a three-cent stamp would necessitate some trifling expense sending samples of the stamp to the representatives of the International Postal Union, and to obviate this trouble the millions of Canadians were asked to put on two stamps where one would do. Very naturally the public protested. The stamp is now issued and the postal authorities explain how simple it was to get over the difficulty which but a few months ago was a mountain. Thus do the official bureaucrats waste the public's time and the public's money.

## Bought California Raisins

California Fruit News.

England is a considerable user of raisins, as is also Canada, but England uses largely Sultanas from Turkey, which were this year cut off from her markets by the war. In addition, the Spanish raisin crop was very small this year. The demand from the United States was for seedless raisins in the first place to take the place of the Sultanas, and when that supply was used up attention was necessarily turned to loose and seeded Muscats. The Canadian market was also a good one for California this year for the same reason. The introduction of our Muscat raisins into England in the volume they have gone, owing to this special emergency, should build up a trade of good proportions that will last and be of value indefinitely.

In the domestic markets the scarcity of currants, which were hardly available at all, and the lack of imports either of Valencias or Sultanas, resulted in an unusual demand on California for all sorts of raisins. This reflected primarily on our seedless lines, Thomsons and Sultanas, both bleached and natural, which went out clean early in the season at rapidly advancing figures, which toward

the end got to be notably high. The carry-over on hand now accordingly is Muscats, and while rather heavy owing to the enormous tonnage turned out, as this line has developed into an all-year-round business and has at present a good export outlet, they will go out at better prices and under a steadier market than would have been the case some years ago.

## Tracing Chinese Eggs

Journal of Commerce, New York.

Another bit of absurdity is that which has arisen on the Pacific Coast regarding Chinese eggs. Given equal freshness why is a Chinese egg any the less desirable for food than an American egg? And yet, in the deliberate purpose of playing to public prejudice, the Oregon Legislature, as well as that of California and one or two other States, enacted laws

## Co-operative Prices Higher

From "The Worker."

For the purposes of wages negotiations, the Workers' Union has been investigating the present cost of food in the various towns in Yorkshire, England, as compared with the figures prevailing before the war. In regard to Huddersfield, the officials of the Union have obtained the figures of a large co-operative society and a large private trader. The figures set out below are the prices of a week's supply for an average working-class family of five persons. It will be seen that while the increase per cent. has been less in the co-operative stores than in the private trader's store, there is an amazing disparity between the actual prices of the two stores. The co-operative prices on October 26 were 5s. 1d. in the pound more than the prices of the private trader. The figures,

	Co-operative		Private Trader	
	July, 1914	Oct., 1915	July, 1915	Oct., 1915
1½ stone flour .....	2 6	3 9	2 1½	3 3
1 lb. lard .....	0 7½	0 8½	0 6½	0 7
2 lb. butter .....	2 6	3 10	2 2	3 2
2 lb. margarine .....	1 4	1 4	1 0	1 0
2 lb. moist sugar .....	0 4½	0 8	0 3½	0 7½
1 lb. lump sugar .....	0 2½	0 6	0 2	0 6
½ lb. tea .....	1 2	1 6½	0 10	1 2
¼ lb. coffee .....	0 5	0 5½	0 5	0 5
¼ lb. cocoa .....	0 9	0 9	0 4½	0 5
2 lb. jam .....	1 0	1 2	0 4½	0 7
½ lb. bacon .....	0 6	0 8	0 4	0 5
20 lb. potatoes .....	1 3	1 5½	0 9	1 1
1 lb. onions .....	0 2½	0 2	0 1	0 1½
2 lb. soap .....	0 7	0 7	0 6	0 8
1 pkt. dry soap, lb. ....	0 2½	0 2½	0 1½	0 1½
7 cooking eggs .....	0 7	1 2	0 5	0 11
½ lb. currants .....	0 2½	0 3½	0 2	0 2½
½ lb. raisins .....	0 3½	0 6	0 2½	0 5
1 lb. treacle .....	0 2½	0 4	0 1½	0 2½
1 lb. rice .....	0 3	0 3½	0 2	0 2½
¼ lb. cheese .....	0 4½	0 6	0 4	0 5½
1 lb. peas .....	0 3½	0 4½	0 2	0 3½
	15 10¼	21 2¼	11 8	16 10
Increase .....		33.64%		44.28%

requiring that products made from Chinese eggs be labelled as such. Of course, it was a play to the farmers, but it was also a blow to the open field and the interests of the consumer.

But it just happens that the laws of these two States have both been tested and have gone up the line to the Circuit Bench. In Oregon the court held the law constitutional, while in California the courts held just the opposite. And now both cases have been appealed in the hope that there may come a decision in each State from its highest tribunal. Whichever side of the case prevails may well be expected to have an influence on the future of the Chinese egg question.

therefore, not only provide a basis for demanding substantial increases of wages (and it must be remembered that food is not the only necessity that has increased in price), but they also provide co-operators with material for grave consideration.

F. W. Woolworth Co.'s sales for 1915 will, it is said, establish a new record at close to \$75,000,000, compared with \$69,619,669 in 1914, the record year thus far. The English subsidiary, F. W. Woolworth, Ltd., will also show record sales this year; first ten months' sales were \$1,000,000 greater than same period of 1914.

# Further Evidence of a Good 1915

More Replies From Retailers Speak of Good Christmas Trade—Business in Past Year Exceeds Previous One—Prospects for Future Bright—Few of War's Effects Noticed in Retail Grocery Business

**R**EPLIES from retailers in all parts of Canada as to business conditions in their districts during 1915 and prospects for the future appeared in last week's issue. These were practically uniform in stating that business in 1915 was ahead of the previous year and that good substantial business was looked forward to during the coming twelve months. Since this article went to press we have heard from still more dealers as follows:

**E. Berry, Ladner, B.C.**—"Our Christmas trade was about the same as the previous year and 1915 business almost came up to that of 1914. It was rather the real estate slump and not the war that affected business in this district. We look forward to about the same business in 1916 as we had during the past year."

**F. F. Cawsey & Co., Estlin, Sask.**—"Trade around Christmas was pretty good. This is our first year here, but we know that general business increased in 1915 over the previous year. War talk is no source of worry here. Prospects for the coming year are good."

**Miles & Co., Glace Bay, N.S.**—"Our Christmas trade was better than in preceding years, and business in 1915 turned out about the same as that of 1914. As far as Cape Breton is concerned, the adverse effects following on the outbreak of war have practically disappeared. Prospects for the future are good. There is a good demand for coal and steel, especially the former, and these two are important products of this district."

**Plante Bros., Ford City, Ont.**—"Our Christmas trade was better than previous years, and during 1915 we had an increase of about 15 per cent. over 1914. The war has not affected our business, and we look forward to a very good 1916, as there is plenty of work and good wages for everyone."

**J. H. Antony, Lytton, B.C.**—"Our Christmas trade was very satisfactory. The staple business was good, although there was less demand for luxuries. Owing to the completion of railway construction in this district the volume of trade was less in 1915 than previous years, but business generally was quite

normal. This district being agricultural, and as prices of produce were high, we have not felt the effects of war conditions as much as coast cities. We expect greater economy will be practised this year all round, and money being somewhat hard to get, there will be little development, and business may be more restricted in this district. Wages generally are lower and money somewhat tight, so it is to be expected that the turnover during the coming year will be a little lighter than usual."

**W. P. Moseley, Dartmouth, N.S.**—"Our Christmas trade was better than a year ago, and for the whole year business was about the same as in 1914. I find that the first six months of 1915 were not as good as the first six months of 1914, when there was no war, but the last half of the year was better than the preceding year. The future looks very good, but it is hard to collect in some cases, and some customers are inclined to hold back the cash if they are allowed any credit."

**S. W. Wilson, Langdon, Alta.**—"Our 1915 business turned out about same as that of previous year, and we found the Christmas trade to be very fair. Since the harvest last fall our business has been good, although collections might be a little better. We look forward to a good year in 1916. In fact, it should be a banner year for us here, if weather conditions remain good."

**Geo. La Riche, St. Ameque, N.B.**—"Our Christmas trade and business during 1915 were about same as previous year. The only difference we have noticed since the outbreak of war was that we are confining our business more to necessaries instead of luxuries. This will likely be continued into 1916. This is a fishing locality, and, of course, cash trade is always limited and long credits are the rule."

**A. J. Mason Co., Ltd., Eastern Point, N.S.**—"Our Christmas trade was good. There seems to be more money around than last year, and people were more free with it. In 1915 we did about the same business as in the previous year. We find that the people here have not been affected much by the war. All, of course, are anxious to see the finish, but

as to the effect it has no fear for them. Things are looking far better than last year; 1916 prospects are certainly good."

**W. H. Bean, Durham, Ont.**—"Christmas trade was good on the whole, with the exception of dry goods and some of the more expensive lines. I disposed of a considerable quantity of toys this Christmas. During the last couple of months of 1915 business increased somewhat over the previous year, but my experience is that people are inclined to still hang on to their money and just buy what they actually need. Prospects for 1916 are good as far as the people having the money to spend are concerned, since the crops were good and work in town plentiful; but some seem to have the idea that something is coming and they are not buying as freely as they might."

**Thos. H. Wilson, Fairville, N.B.**—"Christmas trade was fairly good and business in 1915 was about the same as in 1914. A person would scarcely know here that the country is at war. Prospects are for usual amount of business."

**J. MacLean & Co., Georgetown, P.E.I.**—"Trade with us in 1915 was better than in the previous year and Christmas trade was easily as good. The war, at no time has affected this part of the country, other than a great number have gone to the war and to munition factories, thus taking a large proportion of our young people who are the best spenders. We are glad, however, that we have had them to go. We consider prospects for 1916 to be good."

**Field Trading Co., Field, B.C.**—"Our Christmas trade turned out about the same as last year, and our business in 1915 was about the same as in previous year. This is a railway town, and we are still feeling some effects of light traffic, and the future all depends on railway conditions here."

**W. H. Stone Co., Winnipeg.**—"Christmas trade more than exceeded our estimates made in the early fall, and business in 1915 showed a slight advance over the previous year. We find that to a large extent the immediate effects of the war have disappeared, and we look

forward to the future with much optimism.

## Flour Trade Good in 1915

December Mild Weather Hurt Frozen Fish Sales—Cereals Had Good Year, But Quieter Than Flour—Soap Manufacturer Reports Progress.

**R. F. Werthenlock, Hoosier, Sask.**—“Considering the fact that a great many people have left this district for a visit to the States and East, the Christmas trade was splendid, and all that could be asked for. Crops were bountiful, so of course the 1915 business was way ahead of 1914. On account of shortage in 1914, feed was scarce during last summer and consequently very little land was put in shape for 1916. It is conservatively estimated that there will not be over 50 per cent. of the acreage in 1916 that there was in the year past. The yield could not have been better. We do not feel the effect of the war on business, only in that it has raised the prices on some articles on which it was hard to raise the retail price, and so cut down the profits some.”

### RETURNED SOLDIERS' CHRISTMAS DINNER

Geo. E. Pearson, who was on the editorial staff of the MacLean Publishing Co., prior to joining the Princess Pats, has been invalidated home after having served several months under fire at the front. He was wounded in battle and passed through the spinal meningitis ordeal, and is now in Toronto regaining his strength.

Coming through Quebec at Christmas the boys were entertained at the Discharge Depot to a real old Christmas dinner. The menu was printed on the serviette which was artistically and appropriately decorated with holly and candles painted in colors. The grocery trade will be interested in the items on the menu which included the following: Soup, tomato a la Sharples; roast Hamilton turkey with Vancouver dressing, and Toronto cranberry sauce; sausages (not made in Germany); potatoes a la Kingston; turnips, a la Montreal, and carrots a la Quebec; plum pudding with Edmonton rhum sauce; charlotte “Russ” a la Winnipeg; candy and crackers with young Jack Johnsons; apples, nuts, raisins, Canadian collection; drinks good for soldiers, non alcoholic.

#### All Good Wishes

That we have met we wont repine;  
Each shall in each sweet memory shine.  
May peace, health, wealth with thee continue,  
With no less fare than this good menu.

Hugh Blain, wholesale grocer, Toronto, has been elected a director of the National Life Assurance Co.

THE following replies to our inquiry re business conditions in 1915 among manufacturers and wholesalers will be read with interest:

#### A Splendid Flour Year

“Generally business with us during the latter half of last year was exceptionally brisk. Prior to the moving of the new crop in September, wholesale buyers had allowed their stocks to run down to an absolute minimum, and they have been busy ever since gradually replenishing them and supplying the wants of their customers at same time. This condition, together with the enormous export demand for all classes of foodstuffs, has kept Canadian millers busy running twenty-four hours per day, and has made them wish that their capacity was much larger. We are now speaking principally of flour mills, as the oatmeal demand, while good, has not been so insistent, and Canadian mills have been handicapped to a great extent during the past year by the prohibition of the export of rolled oats and oatmeal to the neutral countries of Europe.

“We find our business is gradually increasing, and that our connection is becoming very much wider. Our business continues along practically the same lines as previously. We have placed several new articles on the market during the past year, which have met with a measure of success, amongst these being our Scotch health bran and our Scotch fine cut oatmeal.

“We consider the prospects for the year 1916 for the milling industry in Canada are bright. Owing to the enormous number of men in Great Britain and many European countries actively engaged in the war, the demand for the manufactured article—that is to say, flour, rolled oats and cereals, rather than the raw material, such as wheat, oats and other grain, is becoming marked; so that not only is the North American continent the great granary of the Old World at the present time, but it is becoming in a measure the source of supply of manufacture foodstuffs also. This is a condition which is brought about solely by the war, and cannot be looked upon in the nature of a permanent advantage. At the same time, it is of material benefit to Canadian mills at present, and is likely to continue during the year 1916.—Canadian Cereal and Flour Mills Co., Limited, Toronto.

In discussing the business situation during the past year and future prospects, the Guelph Soap Co., Guelph, Ont., state that 1915 business was in excess of their expectations, that they had a good increase in business over the preceding year, and that future prospects look good.

#### Mild Weather Hurts Fish Trade

A prominent wholesale fish dealer in Montreal writes as follows: “We were disappointed in our business, not on account of the general demand, which was fully maintained all through the year, but the last month of the year is a big one for the turnover of frozen fish, and frozen fish trade cannot be done unless you have the weather. Weather has been too mild.

“Our turnover has shrunk about 10 per cent. on the whole year, which is a very small matter, considering the upset that has taken place in business generally.

“The past year the demand has been mostly or more so than ever for the less costly grade of goods. Luxuries have not had such a sway as heretofore. This accounts a good deal for the apparent shrinkage in the turnover.

“We are satisfied with the general outlook, and we believe earnestly there will be improvements all through the year we are now entering. Everything points to it.”

J. M. Brayley, R.M.A., organizer in Saskatchewan, who has completed a trip through the Delisle district, reports that objections are heard on every hand to the excessive costs that have to be incurred after judgment is obtained in many of the cases which are brought before the courts, and that is one of the chief reasons why they need such a conciliation scheme as that suggested by ex-Judge McGuire. The Provincial Executive of the Association is holding a meeting early in the new year in Regina at which the proposed conciliation plan will be further considered. It is also likely that representations on the subject will be made to the Government Ministers whom the Provincial Executive are to meet on the question of the amendments to the Debts Act, and the Hawkers' and Peddlers' Act, and the Food and Supply Bill.

# Our Export Trade With the Allies

Leading Industries of the Dominion Working Along Practical Lines to Cement Market Relations of Empire and Take Advantage of Strategic Position to Secure European Business After the War.

**I**N winning the war, we should not forget why we are winning it. We are fighting not only for our national existence, but for our industrial future.

Canada as an integral part of the British Empire is devoting full energy to the solution of the great European problem, but in marshalling her forces for the field she owes it to herself to marshal her industrial energies to take their part in working out her economic success. Canada to-day is an ally of the Allies on the battlefield; the dawn of a brighter to-morrow may find her in a favored position as an ally in the peaceful marts of trade if advantage is taken of the strategic relationship which she to-day holds—brothers in arms should be brothers in trade, at least so long as other considerations are reasonably equal. It is with the idea of taking advantage of this battlefield relationship, to pave the way to future business connections and of cementing the trade policy of the members of the Empire family, that the Export Association of Canada was formed. Already it is doing a work which is bringing actual, substantial results, and is paving the way to the development of the broad trade potentialities of the future.

Before going further, it might be advisable to define the project. The Export Association of Canada is a private corporation. It is composed of about a hundred of the leading manufacturing concerns of the Dominion—particularly to those looking to the development of an export trade. It is directly connected with neither the Manufacturers' Association nor the Department of Trade and Commerce, and yet works in step with both—or perhaps it would be better to say a stride ahead. Where the Manufacturers' Association and the Trade Commissioners work to solve trade problems and to create new markets, the Export Association not only does this, but also closes the actual business-taking orders, arranging methods and rates of shipment and, in some cases, doing the financing as well.

The organization so far effected covers practically every part of the British Empire. In addition to the joint managers—R. J. Younge, in Montreal, and F. C. Armstrong, in London—there are representatives in Australia and New Zealand, while an important connection with about fifty other colonies and protectorates has been established through

Crown agents representing them, with headquarters in London; the Export Association has been appointed the official purchasing agent in Canada of the Crown agents. In working out his organization in England, Mr. Armstrong has had the close co-operation of Sir George Perley, the High Commissioner, and the machinery of his office, the agents-general of the provinces, the London officials of all the Canadian Transcontinental Railways, the Commissioners of the Department of Trade and Commerce, and the British representatives of the big Canadian industrial interests who have organized a club along the lines of the Canadian clubs—all are working together to the end of putting Canada on the industrial as well as the geographical landscape of Europe.

## The Plan of Campaign

While the plan of the association, of course, includes the soliciting of business which might be placed in the "war" class, the organization is devoting its chief activities to laying the foundation for the demands which may arise after the close of the conflict. At the same time, close attention is being paid to anything in the way of developing trade sentiment within the Empire. Plans with regard to European countries are as yet of a tentative nature, but the preliminaries are being arranged for an aggressive campaign when the first rays of the dawn of peace are definitely seen. To France, in Belgium, and in Russia will the chief energies of the organization be confined, and in the latter country particularly important results are anticipated.

## Many Orders Already

Business which has already been received through the association's activities is very encouraging. It includes a large number of orders from Australia and New Zealand, which in themselves, however, are not so important as in their significance. Every such order with the shipment of goods to a foreign market has an almost invaluable worth from a missionary standpoint. With the importers it is usually an experiment in going into a new market, and much depends upon the measure of satisfaction when the goods are delivered. Much depends, too, upon the manner in which the goods are put up, the size of packages and their strength, not to mention the little individualities of the foreign

retailer and consumer, and it is in this connection that the Export Association is able to give great assistance to Canadian exporters.

## Canada and United States

The moving spirits of the association are well aware of the fact that if Canada is to take an important place in this European trade that she will not only have to acquaint herself with new conditions and supply new needs, but she will have to cope with strong competition. Undoubtedly the strongest actual competitor will be the United States. Germany and Austria will unquestionably be kept out of the Allied markets for some time after the war, and it is the opinion of trade authorities the demands during the reconstructive period will be such that North America will be taxed as at no previous period of her history. It is the competition of the United States to which particular attention must be given, and it is in this direction that active steps are being taken. The association proposes that Canada not only strengthen her relationships within the Empire, but should also be first in Europe, so as to take advantage for Canadian goods of that sentiment which will naturally be felt for this country as a war ally. Sentiment may not entirely overcome important advantages as to qualities or prices, but it is felt that there should be a certain preference for our goods if other things are equal or nearly so.

## Membership and Service

There are, of course, limits to what the association hopes to accomplish. Canada has been an important country so far as manufactured goods are concerned, and to turn round and supply those markets from which we have been drawing many of our supplies is not an easy task. However, Canadian manufacturers generally are studying the situation very closely, and it is those who believe that they have possibilities as exporters that are playing the leading part in the campaign. The association is open to any and all, but there will be many with comparatively small scope for foreign trade.

At the same time, the breadth of the plans covers not only members, but any others for whose goods there may be a demand. Each member submits prices and details of goods manufactured, and where orders are received they naturally

have the preference. But if the order or the inquiry calls for anything which can be turned out in this country the business is placed either within or without the association. The basis of the campaign is to secure business for Canada, and the duty of the organization is as a sort of clearing house where adjustments as to prices, terms, shipping facilities, etc., can be arranged.

#### The Psychological Moment

Undoubtedly the Export Association has chosen a psychological moment in the industrial history of Canada for its aggressive activities. For years we have been heavy importers while developing our country. In building up a national machine, we have been paying more attention to extension than production. Statements of exports and imports prove this. Now Canada has reached the place where, with rising rates of interest and difficulty in securing capital, it behoves her to speed up her plant and produce—and produce not only for herself, but for the Empire and the world. Already through our increased agricultural production and the manufacture of war supplies we have been able to change from a debtor nation to a creditor nation, and when the war is over much will depend upon the position our industries can maintain in replacing these war supplies with a similar amount of peace wares. The best way to supply a foreign market is to study that market's needs and endeavor to meet them.

The membership of the Export Association is about one hundred, and includes such firms as the following, which have also located representatives of their own in London:

Dominion Iron and Steel Company.  
Canadian Car and Foundry Company.  
Canadian Locomotive Company.  
Dominion Bridge Company.  
National Steel Car Company.  
Nova Scotia Steel Company.  
Canadian General Electric Company.  
Northern Electric Company.  
Dominion Textile Company.  
Hudson's Bay Knitting Company.  
Ames Holden & Maeready (boots and shoes).  
Laurentide Company (pulp and paper).  
Canadian Consolidated Rubber Company.  
Guttapercha and Rubber Company.  
Dunlop Tire Company.  
Goodyear Rubber Company.  
Allied Saddlery Association of Canada.

All Canadian manufacturers interested in the aims of the Export Association of Canada and in developing export business can secure all particulars by communicating with R. J. Younge, the

Canadian manager, at the organization's headquarters, Eastern Townships Bank Building, Montreal. Those behind the

movement believe that its scope could be largely increased to the industrial benefit of the Dominion.

## Discussing an R.M.A. Baking Powder

Grocers' Section of Retail Merchants' Association Ask Committee to Get Prices, Etc.—Two Sizes of R.M.A. Cleansers Now—Advancing Prices Make This Advisable, Majority Think

**T**ORONTO, Jan. 13 — (Special).— Since the Grocers' Section, Retail Merchants' Association, Toronto Branch got their own cleanser under the R.M.A. brand on the market, prices of tin and of some of the ingredients of the cleanser have advanced making it necessary to have a change in this article. This matter was brought up at the regular meeting Monday night by W. J. Parks and W. J. Nichol. Instead of issuing just the 5c line it was decided to have the cleanser put up in two sizes, one to sell at 5c, and one to sell at four for a quarter. The former will cost 42½¢ a dozen, and the latter \$2 in single case lots, and \$1.90 in five-case lots.

W. J. Parks introduced the matter of cutting prices in a certain line of baking powder on the part of some big stores. He claimed that now that cream of tartar was difficult to get and high in price it was not easy to make a cream of tartar baking powder. There were, therefore, a number of good phosphate baking powders on the market, as well as some cheaper alum powders. The residue from phosphate baking powder he said was Epsom salts, and from cream of tartar baking powder Rochelle salts. He hinted that the association might go into the matter of putting an R. M. A. baking powder on the market, and if so, was in favor of the phosphate article. The question was further discussed, and on motion it was decided to have the committee in charge of the R.M.A. goods go into the question of finding costs, etc., on the baking powder.

At the previous meeting it had been suggested that the section meet twice a month instead of once a month. However, when the question was introduced Monday night there were only a few in favor of this and meetings will be held as usual monthly on the second Monday of each month.

Donald McLean, treasurer, submitted a report on the proceeds from the excursion to Cobourg last year and was applauded when he announced that the net profit amounted to some \$512.29. Robert Dowson and Donald Nicolson were appointed auditors for 1916.

Wm. Forster made the claim that department stores were able to purchase

sugar and sell it at the same or less price than the retailer could buy it. The statement was further made that sugar was being bought from manufacturers who had no right to sell it. This was questioned by some of the members on account of the fact that the refiners had a hard and fast rule governing the resale of sugar. Provincial Secretary W. C. Miller pointed out that the matter had been gone into with the refiners and a reply was expected in the course of a few days.

On the suggestion of the chairman, F. C. Higgins, letters of condolence will be sent to John Fell, one of the members whose wife died recently, and to Ferguson Giles, another member whose father recently passed away.

W. J. Nichol proposed a municipal committee whose duties it would be to keep an eye on the city fathers during the coming year so that when next election comes around the association would have something definite to work on in recommending candidates. This matter, however, was left in abeyance. At the request of the Dominion Board of the Retail Merchants' Association the executive committee and special committee dealing with R.M.A. goods will meet on Thursday afternoon at 4 o'clock. (Canadian Grocer had gone to press before this meeting was concluded.)

D. W. Clark and J. C. Van Camp, secretary and president respectively, of the newly organized Retail Merchants' Association, Toronto branch, spoke on behalf of the organization and solicited the support of the grocers.

The Hudson's Bay Company will soon be opening their new \$750,000 building at the corner of Georgia and Seymour streets, Vancouver, B.C. The formal opening to the public will probably be held in March. The opening of the structure adjoining the Hudson's Bay Company's present retail premises will give the company over three times the floor space and permits the stocking of greatly increased supplies of merchandise and the employment of considerable additional staff.



## RESOLUTIONS FOR THE CLERK

By W. A. Kingdon, Montreal

**R**OBERT Burdette in a talk to young men said, "Get away from the crowd for a while and think. Stand on one side and let the world run by, while you get acquainted with yourself, and see what kind of a fellow you are. Ask yourself hard questions about yourself. If you are as upright at eleven o'clock at night, as you were at noon. Get on intimate terms with yourself and believe me, every time you come out of those private interviews you will be a stronger man."

The year 1915 has passed into oblivion, we have crossed the border, and have entered upon a new period of time. The New Year is an appropriate time for self examination. "New Year may come and New Year may go but resolutions go on for ever."

What about those resolutions you made last year? What about the five minutes during lunch hour? What about the time wasted in the cellar smoking during business hours? Yes, you were going to cut it out. Did you swear it off in January and swear it in again February? It is up to you to be honest with your employer. If there is one resolution more than another worth keeping it is punctuality. Method is the very hinge of business, and there is no method without punctuality. It very often preserves the peace and good temper of an employer. The want of it, not only infringes on necessary duties but sometimes excludes them. An unpunctual man is always in a hurry. He has no time to speak to you because he is going elsewhere, and when he gets there, he is too late for his business or he must hurry away to another, before he can finish it. Resolve to cultivate punctuality because it gives weight to character.

Resolve also to read your trade journal from cover to cover. It is the only way in which you can open the windows of your mind and let new ideas creep in and learn how other successful business men do things. It will stimulate your brain and you will begin to take a fresh interest in business. Keep an open mind, so that you may gather knowledge and fresh energy from the world outside. Remember the clerk of to-day is going to be the merchant of to-morrow.

As well as studying your trade journal, resolve to study your job; that is

perhaps what we most need to do. Let us try to do the best we can by them, whatever they may be, all of us are sometimes apt to be a little lazy. Sometimes tempted to say "well that's good enough" when we know we could have done it better. Whatever we may think of our job, whether in the store, office or on the road, let us resolve to make the best of it in 1916. Carlyle said, "Blessed is he who has found his work—let him ask no other blessedness." Live up to that.—W. A. K.

## THE SALESMAN'S REQUISITES

J. H. J. Murphy, of the Royal Crown Soaps, Ltd., Winnipeg, in an address before the Canadian Credit Men's Association, said production had greatly increased through mental and physical efficiency of labor and the development of scientific methods, systems and arts. The study of the problem of distributing the various products at a fair profit emphasizes these truths and the salesman or labor factor continues to be the deciding force in the propaganda of distributing and expansion, meeting at all times with competition and using organized salesmanship as the principal medium towards disposing of the products. The sales department should be most desirous of making maximum sales at a reasonable cost and a minimum loss in collection. The credit and collection departments should be desirous of and eager to assist in every possible way in securing maximum sales at a minimum loss, not only of collections but of customers, and without this imperative and absolute co-operation from the credits the results desired could not be accomplished. In this competitive age the high and mighty attitude of personal importance or selfishness should never be introduced, nor even countenanced in any department, and particularly in the credits and collections. If such existed, it was a dangerous weakness, and should be eliminated speedily from the organization.

Speaking of the requisites of a successful salesman, Mr. Murphy enumerated them as follows: First of all, honesty—honesty to himself, his house, his goods and the customer; resourcefulness, personality, courtesy, persistence, confidence, patience, faith in himself and all associated with him, tact and concentration.

## PACKING RIPE OLIVES

That ripe, pickled olives may be canned or bottled without brine is the statement made by Prof. F. T. Bioletti, of the viticulture department of the University of California, as a result of a series of tests that have just been completed, according to a report made by the "California Fruit World."

As soon as the pickling process is finished the olives are placed in a 3 per cent. brine solution for a number of days, until they are well salted. Then they are heated to a temperature of 180 degrees Fahrenheit in this brine, and placed in cans or bottles without liquid. The containers are then sealed and heated to 212 degrees for half an hour.

Olives treated in this way have kept perfectly for over a year, and when opened were found to be equal in every respect to similar olives put up in the usual way. There was no softening, shrinking, wrinkling or change of color. The absence of brine makes the handling of the olives by the consumer more pleasant and more convenient, Professor Bioletti points out. There is also considerable less weight in shipping.

## MERCHANTS CO-OPERATING

What looks like news of an important movement is contained in a press despatch from Calgary, which says that it is proposed to effect an agreement between the Retail Merchants' Association branches of Calgary, Edmonton and British Columbia, whereby there will be better co-operation in matters affecting retail merchants. The idea looks good, especially at a time like this, when a maximum of co-operation is necessary among retail merchants if they are effectually to fight the mail order houses which are making a strong bid for business in the West this year. With the matter of getting down to a cash basis popping up again, the more heads that get together, the better.

W. H. Andrews, secretary of the Calgary branch of the Retail Merchants' Association, while not willing to discuss the details of this movement, intimates that negotiations have been going on between the Calgary and Edmonton branches for some time, with a view to joint action or consolidation. British Columbia branch has also communicated with Mr. Andrews on the subject.





# CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



## Quebec and Maritime Provinces

Bourassa & Cie., grocers, Montreal, have registered.

A. Dubois & Co., grocers, St. Johns, Que., have registered.

Paquin & Frere, grocers and butchers, Montreal, have registered.

John Abriel, a general merchant and lobster packer, at Pope's Harbor, N.S., passed away recently.

J. B. Kenny has been added to the directorate of the Acadia Sugar Refineries, Ltd., Halifax, N.S.

John A. Gillies & Co., wholesale fruit merchants, Montreal, have registered under name of Mrs. John A. Gillies.

The Wedgeport Lobster Co., Yarmouth, N.S., under names of E. J. Le Blanc and Paul L. Hatfield, has registered.

H. W. Wentzell, president and managing director of Wentzell's, Ltd., Halifax, N.S., was presented with a gold-headed cane by his office staff and clerks.

Michael J. Neville, of Halifax, N.S. managing director of the Neville Canned, Limited, of Halifax, died recently at age of 41 years. Mr. Neville first entered the lobster packing business about eighteen years ago and during the lobster seasons made Yarmouth his headquarters.

## Ontario

The Purity Flour Mills, Ltd., have obtained a charter.

J. A. Wilson, grocer, Chatham, Ont., was sold to A. P. Smith.

Mrs. Charlebois, grocer, Ottawa, sustained a fire loss recently.

W. C. Taylor has purchased the grocery business of A. E. Shaver, Brockville, Ont.

M. G. Searle intends opening a grocery and provision business in Walkerton, Ont.

Mrs. Wm. Armstrong, general merchant, Cassel, Ont., has sold to S. Robertson.

Dulmage & Co., general merchants, Palmerston, Ont., have sold to Geo. Detwiler.

Fred Newman, wholesale grocer, Picton, Ont., has been elected mayor of that town by acclamation.

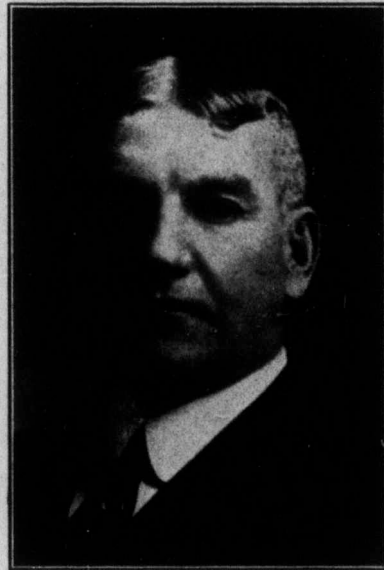
The National Cash Register Co., of Canada, Limited, has obtained a charter. Head offices are in Toronto.

The ratepayers of Chatham, Ont., voted by a large majority to pay \$18,500 toward the cost of a site, grant a fixed assessment, extension of water

mains and other smaller concessions to the Dominion Sugar Company.

Brockville, Ont., Retail Merchant's Association are proposing a winter carnival, to be held there in January. The local horsemen will be interviewed as to the feasibility of putting on a race meet, the curlers as to a carnival, and the military to be asked to take part. The idea is to make the carnival a two-day affair.

The newly-elected officers of the Fort William, Ont., Retail Merchants' Association are: President, R. E. Walker; 1st vice-president, H. W. Denyes; 2nd vice-president, W. G. L. Evans; secretary-treasurer, Chas. W. Wilson; executive committee—chairman, C. H. Jack-



JOHN R. HAYDEN,

For many years a traveling salesman with John Sloan & Co., Toronto, the recipient of a purse of gold and an extra month's holiday from the company.

son; E. R. Gavin, Russell Maybee, J. G. MacDonald, H. H. Wightman, J. B. Evans, E. E. Nugent, A. H. Griffiths.

## Western Canada

The Shaunavon Mercantile Co., Shaunavon, Sask., is incorporated.

Wilton & Conley, grocers, Winnipeg, are succeeded by Wilton & Peebles.

C. F. Johnson, general dealer, Scots-guard, Sask., is succeeded by Freedman & Son.

Kelly Bros., general merchants, Hardy, Sask., have dissolved; A. W. M. Kelly continuing.

Alfred Woods, grocer, St. James, Man., sustained a fire loss recently.

Mrs. Wm. Harrower, general merchant, Menzies, Sask., is succeeded by J. Loughton.

The R. M. Trading Co., Fort Qu'appelle, Sask., has dissolved, H. M. Richardson, continuing.

James Strathdee, of Campbell, Wilson & Strathdee, Regina, Sask., spent a day in Winnipeg last week.

William Duff, buyer for Campbell Bros., and Wilson, Winnipeg, has been on the sick list for a week.

H. G. Smith, general manager of the H. G. Smith Co., Ltd., wholesale grocers, Regina, Sask., has been east on a business trip.

Wallace Parsons, who travels out of Saskatoon for T. H. Estabrooks Ltd., and who has been visiting friends in Toronto and Arnprior, has returned to the West.

Stuart Watson of Watson and Truesdale, wholesale brokers and manufacturers agents, Winnipeg, was a visitor at the Toronto office of the Canadian Grocer during the week.

Revillon Wholesale, Ltd., Edmonton, Alta., have opened a warehouse at Peace River Crossing with a stock of groceries and hardware. Several new retail stores have also opened up there recently.

George Adam & Co., Chamber of Commerce, Winnipeg, have been appointed representatives in the West for Geo. Hodge & Son, exporters of sardines and rice, Montreal, and for H. M. Bell, London, Eng., exporters of rice, peas and beans.

W. Ramsey, of Ramsey & Copeland, Dauphin, Man., spent a few days in Winnipeg last week on business. Mr. Ramsey is connected with the business formerly conducted by Steene & Copeland. The same business was run years ago by Ramsey & Phillip.

The H. G. Smith Co., Ltd., Regina, Sask., announce that in early spring they will erect an addition to their warehouse in Regina and also have under consideration the erection of a branch house in Saskatoon to meet the demands of the north country trade.

J. Wood, formerly with Jobin Marrin Co., Ltd., and Jos. Tetley & Co., Ltd., Winnipeg, has been appointed to the city staff of the A. Macdonald Co., Ltd., taking the place of Chas. F. Grant, who has been promoted to the position of sales manager of the Lethbridge branch.

## CANADIAN GROCER

Watson & Truesdale, manufacturers' agents, 120 Lombard Street, Winnipeg, have been appointed representatives in Manitoba and Saskatchewan for E. D. Smith & Sons, Ltd., Winona, Ont.

Watson & Truesdale, manufacturers' agents, Winnipeg, were recently appointed representatives in the West for Foster Clark, Ltd., manufacturers of custard powders, lemonade powders, etc., of Maidstone England.

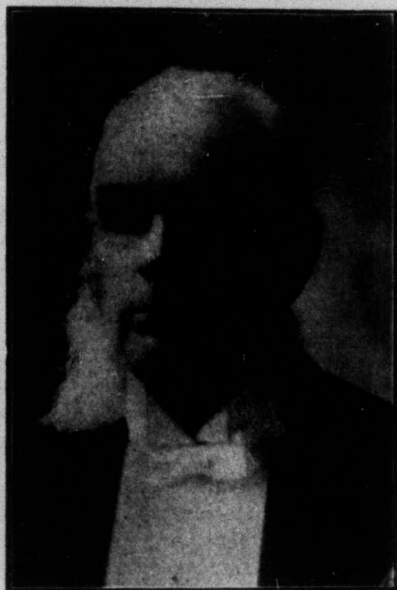
Campbell, Wilson & Strathdee, Ltd., wholesale grocers, Regina, Sask., are opening temporary premises in Swift Current. Permanent quarters will later be secured.

### MORE IN MUNICIPAL AFFAIRS

In addition to those grocers and general merchants mentioned in last week's issue, who were elected to municipal honors, the following list has been secured:

**Grocers.**—E. F. Merner, Bayfield, Ont., Councillor; John A. McLachlan, Glencoe, Ont., Reeve; W. R. McClelland, Niagara-on-the-Lake, Mayor; T. Davies, Rodney, Councillor; D. A. Hill, Waterford, Councillor; R. J. Walker, Port Credit, Councillor; Jas. Cutt, Blyth, Councillor; N. A. Taylor, Blyth, Councillor; A. J. Burns, Amherstburg, Councillor.

**General Stores.**—D. Brockelbanks, Arthur, Ont., Reeve; W. T. Stewart, Beeton, Ont., Reeve; J. A. Toohey, Cayuga, Ont., Reeve; J. W. Bannister, Delhi, Ont., Councillor; C. W. Inkster, Niagara-on-the-Lake, Councillor; W. J. Wing, Westport, Ont., Councillor; J. M. Ross, Lucan, Ont., Councillor; C. S. Ewing, Fergus, Ont., Councillor.



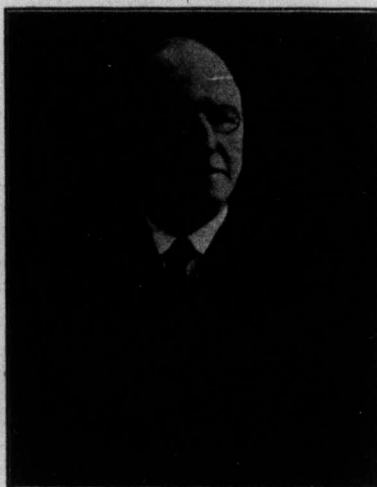
**E. K. BARNSDALE,**  
Re-elected Mayor of Stratford. Mr. Barnsdale is a large grocer there.

### DEATH OF A PROMINENT NEW-FOUNDLANDER

Hon. John Harris, St. John's, Newfoundland, passed away on New Year's eve, at the age of 55 years. The late Mr. Harris was president of the Legislative Council and principal in the firm of Hearn & Co., a commercial house known throughout the country. After receiving his education at St. Bonaventure's College under tuition of the Christian Brothers, he took up his business career as accountant by entering the Gleeson Hardware Co. In 1877 he severed his connection with this firm and joined that of Hearn & Co., and was awarded a partnership therein three years later. The activities of this he has handled ever since. In 1890, at the age of 32, he was appointed to a seat in the Legislative Council, this instance bearing record as the youngest in the colony's history. On the retirement of the late Sir Edward Shea, some twelve years later, and being then the third senior member of that body, he was appointed its president, which position he filled during the remaining four years of his life.

### TO POPULARIZE FISH

Under the auspices of the chairman of the publicity committee, J. A. Paulhus, Montreal, the Canadian Fisheries Association are planning a campaign to increase the consumption of fish. The inaugural day of the campaign is set for February 29th, and on account of it being an odd date, it is expected that it will appeal to the public at large. It is hoped that the movement will spread throughout the press of the country and will result in considerable interest being taken by the people generally. The low price of fish as compared with other food products will be pointed out, and there is no reason why fish should not be enjoying a larger consumption than it does.

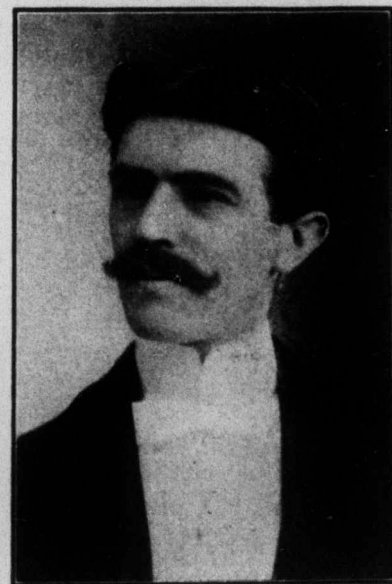


**W. J. MELLEN,**  
Again elected an alderman in Brantford. Mr. Mellen is a prominent Association man.

### WILL BUY GOOD SEED

One of the best known seed specialists in Winnipeg was asked this week what the prospects were for business in his line for the coming season. He replied that he did not think the demand for seed would be as heavy this year, as the farmers had held on to considerable of their own seed. Last year they did not have enough and although prices were high, they had to go into the market and buy. He thought that there would be a bigger demand next season for better class of stuff at high prices, as the farmer had the money to buy it. A lot of the stuff grown during the past four years has become contaminated with wild oats, and the farmers are realizing that it is no use sowing wild oats year after year. Seedmen are, therefore, expecting a bigger year as regards the value of seed sold.

Farmers in the West, according to this seed man, are getting the idea out of their heads that any old seed will do, and are beginning to understand that a good strong seed gives a strong healthy plant, and a much bigger yield. This has been growing on them for the past ten years, and the coming year will see the western farmer paying more attention to the quality of seed used. Fifteen years ago, it never occurred to many that they must use good seed to get a good crop—he got a good crop anyway. Up to the present, many have been selling their good grain and retaining frozen stuff for seed. The time is not far distant when they will retain their 80-cent crop, or else buy good seed from the seedman.



**F. C. HARP,**  
A grocer in Brantford who will add the prefix "Ald." to his name this year.

# Guessing on Possible Tea Tax

Many Look Forward to One, But Others Seem Just as Confident None Will be Imposed—Tea Up Again in London—Pepper Market Advancing — Freight Shortage Becoming More Acute—Sugar Easier in New York—Coffee Situation Firmer.

Office of Publication, Toronto, Jan. 13th, 1916.

**N**OW that the budget for 1916 is about to be brought down by Finance Minister White, there is much expectancy in regard to tariff changes. Tea is, of course, in the limelight, particularly since it has so far escaped the war tax and since there is now a duty of no less than a shilling a pound on tea going into Britain. Some dealers anticipate a war tax of at least 10c on tea, while others think there will be no tax. It may be that in some respects, the wish is father to the thought. The duty on tea in Canada was taken off in 1881. At that time it was 3c per pound on black tea, and 3c and 10% on green tea. From that year practically every year to date there has been speculation and excitement in the tea market regarding the duty being replaced. In the years 1901 up to 1906, there were big deficits in revenue and everyone was sure that each year a duty would go on, but none was imposed. Those who anticipate no duty, point out that politicians see it would be an unpopular tax and claim that it would show itself the very day it is imposed and now that the Government has only a short lease before going to the country, they ask if it is likely they will impose a tax on tea. They maintain that it would be an unpopular tax and that no Government would want to incur such unpopularity. If the Government was in the saddle again for another five years, the circumstances would be different. On the other hand, those who anticipate a duty say that it would not be a very great hardship as not a great deal of tea is used per family per week. They think, too, that because Britain is paying a 25c per lb. duty on tea, Canada should be able to stand at least 10c. Apart from that, they say the Minister needs the money. However, we shall soon know what's what.

The potato situation should be watched very carefully from now on. New Brunswick Delawares have advanced about 25c per bag since week ago and British Columbia potatoes are also similarly higher. This means that these potatoes will be retailing to the consumer at over the \$2 per bag mark. British Columbia had a good crop and is shipping quite a number of cars to the East which is helping to steady the market. However, these are not preventing advances. Alberta also had a splendid crop, but the cold weather there is against shipping. Our predictions of a few months ago that potatoes would be exceedingly high this winter have come true.

New-laid eggs are on the decline. This is due, of course, to the hens which have been laying better of late. This year they appear to be starting in exceedingly early and if we should have bright, mild weather in the future, they will be even more plentiful. Severe cold weather of a permanent character would, however, affect the production perceptibly. New-laid are down about 5c per dozen from a week ago.

## QUEBEC MARKETS

Montreal, Jan. 13.—After the holiday season, which in the French sections is continued through the first week of the New Year, on account of Epiphany, there has been a revival in business this week. Retailers are reported to be buying well, especially on staple lines, many of these having been allowed to run down through the rush of the Christmas trade. Speculation as to possible tariff changes continues throughout the trade,

and in some lines, such as tea and sugar, where there is some expectation of an additional duty, wholesalers and retailers are buying more freely, but not in exceptionally large quantities. However, there appears to be a growing opinion that the tariff changes may be deferred, and the buying attitude in many quarters seems to be a policy of "safety first."

The tendency of the whole market is to continue upward, although there are

## Markets in Brief

**QUEBEC MARKETS.**  
**FLOUR AND CEREALS—**  
 Flour market shade easier; wheat lower.  
 Rolled oats firmer.  
**FRUIT AND VEGETABLES—**  
 Oranges lower by 25 to 50c.  
 Florida strawberries cheaper.  
 Cranberries higher at \$10.50.  
 Potatoes up 25 to 40c bag.  
**PRODUCE AND PROVISIONS—**  
 Hog products firmer.  
 Butter easier.  
 New laid easier.  
 Fowl up in price.  
**GENERAL MARKETS—**  
 Sugar decline in New York.  
 Rice market strong.  
 New molasses arriving.  
 Spice market firm.  
 Pork and beans up.

**ONTARIO MARKETS.**  
**FLOUR AND CEREALS—**  
 Wheat easier and flour market unchanged.  
 Cornmeal a shade higher; American corn up.  
 Rolled oats firm; oats up from 1 to 2c bushel.  
**FRUITS AND VEGETABLES—**  
 Potatoes up to \$2 wholesale.  
 B.C. potatoes arriving freely.  
 Grapefruit firmer; crop short.  
 Strawberries down.  
 Oranges easier.  
**PRODUCE AND PROVISIONS—**  
 Hogs firmer on good export demand for meats.  
 Dairy butter easier; creamery unchanged.  
 Eggs, new laid, down 5c.  
 Live fowl up couple of cents.  
**GENERAL MARKETS—**  
 Tea up halfpenny in London.  
 Peppers firming up.  
 Cream of tartar hard to get.  
 Mocha coffee also firmer.  
 Currants still advancing.  
 Tapioca market strengthening. Some dried fruits easier.

**MANITOBA MARKETS.**  
**FLOUR AND CEREALS—**  
 Flour remalus at \$6.60 per bbl.  
 Bran, shorts and middlings up \$1.  
 Big feed demand from East.  
 Rolled oats advance 10c.  
 Advance in oatmeal expected.  
 Cornmeal will decline early.  
**FISH AND POULTRY—**  
 Advance on all live poultry.  
 Most lines up about 2c per lb.  
 Demand for fish good; no changes.  
**PRODUCE AND PROVISIONS—**  
 Weaker undertone to live hogs.  
 May be drop in bacon backs.  
 Big advance in creamery butter.  
 Creamery may jump to 40c lb.  
 Cheese firm at old quotations.  
**GENERAL GROCERIES—**  
 Good demand for herrings in brine.  
 Sugar steady and unchanged.  
 Currants giving trouble again.  
 Retailers well supplied with nuts.  
 Better Ontario beans arriving.  
 Peppers, ginger and nutmegs up.

no outstanding advances. Difficulties as regards transportation facilities indicate no improvement in that direction, in fact, the situation appears to be even more complicated. Spices, coffee, tea and molasses are firm, and California fruits continue in strong demand.

An advance on brooms of about 5 per

## CANADIAN GROCER

cent. on all lines is announced. Roquefort cheese is about 4c a pound higher. Coarse salt in 140-lb. bags has advanced 5c, and is now quoted at 85c in store, or 90c delivered. Cottonseed oil is up 10c per gallon, and is now quoted at \$1.25 by the barrel. Cotton twine has increased 1½c.

**SUGAR.**—A decline of 20c has taken place in New York refined sugar. The decline is not due to any change in the raw market, but, it is said, is on account of competition from the beet sugar refiners. The Montreal market has not for some time directly followed the New York, and above-mentioned decline has no immediate effect here. There is considerable speculation as to probability of a duty on sugar. Wholesalers are buying more freely than they were, not to so great an extent as to lead one to say that they expected a duty, but to show that they regard it as a possibility, and are applying "safety first" principles. It might be pointed out in this regard that England is paying nearly double the duty that Canada pays. The retailers, judging from reports received, appear to have good stocks.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 55
50 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Yellow Sugars—	
No. 1	6 25
Dark yellow	6 05
Bright yellow, bbls. only, cwt.	6 50
Powdered Sugars—	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Paris Lump—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 50
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

**MOLASSES AND SYRUPS.**—The first shipment of new crop of molasses will arrive in Montreal this week. Importers are paying over fifty cents for this, which means present quotations to the retailer will be maintained. For supplies secured for February delivery prices will be somewhat lower as contracted for. Nothing further than this can be said at present with regard to later deliveries. Unless shippers have the good fortune of securing an extra boat for shipments, the high position of the market may be expected to continue. On the other hand, it is a well known fact that this business is not paying as high rates as are obtainable in other services, and unless these rates are advanced, which would mean higher cost of bringing in supplies, there is a possibility of the number of ships operating being reduced.

	Price for	
	Fancy.	Choice.
	Inland of Montreal.	
Barbadoes Molasses—		
Punchoons	0 55	0 45
Barrels	0 51	0 51
Half barrels	0 53	0 53

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrup—		
Barrels per lb., 3½c; ¼ bbls., 4c; ½ bbls.	0 04¼	
Pails, 83½ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ½ doz. in case	2 90	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrup—		
Barrels, lb., 4½c; ¼ bbls.	0 05	
Cases, 2 lb. tins, 2 doz. in case	3 60	

**SPICES.**—Reports from New York reaffirm the strength of the market in all lines. Advances in prices are being gradually made to the wholesalers by spice dealers, but the former, who usually buy in sufficient quantities to meet requirements for a considerable length of time, have not as yet increased their quotations to the retailer. Black peppers and gingers are very scarce.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—0 35	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—50c.			
Ginger	—0 22	—0 29	—0 29
Ginger, Jamaica	—0 23	1 05—1 15	—0 31
Mace	—0 80	—0 90	—0 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Peppery spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 15		
Turmeric	0 21—0 23		

Lower prices for pails, boxes or bails when delivered can be secured.  
 Cardamom seed, per lb., bulk 2 00 2 50  
 Caraway—  
 Canadian 0 30 0 15  
 Dutch 0 30 0 22  
 Cinnamon, China, lb. 0 14½ 0 15  
 Mustard seed, bulk 0 19 0 23  
 Celery seed, bulk 0 36 0 46  
 Cayenne chillies 0 35 0 35  
 Shredded coconut, in pails 0 18½ 0 22  
 Pimento, whole 12-15

**COFFEE.**—There are evidences of a feeling in the wholesale trade that the coffee market is due for a further advance, but from information given by importers there does not appear to be any substantial ground for this sentiment. The buying is probably due to the possibility of ships engaged in the coffee trade with South America and Mexico being taken off in accordance with the British Admiralty's policy of calling in British vessels for the transportation of required supplies to Great Britain. However, it does not seem logical that the British Government would take a step which would seriously injure an industry in which there is such a large proportion of British capital invested. One report has it that there will be an advance in freight rates of 40c per bag, but as this is only a difference of about one-third of a cent per pound, it would be absorbed in the trade and would hardly affect the retailer. Definite rumors of peace may be expected to cause a material strengthening of the coffee situation, as European competition has been largely eliminated since the outbreak of the war.

Coffee—		
Plantation Ceylon	0 32	
Java	0 32	
Arabian Mocha	0 34	
Guatemala	0 28	
Mexican	0 28	
Maricao	0 22	
Jamaica	0 22	
Santos	0 19	
Rio	0 18	
Chicory	0 14	

**TEA.**—The market on Ceylon and Indian teas is strong, and, following the

quiet holiday season, buying is quite brisk on the part of both the wholesaler and retailer. One importer tells us that for the past week he has been asking 1c per pound more for Ceylon and Indian tea. It is difficult to know how future supplies will come, and if there will be any improvement in ocean transportation conditions. The opinion in regard to the possibility of a tax is diversified. Those holding stocks are not pressing sales and, as stated above, wholesalers and retailers are doing more buying. Spot stocks are said to be light. Japan teas are selling well here.

**DRIED VEGETABLES.**—The demand for beans is quiet, but the market remains quite strong. It is thought shipments may increase, although it is not likely there will be any improvement in quality. The situation as regards peas is also quite firm.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Yellow eyes, per bushel		4 20
Limbs, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 35 lbs.		5 50
Barley, pot, per bag		3 00
Barley, pearl, lb.	0 04¼	0 05

**NUTS.**—There has been an advance in shelled almonds of 1c per pound; the quotation is now 41c to 42c. Almonds are scarce, and are likely to continue so. A decline is noted in the quotation on pecans, the cut being about 1c per pound; they can now be bought for 17½c to 18½c per pound. Shelled peanuts have recently been showing considerable strength, and have been advancing in price.

Almonds, Tara, new	0 17¼	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 36	0 38
Shelled almonds, 28-lb. boxes, per lb.	0 41	0 42
Steddy filberts	0 14½	0 15
Filberts, shelled		0 30
Pecans, large, washed	0 17½	0 18½
Brazils, large	0 20	0 21
Peanuts, American, roasted	0 08	0 12

**DRIED FRUITS.**—Supplies of currants which arrived in America on the Frixas, and were too late for the holiday trade, are now to hand but there is no change in the quotations given. In general the business in dried fruits is largely in California products, and that market upon which the trade is now so much dependent is still a in strong position. Smyrna figs in bags for cooking purposes are obtainable in some quarters from stock, but price is very high, being about 8½c, as compared with a quotation of 3c in normal times; these supplies were received in 1914, and have been held in cold storage.

	Per lb.
Apples, choice winter, 25-lb. boxes	0 11½
Apples, choice winter, 50-lb. boxes	0 11
Apricots	0 14
Nectarines, choice	0 15
Peaches, choice	0 11½
Pears, choice	0 08
Pears, choice	0 13½

	Per lb.
<b>DRIED FRUITS.</b>	
<b>Candied Peels—</b>	
Lemon	0 22
Lemon	0 20
Orange	0 19
<b>Currants—</b>	
Filigras, fine, loose, new	0 11½
Filigras, packages, new	0 12½
<b>Dates—</b>	
Drummary, package stock, old, pkg.	0 09
Figs, choicest	0 12½
Hallowee, loose, new	0 07½
Hallowee, 1-lb. pkg.	0 07

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<b>Figs—</b>		
3 crown, 12-lb. boxes, fancy, layer, lb. ....	0 12	
7 crown, 12-lb. boxes, fancy, layer, lb. ....	0 12	
8 crown, 12-lb. boxes, fancy, layer, lb. ....	0 11½	
1 lb. glove boxes, each .....	0 12	
Cal. bricks, 10 oz. ....	0 08½	
Cal. bricks, 16 oz. ....	0 10	0 11
Cal. layers .....	0 10	0 11
Cal., fancy, table, 10 lbs. ....	1 50	
<b>Prunes—</b>		
30 to 40, in 25-lb. boxes, faced .....	0 11½	0 12½
40 to 50, in 25-lb. boxes, faced .....	0 11	0 11½
50 to 60, in 25-lb. boxes, faced .....	0 10½	0 11½
60 to 70, in 25-lb. boxes, faced .....	0 10	0 10½
70 to 80, in 25-lb. boxes, faced .....	0 09½	0 10
80 to 90, in 25-lb. boxes, faced .....	0 09	0 09½
90 to 100, in 25-lb. boxes, faced .....	0 08	0 08½
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster .....	3 75	
Muscadels, loose, 3-crown, lb. ....	0 08½	0 09
Muscadels, 4-crown, lb. ....	0 09½	0 10
Cal. seedless, 16 oz. ....	0 12½	
Fancy seeded, 16 oz. pkgs. ....	0 10	0 11
Choice seeded, 16 oz. pkgs. ....	0 09½	0 10
Valencias, selected .....	0 11	
Valencias, 4-crown layers .....	0 11½	

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

**RICE.**—The market on rice is quite strong and the demand is steady. Conditions as outlined in our late reports obtain to-day. Freight conditions control the market, and it is impossible to say whether these conditions will improve for some time. At present, with the recent action of the British Government in commandeering British vessels plying between foreign ports, and the activity of enemy submarines, ocean transportation problem appears more complicated than ever.

<b>Rangoon Rices—</b>		
Rangoon, "B" .....	4 20	Per cwt.
"C.G." .....	4 10	
India bright .....	4 35	
Lustre .....	4 40	
<b>Fancy Rices—</b>		
Mandarin, Patna .....	4 30	
Pearl .....	4 75	
Imperial Glace .....	5 40	
Sparkle .....	6 00	
Crystal .....	5 00	
Snow .....	5 20	
Ice drips .....	5 30	
Java Onyx .....	6 50	
Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).		
<b>Imported Patna.</b>		
Bags, 22½ lbs. ....	0 06¼	Per lb.
Half bags, 11½ lbs. ....	0 06¼	
Quarter bags, 5½ lbs. ....	0 06¼	
Velvet head Carolina .....	0 09	0 10
Sago, brown .....	0 06¼	0 07
<b>Tapioca—</b>		
Pearl, lb. ....	0 07	0 07½
Seed, lb. ....	0 07	0 07½

**CANNED GOODS.**—Owing to the high price of good quality beans and also to the greater cost of all packing material, new prices are announced for Clark's pork and beans. An advance on sundry brands was made two weeks ago.

ONTARIO MARKETS

Toronto, Jan. 13.—Difficulty attached to transportation in the Mediterranean is still having a big effect on imported goods from the far East. These include spices, such as peppers, Mocha coffee and tea from India and Ceylon. Black peppers on the primary market have advanced some two or three cents recently. Tea has gone up another halfpenny in London, and Mocha coffee is firm. The tea market is probably the most vital to the retailer. The market has been gradually advancing during the past five weeks. Tea men in Canada have had a difficult time getting tea from London owing to freight being tied up so badly. For instance, one case is known where

tea bought in London ready for shipment on November 4th has not been shipped yet, and it is not known when it will be shipped.

There is also an exceedingly interesting situation in currants, prices on the primary market of which advanced since last July no less than 11 shillings per cwt. Within the last thirty days the advance has been 3 shillings alone. Stocks are very light here, and prices are exceedingly firm.

Business generally is good, apart from that in some of the imported lines hard to get. Wholesalers who have taken stock point to the past as having been a splendid year, and they have no complaints whatever to make.

**SUGAR.**—This market is still a waiting one. Refiners are waiting for the new crop Cuban raws, as much depends on the size of this crop. Reports indicate it to be a large one, which would naturally mean an easier tendency in sugar. However, there is no telling what France and England will be doing, and if they should come into the market for heavy shipments the situation would naturally remain steadier, if not produce an advance. Freights, of course, are exceedingly high, which will not permit prices this year to go down anywhere near what they were before the war. It may be, therefore, that European buying and freight difficulties may offset the good crop. It is further reported that one big American concern has bought up 26 Cuban centrals, which will tend to strengthen the market. Apart from outside influences, the sugar market should be easier. It should, however, be watched very closely. There is gossip about another war tax on sugar, but this is merely gossip. There is already 70c a cwt. war tax on sugar. Buying has been of a hand-to-mouth character of late.

<b>Extra Granulated Sugars, Montreal Refined—per 100 lbs.</b>		
100 lb. bags .....	6 71	
20 lb. bags .....	6 81	
10 lb. bags .....	6 86	
2 and 6-lb. cartons .....	7 00	
Nova Scotia refined, 100-lb. bags .....	6 61	
New Brunswick refined, 100-lb. bags .....	6 66	
<b>Extra Ground Sugars—</b>		
Barrels .....	7 11	
50 lb. boxes .....	7 31	
25 lb. boxes .....	7 41	
<b>Powdered Sugars—</b>		
Barrels .....	6 91	
25 lb. boxes .....	7 31	
<b>Crystal Diamonds—</b>		
Barrels .....	7 26	
100 lb. boxes .....	7 36	
50 lb. boxes .....	7 56	
Cartons (20 to case) .....	8 01	
Cartons (50 to case) .....	8 91	
Crystal Dominoes, cartons .....	8 36	
<b>Paris Lump—</b>		
100 lb. boxes .....	7 36	
50 lb. boxes .....	7 56	
25 lb. boxes .....	7 66	
<b>Yellow Sugars—</b>		
No. 1 .....	6 31	
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.		

**TEA.**—A cable from London on Tuesday told of another advance of half a penny. The market is certainly a strong one, and has been steadily advancing for the past month or six weeks. It seems that just now the primary market has little to do with market values, London being the ruling factor. Canadian buy-

ers are having trouble in getting shipments from London here, which is tending further to complicate matters. There is good steady buying, but buying is always fairly heavy at this time of the year. The report that the Clan MacFarlane had been sunk at first caused some uneasiness, as it was stated she had some four million pounds of tea on board. Later reports, however, state that she left England for Bombay on December 16th and that she was sunk on December 30th. This would appear that she was on the way to Bombay and, therefore, would not likely be carrying tea. However, this as well as other losses makes freights higher, and tends to advance the war insurance, which is already some 10 per cent.

**SYRUPS AND MOLASSES.**—Corn syrups are moving out freely, as this is a splendid season for them. American corn is higher of late, so that corn syrup market is a shade firmer. No advances have taken place, and none are predicted just now.

**DRIED FRUITS.**—Currants are coming along, but at higher prices than ever. The news that the "Thessalonica" had been lost with her cargo, which included currants, caused New York buyers to jump into the market, and this naturally firmed the situation. Locally there were some seven or eight carloads of currants on this steamer for Ontario, and, as stocks are light here, it means a considerable loss. One dealer reports selling a carload recently, but at high prices. Between July last and the present time the primary market has advanced no less than 11 shillings per cwt., and in the last thirty days the advance has been about 3 shillings per cwt. The cargo of the "Frixas," which arrived but a few days before Christmas in New York, was partially damaged, which made it bad for dealers around the holiday. Dried peaches are a shade easier; also Hallowee dates. The market on prunes and raisins is steady, but evaporated apples have gone up a couple of cents. There appears to be few of them left.

Apples, evaporated, per lb. ....	0 10½	
<b>Apricots—</b>		
Std., 25's, faced .....	0 12	0 12½
Choice, 25's, faced .....	0 13½	0 14
Extra choice, 25's, faced .....	0 14½	0 15
Fancy, 25's, faced .....	0 15½	0 16
<b>Candied Peels—</b>		
Lemon .....	0 17	0 18
Orange .....	0 17	0 18
Citron .....	0 22½	0 23½
<b>Currants—</b>		
Filiatras, per lb. ....	0 10½	0 11
Analas, choicest, per lb. ....	0 12½	0 13½
Patras, per lb. ....	0 13	0 14
Vostizas, choice .....	0 13½	0 13½
Cleaned, ½ cent more.		
<b>Dates—</b>		
Faris, choicest, 12-lb. boxes .....	0 09½	0 10
Faris, choicest, 60-lb. boxes .....	0 09	0 09½
Package dates .....	0 07½	0 09
Hallowees .....	0 07	
<b>Prunes—</b>		
30-40s, California, 25-lb. boxes .....	0 12½	0 13
40-50s, 25-lb. boxes .....	0 10½	0 11
50-60s, 25-lb. boxes .....	0 09½	0 10
60-70s, 50-lb. boxes .....	0 09½	0 09½
70-80s, 50-lb. boxes .....	0 08½	0 08½
80-90s, 50-lb. boxes .....	0 08½	0 08½
90-100s, 5-lb. boxes .....	0 07½	0 08
25-lb. boxes, ¼c more.		

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<b>Peaches—</b>		
Choice, 50-lb. boxes	0 06%	0 07
Stds., 50-lb. boxes	0 06%	0 06%
Choice, 25 lbs., faced	0 07%	0 07%
Extra choice, 25 lbs., faced	0 07%	0 07%
Fancy, 25 lbs., faced	0 08%	0 09
<b>Raisins—</b>		
Valencia, Cal.	0 09	0 09%
Seeded, fancy, 1 lb. packets	0 10	0 10%
Seeded, choice, 1 lb. packets	0 09%	0 10%
Seeded, choice, 12 oz.	0 12	0 12
Seedless, 16 oz. packets	0 11%	0 12
Seedless, 12 oz. packets	0 11	0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

**NUTS.**—Since the holiday there has not been, of course, such a keen demand for nuts. Almonds in the shell can be bought at around 16c to 17c, and Grenoble walnuts at about 15½c. Brazil nuts are scarce, many houses being cleaned out altogether. Marbot walnuts are also scarce. Shelled walnuts can be bought a few cents below prices prevailing prior to the holiday.

<b>In Shell—</b>		
Almonds, Tarragona	0 15%	0 15%
Brazils, medium, new	0 15	0 15
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14%
Peanuts, Jumbos, roasted	0 13%	0 14%
Peanuts, hand-picked, roasted	0 11	0 11%
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14%	0 15%
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12%	0 13%
<b>Shelled—</b>		
Almonds	0 45	0 46
Filberts	0 35	0 35
Peanuts	0 11	0 11%
Pecans	0 55	0 60
Walnuts, new, halves	0 35	0 36
Broken	0 31	0 32

**COFFEE.**—Green Mocha is higher, and the market is quite firm. It is interesting to note that within the last two or three years Mocha coffee has advanced at least 10c a pound, three of which was the recent war tax. Rios have also advanced to wholesale buyers a couple of cents. A cable last week announced firmer prices on Maracaibo, which would mean about a cent a pound advance when roasted. The coffee situation is, therefore, generally firm.

<b>Coffee, Roasted—</b>		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicory, lb.	0 12	0 14

**BEANS.**—Hand-picked beans are exceedingly hard to get, and those houses which have them are selling at around \$4.75 per bushel. Choice prime beans are selling at about \$4.25. These are a good quality bean, and they are getting considerable sale. Beans costing the dealer nearly 8c a pound, however, are certainly high, and mean a retail price of at least 10c. This is a great deal different from two or three years ago, when the trade could purchase them at around \$2 a bushel. Split peas are selling at from 6¼c to 6½c per pound.

Beans, choice primes, bush	4 25
Beans, hand-picked, bushel	4 75
Peas, blue, bushel	3 00
Split, lb.	0 06%

**SPICES.**—Freight difficulties in the East are playing havoc with pepper prices and other lines that come from the Strait Settlement district. Black pepper has advanced to the grinder about 3c recently. One firm reports a carload of pepper, both black and white

coming by way of Vancouver and overland to Toronto. This is something new, as these goods always came across the Atlantic, so that the rail route would be as short as possible. It is a fact that at the present time peppers in New York and London are really higher than spot goods, which means that even higher prices must result on the depletion of present stocks. Jamaica ginger is also advancing. It is interesting to note that this line has gone up about 75 per cent. in recent years. The crop is short and freight difficulties are strengthening the market. During the past summer, for instance, only one boat was plying between Halifax and Jamaica, where there used to be half a dozen. Cream of tartar is very high in price and hard to obtain.

<b>Spices—</b>		
Allspices, ground	0 10	0 10
Allspices, whole	0 15	0 15
Cassia, whole	0 21	0 22
Cassia, ground	0 14	0 16
Cinnamon, Batavia	0 27	0 30
Cloves, whole	0 30	0 35
Cloves, ground	0 18	0 22
Cream of tartar	0 48	0 50
Curry powder	0 30	0 35
Ginger, Cochin	0 15	0 17
Ginger, Jamaica, ground	0 18	0 21
Ginger, Jamaica, whole	0 25	0 30
Ginger, African, ground	0 14	0 18
Mace	0 90	1 00
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	0 30	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 22	0 25
Pastry spice	0 22	0 25
Peppers, black, ground	0 14	0 18
Peppers, black, whole	0 22	0 25
Peppers, white, ground	0 19	0 24
Peppers, white, whole	0 34	0 36
Pickling spice	0 16	0 20
Turmeric	0 16	0 18

**RICE AND TAPIOCA.**—The rice market recently advanced and the situation is firm. The freight difficulties in the East are also having an effect on tapioca and sago. Brokers say tapioca market has advanced a cent a pound recently on account of the increase in freight rates. For instance, freights from Singapore to New York have gone up some 3 shillings per cwt. of late.

<b>Rice—</b>		
Rangoon "B," per cwt.	4 25	
Rangoon, "OC," per cwt.	4 15	
Rangoon, fancy, per cwt.	4 35	
Patna, fancy	0 07%	
<b>Tapioca—</b>		
Pearl, per lb.	0 06%	
Seed, per lb.	0 06%	
Sago, brown, per lb.	0 05%	

**CANNED GOODS.**—Canned tomatoes in packers hands have been reduced to small compass. While there is little immediate export business further contracts are being made for Spring shipments. Locally the trade is healthy wholesalers and retailers being always ready to discuss prices. The business of course is more or less hand to mouth and different from former years when the retail trade used to purchase months in advance. Canned chicken is pretty scarce, the packers having little or none. There has been a big demand from Britain since the war started for canned chicken and canners here have been able to sell all they can pack. The same applies to canned pears which so far as packers are concerned are cleaned

up. Neither are there many, if any, high-grade pears in packers hands. Extra Sifted and Sweet Wrinkled have all been sold, the surplus going for export. Only standards and Early Junes remain. The salmon situation is quite firm. Prices on the cheaper grades being liable to advance.

<b>Salmon, Sockeye—</b>		
1 lb. talls, cases, 4 doz., per doz.	2 80%	
1 lb. flats, cases 4 doz., per doz.	2 72%	
½ flats, cases 8 doz., per doz.	1 97%	
Five cases or more, 2½ doz. less than above.		
Chums, 1-lb. talls	0 90	
Pinks, 1-lb. talls	1 20	
Cohoes, 1-lb. talls	1 45	
Red Springs, 1-lb. talls	2 00	
Humpback, ½-lb. tins	0 80	
<b>Canned Vegetables—</b>		
Tomatoes, 3's	1 10	1 12%
Peas, standards	0 90	0 92%
Early June peas	0 97%	1 47%
Extra sifted peas	0 92%	0 95
Corn, 2's, doz.	0 92%	0 95
<b>Fruits—Group A</b>		
3's Apples, Standard	1 05	
3's Apples, Preserved	1 20	
Gala Apples, Standard	3 60	
Gala Apples, Preserved	4 25	
2's Blueberries (Huckleberries), Standard	1 55	
2's Blueberries (Huckleberries), Preserved	1 90	
Gala Blueberries (Huckleberries), Standard	4 50	
2's Cherries, Red (pitted), light syrup	1 60	
2's Cherries, Black, pitted, heavy syrup	1 85	
2's Cherries, Black, not pitted, heavy syrup	1 55	
2's Cherries, Red, pitted, heavy syrup	1 80	
2's Cherries, Red, not pitted, heavy syrup	1 55	
Gala Cherries, Red, pitted	6 60	
Gala Cherries, Red, not pitted	8 00	
2's Cherries, White, pitted, heavy syrup	1 80	
2's Cherries, White, not pitted, heavy syrup	1 55	
2's Currants, Black, heavy syrup	1 60	
2's Currants, Black, Preserved	1 90	
Gala Currants, Black, Standard	5 25	
Gala Currants, Black, solid pack	8 25	
2's Currants, Red, heavy syrup	1 50	
2's Currants, Red, Preserved	1 80	
Gala Currants, Red, Standard	5 25	
Gala Currants, Red, solid pack	8 25	
2's Gooseberries, heavy syrup	1 50	
2's Gooseberries, Preserved	1 80	
Gala Gooseberries, Standard	7 25	
Gala Gooseberries, solid pack	8 60	
2's Grapes, White, Niagara, Preserved	1 50	
Gala Grapes, White, Niagara, Standard	3 50	
2's Lawtonberries (Blackberries), heavy syrup	2 00	
2's Lawtonberries (Blackberries), light syrup	1 50	
2's Lawtonberries, Preserved	2 25	
Gala Lawtonberries, Standard	7 00	
2's Peaches, White, heavy syrup	1 50	
2½'s Peaches, White, heavy syrup	1 90	
3's Peaches, White, heavy syrup	2 40	
1's Peaches, Yellow, heavy syrup	1 25	
1½'s Peaches, Yellow, flats, heavy syrup	1 50	
2's Peaches, Yellow, heavy syrup	1 50	
2½'s Peaches, Yellow, heavy syrup	1 90	
3's Peaches, Yellow, heavy syrup	2 20	
3's Peaches, Yellow, whole, heavy syrup	2 00	
3's Peaches, Pie, not peeled	1 20	
3's Peaches, Pie, peeled	1 75	
Gala Peaches, Pie, not peeled	3 25	
Gala Peaches, Pie, peeled	5 00	

## MANITOBA MARKETS

Winnipeg, Jan. 13.—Jobbers are still taking stock, and are not inclined to do much buying until they start in the new year. It is predicted there will be a healthy demand on most lines about the middle of February. Retailers who have got their big business over, are sitting back, doing little buying for the present.

There is a good demand just now for salted fish, especially for herrings and cod, and the demand is expected to be much heavier later on. Little difficulty is experienced in securing supplies. The demand for Canadian herrings is much better on account of difficulty experienced in getting Holland herrings. Few jobbers are quoting on Holland herrings, although supplies are understood to be on their way out. The following quotations are current on herrings in brine:

Lake Superior, cleaned, with heads off, 100 lbs. net, half bbl.	\$3 70
Lake Superior, cleaned, with heads off, 21 lbs. gross, per pail	0 80
Labrador, large, 100 lbs., half bbl.	4 40
Labrador, large, 100 lbs., half bbl., No. 1 fat.	4 75
Nova Scotia finest, 30-lb. pails, each	1 35

**SUGAR.**—This market remains steady

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and unchanged. The demand is only fair, which is to be expected at this time of year. Opinions vary somewhat as to what is going to happen, many believing that the market will remain as it is until early in February, and may hold longer, depending on whether there are changes in tariff and shipping conditions. The report that the British Government will commandeer more vessels running between American ports and South America, may possibly affect the raw sugar market. The crop is a good one, but manipulators are liable to use any pretence to switch it around to their liking.

	Per cwt.
	in sacks.
<b>Sugar, Eastern—</b>	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 80
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 95
<b>Sugar, Western Ontario—</b>	
Sacks, per 100 lbs.	7 30
Halves, 50 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 35
Icing, barrels	8 00
Icing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
<b>Sugar, British Columbia—</b>	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Icing sugar, bbls.	7 70
Icing sugar, boxes	7 35
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

**SYRUPS.**—Present indications are that this market is likely to be strong, especially on cane syrups.

<b>Corn Syrup—</b>	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case 1/2 doz.	2 88
20s, per case 1/4 doz.	2 87
1/2 barrels, lb.	0 04 1/2
<b>B. C. Cane Syrups—</b>	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, 1/2 doz. to case, per case	3 30
20-lb. tins, 3 tins to case per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 33 0 37

**DRIED FRUITS.**—The situation is about the same as it was a week ago, except that currants both for spot and import are scarce. Supplies are coming in, but not too quickly, and cables to Greece get little satisfaction. Prices are being quoted to importers, but they are in doubt as to whether supplies will come through at all. Thus the future for currants is exceedingly doubtful. Market for California raisins is firm. Spot stocks of seedless raisins are hard to get, and seeded are the only ones available in quantity.

<b>Dried Fruits—</b>	
Evaporated apples, 50's	0 10 1/2
Pears, 25's	0 12
Apricots, choice, 25's	0 13 0 13
Apricots, choice, 10's	0 14 0 14
<b>Peaches—</b>	
Choice, 25-lb. boxes	0 06 1/2
Choice, 10-lb. boxes	0 07 1/2
<b>Currants—</b>	
Dry clean	0 11 0 11 1/2
Washed	0 11 1/2 0 12
1 lb. package	0 12 1/2
2 lb. package	0 23 0 25
<b>Dates—</b>	
Hallowee, loose, per lb.	0 07 1/2 0 09
Hallowee, 1-lb. pkgs.	0 07 1/2 0 07 1/2
Fard dates, 12-lb. boxes	1 25

<b>Raisins, California—</b>	
15 oz. fancy, seeded	0 10 1/2
15 oz. choice, seeded	0 08 1/2
12 oz. choice, seeded	0 08
<b>Raisins, Muscatels—</b>	
3 crown, loose, 25's	0 08 1/2 6 09 1/2
3 crown, loose, 50's	0 08 1/2 0 09
<b>Raisins, Sultanias—</b>	
California, 50's	0 13
<b>Raisins, Valencias—</b>	
4-cr. layers, 28-lb. boxes	4 10
4-cr. layers, 7-lb. boxes	1 05
Fancy selected, 14-lb. boxes	1 50
<b>Prunes—</b>	
97 to 100, 25s	0 07 1/2 0 08
80 to 97, 25s	0 08 0 08 1/2
70 to 87, 25s	0 08 1/2 0 09
60 to 70, 25s	0 09 1/2 0 09 1/2
50 to 60, 25s	0 09 1/2 0 10
40 to 50, 25s	0 09 1/2 0 11 1/2
<b>Table Layer Figs—</b>	
7-crown, 35-lb. boxes, per lb.	0 17 1/2
5-crown, 10-lb. boxes, per lb.	0 14 1/2
4-crown, 10-lb. boxes, per lb.	0 14
3-crown, 10-lb. boxes, per lb.	0 12 1/2
Glove boxes, per doz.	1 25
Cooking figs, taps, about 5 lbs., lb.	0 09

**NUTS.**—This line is expected to be rather dead for some time, as merchants have fairly good stocks, some of which arrived too late for holiday trade. It will take about a month to clear these off. Jobbers are well supplied now with practically everything.

<b>Nuts—</b>	
Tarragon almonds	0 16 1/2
Brazils	0 16
Sicily filberts	0 13 1/2
Verzema peanuts	0 12
Walnuts	0 12
Pecans	0 17
Shelled walnuts	0 36
Valencia almonds	0 36
Jordan almonds	0 48
Pecans, almonds	0 50

**DRIED VEGETABLES.**—A feature to this market is an easier feeling on Ontario beans. It was felt by Ontario shippers, with the competition from B.C. and Japan, that they must improve the quality of their beans and be more reasonable in prices. As a result they are doing considerable picking, although there is still much to be desired as regards quality. There is no change in market as regards beans coming from B.C. or Japan. Japan beans are in transit, and good supplies are expected within 30 days. They are still difficult to procure.

<b>Beans—</b>	
Choice, white, hand-picked, per bush.	4 35 4 50
Fancy, hand-picked, bushel	4 65
<b>California Lima Beans—</b>	
Bag lots	0 07 1/2
Less than bag lots	0 06 1/2
<b>Barley—</b>	
Pot. per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
<b>Peas—</b>	
Split peas, sack, 98 lbs.	6 00 6 15
Sacks, 40's	3 02 3 13
Whole peas, bushel	2 65 2 75

**RICE.**—With prices in the primary market higher than they have been for a long while, most jobbers have contracted only for about three months, whereas they usually contract about a year ahead. The feeling is that prices are rather high, and that there are chances of a decline. Shipping conditions are about as bad as they can be, and there is only likely to be an advance in the primary market again if things get worse than they are now. Jobbers' quotations have undergone little change since last week, but they report that lower grades are likely to be higher. There may also be higher prices on tapioca and sago, the market for which is firm.

<b>Rice and Tapioca—</b>	
No. 1 Japan, per lb.	0 05 1/2

No. 2 Japan, per lb.	0 04 1/2
Siam, per lb.	0 05 1/2
Patna, per lb.	0 07 1/2
Carolina, per lb., extra fancy	0 05 1/2
Sago, pearl, lb.	0 06 0 05 1/2
Tapioca, pearl	0 06 1/2 0 05 1/2

**TEA.**—The market both in Ceylon, Calcutta and in Western Canada is firm, or rather has a firmer feeling. The prospect of a duty on tea in Canada is also having an effect. For some time there has been a weakness in the tea market out West, but this has passed away. After reaching a high level, prices dropped quite a bit, but are going up again to where they were. The prospect of a tax on tea is certainly having its effect on the demand, which has picked up remarkably during past week. It is a toss up whether there will be a duty or not.

**COFFEE.**—There are no changes in local quotations. The demand is only fair.

<b>Coffee—</b>	
Green coffee, No. 7 Rio	0 12 1/2 0 12 1/2
Green coffee, No. 5 Rio	0 13 1/2 0 14
Green Santos	0 15 1/2 0 16
Roasted Rio	0 17 1/2 0 18
Santos	0 21 1/2 0 22 1/2
Maricao	0 24 0 25
Chicory, lb., by bbl.	0 09 1/2
Chicory, lb., 14-lb. tins	0 12 1/2

**SPICES.**—With advances taking place on the primary market on a number of lines, it is not surprising to find some of the jobbers raising their quotations this week. Peppers are up 2c per lb. on primary market, and local quotations are up 1c. On the basis of prices being quoted in New York, local quotations on Jamaica ginger should be 28-30c for whole and 32-34c for ground. Nutmegs are up 2c this week in the primary market, but no changes locally.

<b>Pepper—</b>	
Ground black	0 22 1/2 0 24
Ground white	0 33 0 35
Cream of tartar, 98% guaranteed	0 50 0 55
Cloves, whole	0 25 0 30
Cloves, ground	0 30 0 33
Ginger, Jamaica, ground	0 22 0 25

**CANNED GOODS.**—There is little moving here, things being practically at a standstill. Both jobbers and retailers seem to be well supplied, and as far as the former are concerned, there is not liable to be much doing until the opening of navigation. This applies more or less to both fruits, vegetables and salmon.

## ALBERTA MARKETS (EDMONTON) By Wire

Edmonton, Jan. 13.—Business is quiet on account of cold weather. There is an advance of ten cents in bail rolled oats. New York sugar has dropped twenty cents which may possibly affect this market. Cheese is up a half cent.

<b>General—</b>	
Beans, Ashcroft, lb.	0 06 1/2
Beans, white navy, per bush.	4 20
Bean, ton	18 00
Coffee, whole roasted, Rio	0 18 0 19
Potatoes, per bush.	0 35 0 45
Roller oats, 39's, 39 1/2's, 40's	1 00
Roller oats, ball, 32-40; 30's	1 75
Flour, fancy patents, 98-lb. sack	3 25
Flour, seconds	3 10
Rice, Siam, per cwt.	4 05
Shorts, ton	20 00

CANADIAN GROCER

Sugar, standard gran., per cwt.....	7 95
Sugar, yellow, per cwt.....	7 55
Walnuts, shelled, lb.....	0 35
<b>Produce and Provisions—</b>	
Cheese, lb.....	0 19½
Bacon, lb., 20c; bellies, lb.....	0 20½
Butter, creamery, per lb.....	0 32
Butter, dairy, No. 1, 27c; No. 2.....	0 22
Eggs, extra, per doz.....	0 40
Eggs, No. 1.....	0 32
Eggs, No. 2.....	0 30
Lard, pure, 5's, per case.....	9 00
Lard, pure, 5's, per case.....	9 85
Lard, 10's, per case.....	9 75
Lard, pure, 20's, each.....	3 25
<b>Canned Goods—</b>	
Corn, standard, per two dozen.....	2 25
Peas, standard, 2 dozen.....	2 25
Peas, standard, 2 dozen.....	2 20
Plums, Lombard.....	2 25
Peaches.....	3 55
Strawberries, ¼ doz; raspberries.....	4 00
Tomatoes, standard, per 2 doz.....	2 95
Salmon, sockeye, 4 doz. talls, case, 1s.....	9 65
Salmon, pink, case.....	4 14
Cohoos, 1's, \$3.50; humpbacks, 1's.....	4 35
Lobster.....	2 35
<b>Dried Fruits—</b>	
Currants, per lb.....	0 13
Prunes, 70-80, 25's, lb.....	0 09½
Evaporated apples, 60's, lb., 10½c; 25's, 10½c; 35's.....	0 12

ALBERTA MARKETS (CALGARY)

By Wire

Calgary, Jan. 13.—Rolled oats are up ten cents. Bacon bellies are quoted higher at 23c, and backs at 22c. Number one storage eggs are now offered at \$8.50, 9.25 per case. Bananas are 4½c lb. Rice, evaporated apricots, spices and herbs will all be higher here soon. Twine is likely to advance two to four cents per pound. Extremely cold weather is curtailing business.

<b>General—</b>	
Beans, small white Japan, lb.....	0 07½
Flour, No. 1 patent, 95's.....	3 25
Molasses, extra fancy, gal.....	0 67
Rolled oats, ball.....	2 80
Rolled oats, 80s.....	2 40
Rice, Siam, cwt.....	4 00
Potatoes, local, per bush.....	0 35
Sugar, pure cane, granulated, cwt.....	7 95
Shelled walnuts, finest halves, lb.....	0 40
Shelled walnuts, broken, lb.....	0 30
<b>Produce and Provisions—</b>	
Cheese, No. 1, Ontario, large, per lb.....	0 20½
Butter, creamery, lb.....	0 35
Butter, No. 1, dairy, lb.....	0 30
Eggs, select, storage, case.....	8 50
Lard, pure, 5s, per case.....	9 00
Lard, pure, 5s, per case.....	9 85
Bacon, smoked backs, per lb.....	0 22
Bacon, smoked bellies, per lb.....	0 23
<b>Canned Goods—</b>	
Tomatoes, 3s, standard, case.....	2 85
Corn, 2s, standard, case.....	2 25
Peas, 2s, standard, case.....	2 25
Tomatoes, gala, case.....	2 10
Apples, gala, Ontario, case.....	1 75
Strawberries, 2s, Ontario, case.....	4 99
Raspberries, 2s, Ontario, case.....	4 50
Salmon, finest sockeye, talls, 48x1s, ca.....	10 00
Salmon, pink, talls, 48x1s, per case.....	4 60
Lobster, ¼, per doz.....	2 65
<b>Dried Fruits—</b>	
Currants, lb.....	0 13
Evaporated apples, 55s, per lb.....	0 12
Peaches, choice, 25s, per lb.....	0 07½
Apricots, choice, 25s, per lb.....	0 10
Pears, choice, 25s, per lb.....	0 14
Prunes, 90-100.....	0 07
Sultana raisins, Cal., extra fancy.....	0 15
Valencia raisins, Cal., lb.....	0 10
<b>Fruits and Vegetables—</b>	
Apples, No. 1, box.....	1 75
Apples, cooking, box.....	1 00
Bananas, lb.....	0 04½
Grapefruit, Cal.....	3 50
Grapefruit, Florida, case.....	4 80
Oranges, navels, case.....	3 50
Onions, B.C., ton.....	32 00
Lemons, case.....	4 50

SASKATCHEWAN MARKETS

By Wire

Regina, Jan. 13.—The entire west is experiencing the coldest spell of season, Regina is 35 below. Rolled oats have advanced 15 cents. Twine is up two or three cents. White beans are off market Paper advanced ½ cent pound and paper bags advanced in sympathy.

<b>Produce and Provisions—</b>	
Butter, creamery, per lb.....	0 30
Butter, dairy, No. 1.....	0 27
Cheese, per lb.....	0 19½
Eggs, new laid.....	0 45

Eggs, fancy, storage.....	0 35
Eggs, good, storage.....	0 30
Lard, 3's, per case.....	8 35
Lard, 5's, per case.....	8 50
Lard, 10's, per case.....	8 75
Lard, 20's, per case.....	2 90
<b>General—</b>	
Beans, Ontario, white, per bush.....	4 75
Coffee, whole roasted, Rio.....	0 17
Cream of tartar, lb.....	0 50
Cocoanut, lb.....	0 15
Cornmeal, ball.....	2 80
Apricots, per lb.....	0 12
Flour, 95's.....	3 40
Rolled oats, 80's.....	2 35
Rice, per cwt.....	4 60
Onions, 100 lbs.....	1 75
Sugar, standard, gran., per cwt.....	7 74
Sugar, yellow, per cwt.....	7 34
Walnuts, shelled, 47-49c; almonds.....	0 45
<b>Canned Goods—</b>	
Apples, gala, case.....	1 80
Beans.....	2 25
Corn, standard, per 2 dozen.....	2 23
Peas, standard, per 2 dozen.....	2 40
Plums, Lombard.....	2 10
Peaches.....	3 10
Raspberries, ¼ doz; Strawberries.....	4 73
Tomatoes, standard, per case.....	2 60
<b>Salmon—</b>	
Sockeye, 1's, 4 dozen case.....	9 50
Sockeye, ½'s.....	12 35
Cohoos, 1's.....	6 00
Humpbacks, 1's.....	4 60
<b>Fruits and Vegetables—</b>	
Apples, Washington, bbl.....	1 75
Celery.....	0 05½
Cranberries, per bbl.....	10 50
Grapefruit, case.....	4 00
Lemons.....	5 00
Navels.....	4 00
Potatoes, bushel.....	0 60
<b>Dried Fruits—</b>	
Citron peel, lb.....	0 24
Lemon peel, lb.....	0 17
Orange peel, lb.....	0 17½

NEW BRUNSWICK MARKETS

By Wire

St. John, Jan. 13.—This market is exceptionally steady with no changes in prices. Potatoes stocks are low and advance is expected. Maritime grocers find this the dullest period of year and only fresh activity at present is annual campaign for seed trade. Prices have advanced on many lines and are now steady as follows:—No. 1 Government Standard Timothy 12¼c lb.; No. 2 is 11¼c. Number one, red clover is 28¼c per lb. and number two 27c.

<b>Produce and Provisions—</b>	
Bacon, breakfast, per lb.....	0 22
Bacon, roll, per lb.....	0 17
Beef, corned, 1's.....	2 30
Pork, American clear, per bbl.....	25 00
Butter, dairy, per lb.....	0 27
Butter, creamery, per lb.....	0 32
Eggs, new laid.....	0 54
Eggs, case, per doz.....	0 33
Lard, compound, per lb.....	0 12½
Lard, pure, per lb.....	0 14½
Cheese, new.....	0 18½
<b>Flour and Cereals—</b>	
Cornmeal, gran.....	6 00
Cornmeal, ordinary.....	1 80
Flour, Manitoba, per bbl.....	7 65
Flour, Ontario.....	7 10
Flour, buckwheat, western, 96-lb. bag.....	3 60
Rolled oats, per bbl.....	6 25
<b>Fresh Fruits and Vegetables—</b>	
Apples, bbl.....	4 00
Lemons, Messina, box.....	5 00
Oranges, Val., case.....	4 00
Potatoes, bbls.....	2 75
<b>Sugar—</b>	
Standard granulated.....	6 70
United Empire.....	6 65
Bright yellow.....	6 50
No. 1 yellow.....	6 30
Paris lumps.....	7 75
Lemons, Messina, box.....	4 75
Beans, yellow eyes, per bush.....	4 50
Canned pork and beans, per case.....	3 00
Molasses, Barbadoes, gal.....	0 53
Cream of tartar, per lb., bulk.....	0 50
Currants.....	0 12
Rice, per cwt.....	4 75

MOONEY BISCUIT CO.

The salesmen's convention of the Mooney Biscuit & Candy Co., Montreal, was held last week. This was wound up by a banquet at the Queen's Hotel, at which addresses were given by W. J. Mooney, J. Leonard Apedaile, chairman of the executive board, W. C. Mooney, and a number of the salesmen.

Staff Gatherings

MASON & HICKEY CONVENTION

Mason & Hickey, manufacturers' agents, Winnipeg, held their annual convention of western managers last week in the vice-regal suite at the Royal Alexandra Hotel.

Lewis P. Mason and H. J. Hickey extended a hearty welcome to their western managers, among whom are C. H. Cross, Vancouver; J. C. Hodgson, Calgary; A. H. Jarvis, Edmonton; H. H. Free, Edmonton; Don. B. McKenzie, Lethbridge; W. B. Grant, Regina; W. H. Blackburn, Regina; F. H. Mason, Saskatoon; F. W. Jarvis, Brandon; together with Sydney M. Sreaton and C. W. Griffin, local representatives.

Principals and departmental heads of manufacturing firms who are attending the convention include W. P. Presnail, of the Harper-Presnail Company, Hamilton, Ont., manufacturers of the Pathfinder cigar; Jas. T. Williams, proprietor of the Mothers' Macaroni Company, Minneapolis; L. H. Gray, manager of the "Chip Soap" department, and B. G. George, manager of the "Crisco" department of Procter and Gamble, Hamilton, Ont.

McVITIE & PRICE CELEBRATE

Following extracts are from the Paddington Mercury, published in England: "The coming of age of Mr. Robert McVitie Grant, son of Alexander Grant, Esq., J.P., chairman and controlling proprietor of McVitie & Price, Ltd., was the occasion of a special festive gathering at Edinburgh Biscuit Works, Waxlow road, Willesden. On the evening of that day over 1,300 of the staff employed at these large works were entertained to tea by the chairman of the company.

"Mr. William Black presented Mr. Grant, Jr., on behalf of the works and office staff, with a handsome gold watch and chain, the former bearing a suitable inscription.

"The meeting took place in the fine new girls' club room, which has been built by the firm for their female workers. The guests were received by Mr. and Mrs. Alexander Grant, and with the assistance of a large staff of stewards, the good things provided were partaken of. Thereafter an excellent program of music and recitations was well sustained, interspersed with a number of interesting speeches by the heads of the different departments."





# FRUIT AND VEGETABLES



## Potatoes Higher Again

Delawares Wholesaling at \$1.75 in Montreal and \$2.00 in Toronto—B.C. Potatoes Also Up — Oranges Down in Montreal—Grapefruit Scarce and Will Be Higher — Strawberries Easing Off Gradually.

### MONTREAL

FRUIT.—At this week's fruit auction there was a general drop of about 50c on all apples. Retail quotations, however, are as yet unchanged, but lower quotations are logical development. Malaga grapes have taken a jump of 50c on fair quality and \$2 on fancy stocks. They are now quoted \$7 to \$9. Lemons are steady and there is a better demand at the old quotations. Valencia oranges are off the market. There is a general drop of 25c to 50c on orange quotations. This is due to slow demand which is customary after the Christmas season. Recently several cars on the track have been diverted to Boston market owing to ample supplies in storage here. New quotations are: Navels, \$3 to \$4; Jamaicas, \$2.25; Porto Ricos, \$2.40, and Mexicans, \$2.25. Florida strawberries are now coming in good supply and are selling at about 50c the box. There has been an advance in cranberries of good quality; Cape Cods have jumped to \$10.50. One dealer points out that inside of two weeks these will undoubtedly be as high as \$12, as it is costing practically that figure to bring them in at present time. Nova Scotia berries are still quoted at \$8, but we are told that they will go higher within a week. Pineapples have advanced 50c, now being quoted \$4.50.

Apples—	
Fameuse, No. 1's	6 80
McIntosh Reds	6 00
Starks	5 00
Spys	5 00
Ben Davis	4 00
Russets	4 50
Greenings	4 50
Baldwins	4 50
Bananas, bunches	
Cranberries, Cape Cod, bbl.	10 50
Cranberries, Nova Scotia, bbl.	8 00
Grapefruit, 46-54-64-80-96	2 50
Grapes, Malaga, heavy weight, bbl.	7 00
Lemons—	
California	4 00
Verdellis	4 50
Messina, 300 size, box	3 75
Oranges—	
Navels	4 00
Jamaica, 195-200-216	2 25
Porto Rico, 126-150-250-288	2 40
Mexican	2 25
Pineapples, 12-24 and 30-36	4 50
Strawberries, Florida, box	0 50

VEGETABLES.—Feature of the market this week is an advance in potatoes; Green Mountains have taken a jump to \$1.75 by the car load which would mean

\$1.90 in small lots, and Montreals are up to \$1.50. The crop of New Brunswick potatoes was fair, but there is a shortage in the United States, and American demand is being felt in the former market, now that embargo has been lifted; this is the explanation given for the advance. Hothouse tomatoes are scarce and practically unobtainable; they have advanced about 10c, now being quoted 30c to 35c. There are now Cuban tomatoes on the market in six-basket crates. They are selling at \$5 for fancy, and \$4 the crate for choice. Red onions have risen to 3c a pound, and good supplies are very scarce. As was expected a car of Florida lettuce arrived and is selling at \$2.75 for large hampers; there is a good demand and being taken in preference to Boston. Another car is expected this week. New York spinach is down 50c, now being quoted \$3.

Artichokes, bag	1 25
Beets, bag	0 50
Beans, wax, N.Y., per basket	7 00
Beans, green, N.Y., per basket	7 00
Brussel sprouts, qt.	0 14
Cabbage, Montreal, per bbl.	1 00
Cabbage, red, doz.	0 40
Carrots, bag	0 50
Cauliflower, crate	3 75
Cauliflower, Canadian, doz.	1 00
Celery, Cal., crate	6 25
Celery, Montreal, doz.	0 75
Celery roots, doz.	0 80
Cucumbers, fancy, Boston, doz.	2 50
Egg plant, N.Y., doz.	2 00
Garlic	0 25
Leeks, bunch	0 15
Head lettuce, Boston, box	2 50
Curly lettuce, box 4 doz.	2 50
Lettuce, Florida, head, hamper	2 75
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Onions—	
Montreal, 75 lbs., bag	2 00
Spanish, crate	5 80
Parsnips, bag	0 75
Parsley, Canadian, doz. bunches	0 40
Potatoes—	
Montreal, 80 lbs., bag	1 50
New Brunswick, 80 lbs., bag	1 90
Sweet, hamper	1 75
Spinach, New York, bbl.	3 00
Turnips, bag	1 50
Tomatoes, hothouse, lb.	0 30
Tomatoes, Cuban, crate	0 30
Pumpkins, doz.	1 00
Watercress, Boston hothouse, doz.	0 75

### TORONTO

FRUITS.—California Valencia oranges are now off the market, and Floridas and navels only are selling. Both are selling pretty well; prices are easy. There was a splendid orange business during December and naturally this has quieted down since. The grape-fruit

situation is interesting. Grape-fruit is scarce and firm, and will no doubt be higher. Large quantities are coming from Florida where the crop was shorter than last year, and it is estimated that half the Florida crop has already been marketed. The Cuban crop is also less than anticipated. It seems the reason is fertilizers were short owing to the war. Potash, as trade knows, has been pretty scarce.

Sicily lemon prices are fairly high. Californias are coming and these are higher in sympathy with Sicily which owing to the war have been scarce. There is considerable risk in getting them here and since the "Ancona" was sunk advices from Sicily are hard to obtain. In fact sometimes the goods arrive in America before the advices stating they had been shipped. Small dealers are this year buying few Sicily lemons, although the large dealers are getting their usual quantity. A year ago Messina lemons were only \$2.75 to \$3.25 whereas this year they are quoted from \$3.50 to \$4. Strawberries are gradually getting cheaper. They are now down to 60c a box for Floridas. There appears to be a scarcity of spy apples, one wholesaler stating they had none whatever for sale. Apples of course are moving well at firm prices.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 20	0 40
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 50	1 80
Cranberries, bbl.	13 00	14 00
Grapefruit—		
Florida, case	3 50	4 25
Porto Rico, case	3 00	3 25
Cuban, case	3 25	3 50
Grapes, Malaga, keg	6 00	9 00
Oranges—		
Florida, case	2 50	3 25
Navels	2 50	3 75
Lemons, new, Calif., box	3 50	4 25
Lemons, new, Messina, box	3 50	4 50
Limes, per 100	1 50	1 50
Pineapples, Porto Rico	4 00	5 00
Strawberries, Florida, box	0 60	0 60
Tangerines, strap	4 00	4 50

VEGETABLES.—Potato situation is of great interest this week, Potatoes are still higher on account of the general scarcity in the East, and they would be (Continued on page 40.)



# PRODUCE AND PROVISIONS



## New Laid Dropping: Hog Products Firm

Hens Laying Freely During the Mild Weather—Continued Bright, Mild Weather Would Mean More Eggs—Dairy Butter Easier—Creamery Steady—Hogs Firmer—Also Live Poultry.

### MONTREAL

PROVISIONS.—Boiled hams have been rather scarce of late, and as a result they have advanced one cent, now being quoted at 29 cents per pound. In other departments the provisions market is without particular feature, but a fair and steady demand is expected from this time forward until the commencement of Lent.

Hams—	
Small, per lb.	0 20
Medium, per lb.	0 19
Large, per lb.	0 18
Backs—	
Plain, bone in	0 24
Boneless	0 23
Peameal	0 23
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 15
Cooked Meats—	
Hams, boiled, per lb.	0 29
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 25
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15 1/4
Long clear bacon, 80-100 lbs.	0 14 1/4
Flanks, bone in, not smoked	0 15 1/4
Barrelled Pork—	
Heavy short cut mess	27 00
Heavy short cut clear	27 00
Clear fat backs	28 00
Clear pork	28 00
Lard, Pure—	
Tierces, 50 lbs. net	0 14 1/4
Tubs, 50 lbs. net	0 15
Tins, 50 lbs. net	0 15 1/4
Pails, wood, 20 lbs. gross	0 14 1/4
Pails, tin, 20 lbs. gross	0 15 1/4
Cases, 10 lbs. tins, 60 in case	0 15 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 15 1/4
Bricks, 1 lb., each	0 17
Lard, Compound—	
Tierces, 37 1/2 lbs. net	0 12
Tubs, 50 lbs., net	0 12 1/4
Tins, 50 lbs., net	0 12 1/4
Pails, wood, 20 lbs., net	0 12 1/4
Pails, tin, 20 lbs., net	0 13 1/4
Cases, 10-lb. tins, 60 in case	0 13 1/4
Cases, 3 and 5-lb. tins, 60 in case	0 13 1/4
Bricks, 1 lb., each	0 14 1/4

Hogs—  
Dressed, abattoir killed 13 00 13 25

BUTTER.—In general the tone of the butter situation is steady and firm. However, receipts for local and dairy butter are larger than they have been for some weeks, and for this reason in these lines there is a somewhat easier feeling. Quotations are unchanged.

Butter—	
Finest creamery, September make	0 36
Finest creamery, fresh made	0 34 1/4
Dairy prints	0 28
Dairy, solids	0 27
Separator prints	0 26
Bakers	0 25

CHEESE.—Stocks in Great Britain and Canada are reported to be much less than was anticipated. As high as 94/6d. c.i.f. has been secured for Ontario finest cheese. In the domestic market there are no changes but the tone is firm.

Cheese—	
Old make	0 22
Stilton	0 21
New make	0 19 0 20

EGGS.—So far as storage eggs are concerned the market remains steady and firm but indications are that there is no likelihood of a shortage as stocks are very reasonable in Chicago, and could be imported into Canada if necessary. Receipts of new laid eggs are increasing very rapidly. Reports from American markets are that southern new laids are arriving and selling in car lots at from 27c to 28c. Quotations are unchanged.

Eggs, case lots—	
New laid, stamped	0 45
Selects	0 33
No. 1's	0 30
No. 2's	0 28

POULTRY.—There has been a steady- ing of the poultry market following holi- day season, and it is confidently expect- ed that there will be a steady and high market on storage stocks. Receipts are light. A good demand is being experi- enced for live poultry, especially fat hens; prices have advanced generally owing to small receipts. Fowl, 5 lbs. and over, are now quoted 18c to 22c, and small fowl, 16c to 18c—an advance of about 3c. Ducks have advanced to 22c to 25c; geese are 16c to 18c, and chickens 15c to 18c. Quotations on fresh stock are being generally withdrawn owing to smallness of supplies.

Poultry—	
Frozen stock—	
Turkeys	0 24 0 26
Fowl, large	0 17 0 19
Fowl, small	0 12 0 15
Ducks	0 20 0 20
Geese	0 16 0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21 0 23
Roasting chicken, ordinary	0 18 0 20
Spring broilers, dressed, pair	0 70 1 00
Squabs, Canadian, pair	0 60 0 60
Squabs, Philadelphia, pair	0 70 0 70
Pigeons, pair	0 25 0 30
Live stock—	
Fowl, 5 lbs. and over	0 18 0 22
Fowl, small	0 15 0 18
Turkeys	0 19 0 20
Ducks	0 22 0 25
Geese	0 16 0 18
Chicken	0 15 0 18

HONEY.—The situation both as to price and conditions is unchanged.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10 1/4
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11 1/4
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

### Receipts in Montreal

Week ending Jan. 8, 1916	Butter 1,922	Cheese 5,191	Eggs 3,659
Week ending Jan. 9, 1915	1,116	711	3,002

### Butter and Eggs in U.S.

Following are the total stocks of eggs and butter in the United States based upon reports from forty-seven of the leading produce centres. It will be noted that in connection with both departments there are important increases.

Eggs—	
Jan. 1, 1916	Cases 949,000
Jan. 1, 1915	758,000
Increase from 45 houses	191,000
Butter—	
Jan. 1, 1916	39,338,000
Jan. 1, 1915	29,346,000
Increase	9,992,000

### TORONTO

PROVISIONS.—There has been a light run of hogs of late, and with a considerable export demand for meat the situation is firmer. One result of this has been a shilling advance in Wiltshires. Hogs have advanced in Toronto, the price being now \$9.50 fed and watered, and \$9.75 off cars at packers. Backs are a shade firmer. As stated above export demand has been good and packers are answering many cables this week from the Old Country.

Hams—	
Light, per lb.	0 18 0 19
Medium, per lb.	0 17 1/2 0 18
Large, per lb.	0 14 1/2 0 15
Backs—	
Plain	0 25 0 26
Boneless, per lb.	0 23 0 29
Pea meal, per lb.	0 23 0 29
Bacon—	
Breakfast, per lb.	0 22 0 25
Roll, per lb.	0 16 0 17
Shoulders, per lb.	0 16 0 17
Pickled meats—1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, ton lots	0 16 0 16 1/4
Long clear bacon, small lots	0 16 1/4 0 16 1/2
Flat backs, lb.	0 13 0 13 1/4
Cooked Meats—	
Hams, boiled, per lb.	0 27 0 28
Hams, roast, per lb.	0 27 0 28
Shoulders, boiled, per lb.	0 24 0 25
Shoulders, roast, per lb.	0 24 0 25
Barrelled Pork—	
Heavy mess pork, per bbl.	25 00 26 00
Short cut, per bbl.	26 00 27 00
Lard, Pure—	
Tierces, 40 lbs., per lb.	0 13 1/4 0 14
Tubs, 50 lbs., per lb.	0 14 1/4 0 14 1/4
Pails	0 14 1/4 0 14 1/4
Tins, 3 and 5 lbs., per lb.	0 14 1/4 0 14 1/4
Bricks, 1 lb., per lb.	0 14 1/4 0 15
Lard, Compound—	
Tierces, 40 lbs., per lb.	0 12 0 12 1/4
Tubs, 50 lbs., per lb.	0 12 1/4 0 12 1/4
Pails, 20 lbs., per lb.	0 12 1/4 0 12 1/4
Hogs—	
Live	9 50 9 75
Dressed, abattoir killed	14 00 14 25

BUTTER.—The U.S. butter market is especially strong, warehouse reports showing that withdrawals from storage during December were 21,000,000 pounds, an increase over the same month last

# CANADIAN GROCER

## WINNIPEG

### PRODUCE AND PROVISIONS.—

There is a weaker undertone this week to the market for live hogs due to increased runs. Receipts of live hogs are always heavy here during January. It is not expected there will be any marked change in meats locally, although there might be a slight drop in bacon backs. Hams are expected to remain firm, and little change is expected in breakfast bacons. Lard continues firm, especially compound. Creamery butter has been advanced this week to 35-37c, and best dairy to 28-32c, the advance being due to light storage stocks. The feeling here is that dairy will not go higher, although it would not surprise the trade to see creamery advance. Quotations on eggs remain the same. A few cars amounting to about 2,000 cases have been shipped East, probably to replace stocks for export. Cheese is firm at the same quotations, and this market continues to depend upon the export demand.

<b>Hams—</b>		
Light, per lb. ....	0 18	0 18
Medium, per lb. ....	0 17	0 17
Large, per lb. ....	0 14	0 15
Backs, clear, per lb. ....	0 25	0 25
<b>Bacon—</b>		
Breakfast, per lb. ....	0 19	0 24
Shoulders, per lb. ....	0 12	0 13
Backs, per lb. ....	0 25	0 25
<b>Dry Salt Meats—</b>		
Long clear bacon, light ....	0 15	0 15
<b>Cooked Meats—</b>		
Hams, boiled, per lb. ....	0 26	0 26
Shoulders, boiled, per lb. ....	0 22	0 23
<b>Barrelled Pork—</b>		
Heavy pork, per bbl. ....	20 00	20 00
<b>Lard, Pure—</b>		
Tierces ....	0 13 1/4	0 13 1/4
Pails ....	2 80	2 80
Cases, 5s ....	3 77	3 77
Cases, 3s ....	6 85	6 85
<b>Lard, Compound—</b>		
Tierces ....	0 12 1/4	0 12 1/4
<b>Butter—</b>		
Creamery ....	0 35	0 37
Best dairy ....	0 28	0 32
Cooking ....	0 22	0 25
<b>Eggs—</b>		
No. 1 storage ....	0 27	0 29
Cartons ....	0 22	0 22
<b>Cheese—</b>		
Ontario, large ....	0 19 1/2	0 19 1/2
Ontario, twins ....	0 18 1/2	0 18 1/2

year of 9,000,000 pounds. There is also reported a big sale in Chicago of 700,000 pounds to one of the warring nations. The creamery buttery market, therefore, looks firm, but there are no changes here. Dairy is more plentiful, one big reason being that a year ago the soldiers were using dairy butter, whereas this year it is creamery. The price is rather close to creamery to permit of much sale. Dairy prints are therefore a shade easier.

<b>Butter—</b>		
Creamery prints, fresh ....	0 34	0 35
Dairy prints, choice, lb. ....	0 29	0 31
Dairy prints, lb. ....	0 27	0 29
Bakers' ....	0 22	0 23

**CHEESE.**—Now that the holidays in Britain are over, cables in reference to cheese are more frequent and prices are up a shade. Some predict a firmer market, while others cannot see it. At the present time prices are ruling steady with no local changes.

<b>Cheese—</b>		
Large, per lb. ....	0 18 1/4	0 19
Twins, per lb. ....	0 18 1/2	0 19 1/4

**EGGS.**—Prices on new laids are down another five cents this week, which means that they are coming in more plentifully. This market, however, is more or less a weather market and should we get some severe cold weather and should it remain with us for sometime, the hens are quite likely to stop laying. But if the weather continues mild and bright we can expect many eggs coming along. Warehouse reports from Chicago show a surplus of 19,000 cases or 8,000 more than a year ago, but as prices in the United States are lower than last year this surplus will disappear gradually, which would maintain prices pretty well. However, this is clearly a weather market and with bright weather as well as mild, the hens simply cannot stop laying eggs. Extra storage are a cent or two easier this week.

<b>Eggs—</b>		
New laids, specials, in cartons ....	0 40	0 45
Extras ....	0 32	0 35
No. 1, storage ....	0 30	0 31
No. 2, storage ....	0 28	0 28

**POULTRY.**—Prices in this market are firm and some of them will likely be higher. Live fowl is the feature, being up 2 cents a pound owing to Jewish demand. Live fowl is probably worth more here at the moment than dressed. Chickens, both live and dressed, are both up from a cent to two cents a pound. Fresh turkeys are scarce, and frozen stock is about all there is.

<b>Poultry—</b>			
Old fowl, pound ....	0 12-0 14	0 12-0 14	0 12-0 14
Old turkeys ....	0 15-0 19	0 22-0 23	0 22-0 23
Ducklings ....	0 11-0 12	0 24-0 25	0 24-0 25
Turkeys ....	0 16-0 18	0 26-0 27	0 26-0 27
Chickens ....	0 12-0 14	0 16-0 18	0 16-0 18

**HONEY.**—Strained clover honey in 60 lb. and 10 lb. tins is quoted from a half to a cent higher than previous prices. The demand for honey is quite normal and supplies are none too plentiful.

<b>Buckwheat, tins ....</b>	0 08
Strained, clover, 60-lb. tins ....	0 12
Strained, clover, 10-lb. tins ....	0 12 1/2
Strained, clover, 6-lb. tins ....	0 12 1/2
Comb honey, No. 1, doz. ....	3 00
Comb honey, No. 2, doz. ....	2 00

from quotations. California celery is wholesaling around \$1 for a dozen bunches. Boston lettuce is down to \$2.75 to \$3 per hamper, and mushrooms are easier.

Artichokes, 11-qt. basket ....	0 25	0 30
Cabbage, new, bbl. ....	1 20	1 25
Beets, Canadian, bag ....	0 00	0 30
Cauliflower, case ....	3 00	3 50
Carrots, new, bag ....	0 75	0 87
Celery, Cal., doz. ....	1 00	1 00
<b>Cucumbers—</b>		
Hothouse, doz. ....	2 50	2 75
<b>Onions—</b>		
Can., 75-lb. sack ....	1 30	1 50
Spanish, large case ....	4 75	4 80
Lettuce, Boston, hamper ....	2 75	3 00
Mushrooms, imported, 6 qt. ....	2 00	2 00
Parasips, bag ....	0 75	0 80
Peppers, green, doz. ....	0 65	0 70
Potatoes, new, hamper ....	3 75	3 75
Potatoes, N.B., Delawares ....	2 00	2 00
Parasips, bag ....	0 80	0 85
Potatoes, sweet, kiln-dried, hamper ....	1 35	1 35
Potatoes, B.C., 100-lb. ....	1 75	2 00
Sprouts, qt. ....	0 12	0 12
Tomatoes, hothouse, lb., No. 1, 30c; No. 2 ....	0 25	0 25
Vegetable oyster, 11-qt. basket ....	0 75	0 80

## WINNIPEG

### FRUITS AND VEGETABLES.—

There is little new on this market, the newest arrival being Florida strawberries, which have just arrived and are being quoted at 90c-\$1 per quart. Cape cod cranberries are off the market; so are Danjov pears and onions in 100 lb. sacks. Dealers are asking \$3 a case for California tomatoes. Navel oranges are a little easier this week being quoted at \$4 per case—a decline of 50c. There has been an advance in the price of California head lettuce to \$4.50 per case, and in California cauliflower to \$3.50 per dozen.

<b>Fresh Fruits—</b>		
Ontario apples, bbls. ....	5 00	7 00
B.C. box apples, No. 1s ....	1 65	1 90
B.C. box apples, No. 2s ....	1 50	1 50
Washington box apples ....	1 50	2 00
Navel oranges, case ....	4 00	4 00
California lemons ....	5 50	5 50
Bananas, bunches ....	2 50	3 00
Jersey cranberries, bbl. ....	11 00	11 00
Washington pears ....	3 00	3 00
Malaga grapes, kegs ....	1 50	10 00
Valencia onions, cases ....	6 50	6 50
Red Globe onions, lb. ....	0 09 1/2	0 09 1/2
Head lettuce, doz. ....	1 00	1 00
California celery, doz. ....	1 35	1 35
California tomatoes case ....	3 00	3 00

### VEGETABLES.—

Cabbage, per lb. ....	0 01 1/2
Peppers, per basket ....	0 75
Mushrooms ....	0 50
Carrots, per lb. ....	0 01
Turnips, bushel ....	0 45
Manitoba potatoes, local loads ....	0 55
Manitoba potatoes, sacked, carloads. ....	0 63
Garlic, per lb. ....	0 25
Squash, per lb. ....	0 04
Turnips, bushel ....	0 45
Pumpkins, per lb. ....	0 04
California head lettuce, case ....	4 50
California cauliflower, doz. ....	3 50

The British Industries Fair will be opened in London, Eng., on Feb. 21, at the Victoria and Albert Museum, and will remain open for 12 days.

## Decolorizing Carbon

For the purification of liquids. Manufactured under the McKee patent (No. 153095). A first-class decolorizing carbon at 25c a pound. Address the manufacturer, P. S. Bolton, Box 284, St. John, N.B.



# FISH AND OYSTERS



## Some Fish Prices Easier

Frozen Haddock and Cod Supplies May, However, Give Out — Light Stocks of Smelts and Tomcods—Halibut a Reliable Seller—Oyster Trade About Normal.

### MONTREAL

FISH.—The fish trade is without any salient feature at the moment, but the demand is as good as could be expected, and prices, as a rule, are easy. Fears are entertained, however, that the supplies of frozen haddock, market cod and steak cod will give out before long unless fishing improves immediately. Rumors are circulating that fishermen are disappointed in the run this year, and prospects are that the season will prove a poor one. Stocks of tomcods and smelts are also very light. It is expected, however, that the fishing conditions will improve when spawned fish come down the rivers. A few fresh haddock and steak cod are coming daily, and being distributed at a fair price. Lake fish are fairly plentiful and, on account of early stocks being gathered in, the prices are steady, but it is evident that the catches during last few days have not been up to the average, and that a good demand would most certainly send prices up. Frozen herring and mackerel supplies are sufficient to fill present needs.

### TORONTO

FISH AND OYSTERS.—Fish trade from wholesalers to retailer is quite normal, and appears to be improving since the holiday, when fowl was the order of the menu card. The various lines are getting good runs, but, of course, frozen fish is what the public is buying chiefly. Halibut from the coast is a good seller, and promises to be as popular as ever. Halibut steak is a cheap food, as it is practically all meat.

Smoked haddie and fillets of haddie are easier on the market, and prices are marked down. Smoked boneless herring in 10-lb. boxes can be purchased for \$1.40. Frozen salmon, red steel and red cohoes are a shade higher, and mackerel can be bought a cent or two below our previous quotations. Codfish, soles, blue fish can also be bought at lower prices than previously quoted. Oyster trade is fair, and wholesalers have no complaints to make.

### SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07½-.08	.09
Haddies, fillets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.09	.10
Herring, Ciscoes, baskets	1.25	1.50
St. John bladders, 100 in box	1.10	.25
St. John bladders, 50 in box	1.00	1.00
Yarmouth bladders, 50 in box	1.20	1.25
Smoked herrings, large, box	.14	.15
Smoked herrings, medium, box	.15	.15
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipped herrings, selected, 50 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	.10	.10

### FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspé, large, per lb.	.13	.13
Red, steel heads, per lb.	.12	.13
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale quaila, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-.12
Halibut, eastern, chicken per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	.09
Steak, codfish, per lb.	.06½-.06	.09
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-.15	.13
Smelts, extras	.10	.20
Smelts	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round pike, dressed	.06	.06
Grass pike	.07½	.06
Swordfish, lb.	.10	.10

### DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	6 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

### BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 25	2 25
Best clams, imp. gallon	1 50	1 50
Best scallops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	2 25
Best shrimps, imp. gallon	2 00	2 00
Sealed, best, pt. cans, each.	0 40	0 40
Sealed, best select, quart cans, each.	0 50	0 75
Rockaways, 100	1 50	1 50
Blue points, small	1 00	1 00
Blue points, large	1 50	1 50

### CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeques, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

### FRESH SEA FISH.

	Montreal	Toronto
Halibut	12-12	12-14
Haddock, fancy, express, lb.	5½-6	8
Mackerel, medium, each	14-15	.....
Steak, cod, fancy, express, lb.	5½-6	9-10
Herrings, each	3	3
Flounders	5	5
Flounders, New York	.....	14
Salmon, Western	15-15	20-22
Salmon, Eastern	15-15	.....

### FRESH LAKE FISH.

Carp, lb.	0 12	.....
Pike, lb.	0 08	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Dressed bullheads	0 12	.....

Eels, lb.	0 10	0 08
Dore	11-12	0 13

### FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.09-.09½	.09-.10
Whitefish, small tulibeas	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress sor ound, lb.	.08½-.09	.08-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.05½-.06	.06-.07

### PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	.....
Salmon, Labrador, bbls., 200 lbs.	14 00	.....
Salmon, Labrador, half bbls., 100 lbs.	7 00	.....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	.....
Sea trout, Labrador, bbls., 200 lbs.	12 00	.....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	20 00	.....
Mackerel, N.S., half bbls., 100 lbs.	12 00	.....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	.....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	.....
Quebec sardines, half bbls.	3 50	.....
Tongues and sound, per lb.	0 08	.....
Scotch herrings, imported, half bbls.	10 00	.....
Holland herrings, im'td milkers, hf bbls	8 50	.....
Holland herrings, im'td milkers, kegs	1 25	85-1 00
Holland herrings, mixed, half bbls.	8 50	.....
Holland herrings, mixed, kegs	1 15	70-0 95
Lochfyne herrings, box	1 50	.....
Turbot, bbl.	12 00	.....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

### WINNIPEG

POULTRY AND FISH.—There have been advances all along the line on live poultry this week due to scarcity. The farmers having sent in as much stock as they could scrape together for the Christmas trade, receipts are now slow. This is usually what takes place following the Christmas rush, and as there is a very good demand for poultry in all lines, prices are up from 2 to 3c per lb. The demand for fish continues good, with a few changes in quotations. The best sellers just now are halibut, salmon, white fish and haddies.

Fish—		
Frozen salmon	0 10	.....
Fresh halibut	0 08½	.....
Pickrel	0 07½	.....
Steak cod, per lb.	0 07½	.....
Lake Winnipeg whitefish	0 09	.....
Finnan haddie	0 08	.....
Kippers, per box	1 75	.....
Lake trout, per lb.	0 10	.....
Bloaters, per box	1 75	.....
Salt mackerel, 20-lb. kit	3 00	.....
Smoked gold-eyes, doz.	0 50	.....
Oysters, per gal.	2 50	.....
Oysters, 3-gal. tins	2 75	.....
Oysters, on shell, doz.	0 25	.....
Poultry, Live—		
Fowl	0 12½	.....
Roosters	0 08	0 11½
Chickens	0 12	0 15½
Turkeys	0 14	0 19
Ducks	0 12	.....
Ducklings	0 13	.....
Geese	0 12	.....
Poultry, Dressed—		
Ducks, No. 1	0 18	.....
Fowl, No. 1	0 15	.....
Turkeys, No. 1	0 24	.....
Ducks, No. 1	0 16	.....
Geese, No. 1	0 15	.....



# FLOUR AND CEREALS



## Freight Congestion Causing Worry

Eastern Mills Shy on Western Wheat—Wheat Market Shade Easier, But No Change in Flour—Rolled Oats Firmer, With Oats Up—Cornmeal Strengthening, and Advance Possible.

### MONTREAL

**FLOUR.**—The flour market during the last week has fluctuated both ways, and is really in much the same position as it was a week ago. We are not likely to see any immediate advance in prices. Domestic buying has been quiet. The millers rather welcome this, as it is giving them a chance to catch up a little with the orders that have piled up in the last two months. Wheat has not been moving as quickly as it might. Elevators in the West are filled, and they are unable to cope with the heavy deliveries by farmers. On the other hand, we are told that elevators in Montreal are comparatively empty. Special temporary freight rates, it is announced, have been made with the hope that a lot of the wheat held at the head of the lakes will more quickly be moved to Montreal. The winter wheat market is nominal. Following the advance the market was weak but strengthened again toward the end of the week.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 90
Second patents	6 40
Strong bakers	6 20

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 06	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 90

**CEREALS.**—There is practically no change in market for cereals. During past ten days trend of oat situation has been towards additional strength and the rise in quotations has been about 1/4c in that period. Although this follows previous slight advances there is no immediate prospect of higher quotations for rolled oats, but the tone of the market is naturally firm. Corn is firmer and corn meal may advance.

Cornmeal—	Per 96-lb. sack
Gold dust	2 25 2 45
Unbolted	2 00 2 15

Rolled Oats—	90's in jute.
Small lots	2 60 2 55
25 bags or more	2 60
Rolled oats in cotton sacks, 5 cents more.	
Packages, case	3 90 4 00

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90's, n jute.	100-lb. bbls.
Rolled Wheat—	
Small lots	4 00
Hominy, per 96-lb. sack	2 75
Corn flour, bag	2 50
Rye our, bag	2 65 2 80
Barley, pot	2 80
Barley, pearl, lb.	0 04 1/2

**FEEDS.**—The demand for shorts continues to be good but for bran the sale has fallen off. Other lines are in fair

demand. The market is steady, and there are no changes in present quotations.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chops, ton	31 00
Crushed oats, ton	32 00
Oats, chop, ton	32 00
Barley chop, ton	31 00
Feed oats, cleaned, Manitoba, bush.	0 53
Feed wheat, bag	1 90

### TORONTO

**FLOUR.**—The embargo which the Canadian Pacific placed on wheat shipments to Port Arthur from the West is the chief item of interest in flour market this week. While it has not affected western millers or milling companies with mills in the West, yet it is causing considerable worry among eastern mills. It means that Manitoba wheat is scarce in the East, but of course this is only temporary. Many report local supplies of western wheat pretty well exhausted and the car congestion in the West is going to cause them more trouble. This market of late, however, has not been advancing and in fact is easier if anything from a week ago. On the 11th for instance No. 1 Northern was \$1.15 1/2 in store at Fort William, whereas on the 6th it was \$1.17 per bushel. There has been no change in flour but prices are steady. Millers doubt whether advances will be made in the near future on account of good supply of visible wheat. Small lots, first patents Manitoba flour are selling in Toronto at \$6.90 and outside \$7.

Manitoba Wheat Flour—	Small lots.	Car lots.
	per bbl. of 2 bags	
First patents	7 00	6 80
Second patents	6 50	6 30
Strong bakers	6 30	6 10
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	4 80	4 60

**CEREALS.**—The cornmeal market is firmer. This is due chiefly to the situation in corn in the United States. The wet weather had the effect of producing less good corn, making the extra quality more difficult to get.

It would not be a surprise to see an advance in cornmeal in the near future. American corn was quoted on the 11th at 80 80 1/2c in Toronto, whereas on the 4th of the month it was 79c per bushel. This shows a firmness in this market. Oatmeal and rolled oats are firm, but no

higher prices are quoted to the trade. No. 2 Manitoba oats were quoted on the 11th at 43 1/4c in store at Fort William, whereas on the 6th the price was 42c. This means an advance of 1 1/4c per bushel.

Barley, pearl, 96 lbs.	4 00	5 00
Buckwheat grits, 96 lbs.		4 60
Corn flour, 96 lbs.	2 55	2 75
Cornmeal, yellow, 96 lbs.		2 80
Graham flour, 96 lbs.		3 25
Hominy, granulated, 96 lbs.		3 00
Hominy, pearl, 96 lbs.		3 00
Oatmeal, standard, 96 lbs.		2 85
Oatmeal, granulated, 96 lbs.		2 85
Oats, Canadian, boiling, bush.		3 00
Peas, split, 96 lbs.		6 00
Rolled oats, 96-lb. bags		2 60
Rolled wheat, 100-lb. bbl.	3 30	3 60
Rye flour, 96 lbs.		3 00
Whole wheat flour, 96 lbs.		3 25
Wheatlets, 96 lbs.		3 60

**FEEDS.**—There is a good demand for feeds, and although there is apparently no surplus, bran is a little more plentiful and is now available in straight cars.

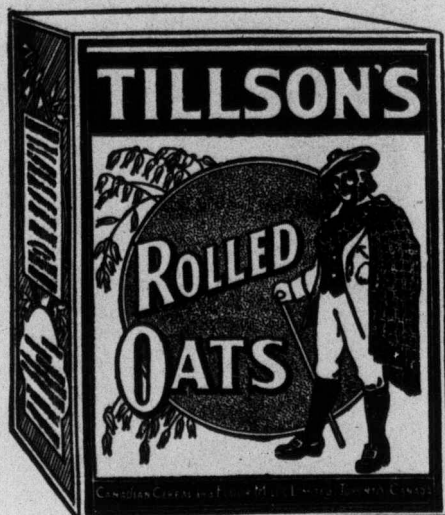
Mill Feeds—	per ton	Mixed per ton
Bran	24 00	
Shorts	25 00	26 00
Special middlings		29 00
Feed flour, per bag	1 60	1 75
Oats—		
No. 3. Ontario, outside points.	0 38	0 39

### WINNIPEG

**FLOUR AND CEREALS.**—Market on flour still at \$6.60. The demand is only moderate this month, as it always is in January. The wheat market has been fluctuating rather wildly lately, and future prices on flour are in doubt. The price on bran, shorts and middlings has been advanced \$1 in each case; bran is now \$18, shorts \$20, and middlings \$20. This is entirely due to the eastern demand, the sale of feeds in the West not being heavy just now. Another important market change is an advance of 10c in the price of rolled oats, which are now quoted \$2.20-2.25. Oatmeal will probably go up to \$2.80; an advance of 10c per 80 lbs., due to heavy demand. Cornmeal remains the same, and this market is expected to ease off due to new corn arriving a little earlier than usual, probably some time this month.

Flour—		
Best patents		6 60
Bakers		5 80
Clears		5 40
XXXX		4 30
Cereals—		
Rolled oats, 80 lbs.	2 20	2 25
Oatmeal, standard and gran., 96 lbs.		2 70
Cornmeal		2 35
Feeds—		
Bran, ton		18 00
Shorts, ton		20 00
Middlings, ton		20 00
Mixed chop, ton		30 00

**STOCK  
THESE TRADE  
BUILDERS**



**QUALITY  
IN EACH  
PACKAGE**



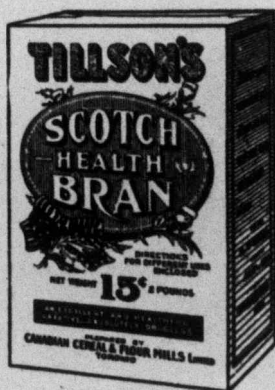
**On Sale  
By All  
Reliable  
Jobbers**



**WE CARRY A FULL LINE OF  
FLOUR, CEREALS AND ALL  
PRODUCTS MANUFACTURED  
BY AN UP-TO-DATE MILLING  
PLANT.**

**We Solicit Export Business**

**FREE WINDOW DISPLAY SENT ON REQUEST**



**Canadian Cereal & Flour Mills  
Company, Limited**

**TORONTO**

**CANADA**





The price of Mustard is up —Mustard Products will follow

Since the war began the cost of high-grade mustard has undergone a 50% advance. Despite this fact, to maintain the high quality of Sterling Prepared Mustard, Sweet Mustard Pickles, etc., we still use the best quality of mustard procurable, without advancing our price to correspond.

This, however, cannot continue if the high price prevails long, as present tendencies indicate, and we will be forced to advance our prices.

We advise our patrons to stock up now with Sterling Mustard products to obtain the old price.

Mail your order to-day for Sterling Prepared Mustard, Sterling Sweet Mustard Pickles, Mustard Cream and Sweet Mustard Relish.

**The T. A. Lytle Co.**  
Limited  
Sterling Road, Toronto

**QUOTATIONS FOR PROPRIETARY ARTICLES**

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER		
<b>ROYAL BAKING POWDER</b>		
Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$ .95	\$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
<b>WHITE SWAN SPICES AND CEREALS, LTD.</b>		
5c Tins, 4 doz. to case, weight 10 lbs.	Per doz. \$ 0 40	
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65	
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90	
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30	
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60	
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25	
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00	
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50	
<b>DOMINION CANNERS, LTD.</b>		
<b>JAMS</b>		
"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars. Per doz.		
Apricot	\$ 2 30	
Assorted	2 20	
Blackberry	2 25	
Blueberry	2 25	
Currant, Red	2 20	
Currant, Black	2 25	
Cherry	2 20	
Gooseberry	2 10	
Plum	2 10	
Plum, Green Gage	2 20	
Pear	2 10	
Peach	2 16	
Raspberry, Red	2 25	
Raspberry, Black	2 25	
Rasp. and Red Currant	2 20	
Rasp. and Gooseberry	2 20	
Strawberry	2 30	
<b>CATSUPS</b>		
In Glass Bottles Per doz.		
1/2 Pts., Delhi Epicure	\$ 1 20	
1/2 Pts., Red Seal, screw tops	1 00	
1/2 Pts., Red Seal, crown tops	0 60	
Pts., Delhi Epicure	1 90	
Pts., Red Seal	1 40	
Pts., Tiger	1 15	
Qts., Delhi Epicure	2 40	
Qts., Red Seal	1 75	
Qts., Lynn Valley	1 75	
<b>BAKED BEANS with Pork.</b>		
Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin. Per doz.		
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2	
1's Baked Beans, Plain, 4 doz. to case	0 70	
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70	
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70	
2's Baked Beans, Plain, tall, 2 doz. to case	1 05	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05	
Family Baked Beans, Plain, 2 doz. to case	1 15	
Family Baked Beans, Tomato Sauce, 2 doz. to case	1 17 1/2	
Family Baked Beans, Chili Sauce, 2 doz. to case	1 17 1/2	
3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only	1 40	
3's Baked Beans, Chili Sauce, flats, 2 doz. to case, Aylmer only	1 40	
3's Baked Beans, Plain, tall, 2 doz. to case	1 50	
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60	
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60	
<b>"AYLMER" PURE ORANGE MARMALADE</b>		
Tumblers, Vacuum Top, 2 doz. in case, per doz.	\$ 1 10	
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20	
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60	
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60	
2's Glass, Vacuum Top, per doz.	2 80	
2's Tin, 2 doz. per case, per doz.	2 30	
4's Tin, 12 pails in crate, pall	0 40	
5's Tin, 8 pails in crate, pall	0 47 1/2	
7's Tin or Wood, 6 pails in crate, pall	0 65	
14's Tin or Wood, 4 pails in crate, lb.	0 00	
30's Tin or Wood, one pall only, lb.	0 00	
<b>BLUE</b>		
Keen's Oxford, per lb.	\$ 0 17	
In 10-lb. lots or case	0 16	
<b>COUPON BOOKS — ALLISON'S</b>		
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.		
<b>UN-NUMBERED</b>		
100 books and over, each	0 03 1/2	
500 books to 1,000 books	0 03	
For numbering cover and each coupon, extra per book, 1/2 cent.		
<b>CEREALS</b>		
<b>WHITE SWAN</b> Per case		
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	\$ 3 00	
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00	
Per case		
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00	
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00	
King's Food, 2 doz. to case, weight 95 lbs.	5 00	
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75	
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00	
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00	
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00	
<b>COCOA AND CHOCOLATE.</b>		
<b>THE COWAN CO., LTD.</b>		
Cocoa—		
Perfection, 1-lb. tins, doz.	4 50	
Perfection, 1/2-lb. tins, doz.	2 40	
Perfection, 1/4-lb. tins, doz.	1 25	
Perfection, 10c size, doz.	0 90	
Perfection, 5-lb. tins, per lb.	0 37	
Soluble bulk, No. 1, lb.	0 21	
Soluble bulk, No. 2, lb.	0 19	
London Fearl, per lb.	0 22	
Special quotations for Cocoa in barrels, kegs, etc.		



*There is a Genuine Natural Demand  
for a Product like CRISCO*  
For frying - For Shortening  
For Cake Making

Crisco has the fundamental distinction of giving the same results in cooking as the best of creamery butter and yet costing no more than ordinary good lard.

It, therefore, has its normal place in the average home—and to increase the demand for it is only a matter of making its virtues known.

Below we show reproduction of three more of the advertisements in this year's newspaper campaign for Crisco.

*The Procter & Gamble Distributing Co.*  
*of Canada, Ltd.*  
*Hamilton, Canada*

Send for Crisco advertising matter for your local use

*All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G.—The White Naphtha Soap, Gold Soap, Sopsade and Pearline.*

**A Canadian Cooking Fat  
For Canadian Housewives**

Patriotism sometimes leads us to buy a poorer product made in our own land in preference to a better product made on foreign soil. But when the better product is also the home-made product, there is double reason for choosing it.



Crisco began its career in the States—yet for four years many Canadian women have used it because of its clear superiority for all sorts of cooking. Now it is made in Canada. The big factories at Hamilton, Ontario, are in operation. They were built by Canadian workmen, and are manned by Canadian labor. They are part and parcel of the manufacturing of the Dominion. The makers of Crisco are glad to put this fact before the women of Canada for their consideration.

Made in new, sanitary, modern factories at Hamilton, Canada

**How Crisco is Made**

Of one thing, and one thing only, Crisco is made. This is a selected portion of the very highest grade vegetable oil—the cream, you might call it.



No animal fat is added to "stiffen" this oil, as is done in the case of lard compounds.

The oil is put through the special Crisco process, by which pure hydrogen is added to it.

Then it is strained over and over again, until the least possible impurity is taken out.

This pure, sweet, creamy fat is as rich and as digestible as the best of creamery butter—and is much to be preferred to any "mixed" cooking fat.

Made in new, sanitary, modern factories at Hamilton, Canada

**If You Bake**

You will want to try Crisco. The experience of thousands of practical housewives has shown it to be the ideal cooking fat.



It makes cakes that are as wholesome and as tasty as if made with the best of creamery butter. Yet it costs no more than ordinarily good lard.

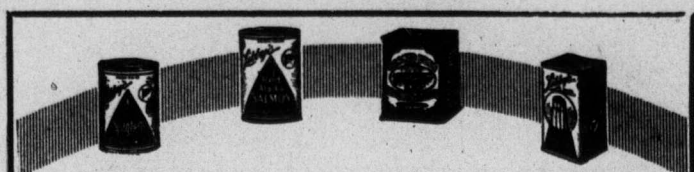
Foods made with lard are likely to produce indigestion and to give a "heavy" feeling after eating. When made with Crisco, they are light and digestible.

A thorough trial, in baking as well as in pastry making and in frying, will convince you of the many merits of Crisco.

Made in new, sanitary, modern factories at Hamilton, Canada

*Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.*





**Libby's Food Products**

are known in all parts of the world as delicacies of high quality, and unusual flavor.

Libby's foods are "put up" where the best foods attain perfection. That is why people insist on Libby's.

**Libby, McNeill & Libby, Limited**  
GUELPH, ONT.



**WETHEY'S  
CONDENSED  
MINCE MEAT**

Quality—better than ever, if such is possible.

Price unchanged.

Order from your jobber.

(Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. ....	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz. ....	0 90
Sweet Chocolate—Per lb. Queen's Dessert— 1/4's and 1/2's, 12-lb. boxes ....	0 40
Queen's Dessert, 6's, 12-lb. boxes ....	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes ....	0 35
Diamond, 8's, 6 and 12-lb. boxes ....	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes ....	0 26
Diamond, 1/4's, 6 and 12-lb. boxes ....	0 27
Icings for Cake—Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/4-lb. packages, 2 and 4 doz. in box, per doz. ....	1 00
Chocolate Confections, Per doz. Maple buds, 5-lb. boxes ....	0 35
Milk medallions, 5-lb. boxes ....	0 38
Chocolate wafers, No. 1, 5-lb. boxes ....	0 32
Chocolate wafers, No. 2, 5-lb. boxes ....	0 27
Nonparell wafers, No. 1, 5-lb. boxes ....	0 32
Nonparell wafers, No. 2, 5-lb. boxes ....	0 27
Chocolate ginger, 5-lb. boxes ....	0 33
Milk chocolate wafers, 5-lb. boxes ....	0 38
Coffee drops, 5-lb. boxes ....	0 38
Lunch bars, 5-lb. boxes ....	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box ....	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box ....	0 90
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. ....	0 38
Nut milk chocolate, 5c bars, 24 bars, per box ....	0 90
Almond nut bars, 24 bars, per box ....	0 90

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

5 Box lots and upward—Freight prepaid up to 50 cents

Per case	
Eagle Brand, each 48 cans ..	\$6 50
Reindeer Brand, each 48 cans ..	6 25
Silver Cow Brand, each 48 cans ..	5 75
"Gold Seal," Purity," each 48 cans ..	5 60
Mayflower Brand, each 48 cans ..	5 60
"Challenge," "Clover," each 48 cans ..	5 10

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans ..	4 50
Jersey Brand, Hotel, each 24 cans ..	4 50
Peerless Brand, Hotel, each 24 cans ..	4 50
St. Charles Brand, Tall, each 48 cans ..	4 60
Jersey Brand, Tall, each 48 cans ..	4 60
Peerless Brand, Tall, each 48 cans ..	4 60
St. Charles Brand, Family, each 48 cans ..	4 00
Jersey Brand, Family, each 48 cans ..	4 00
Peerless Brand, Family, each 48 cans ..	4 00
St. Charles Brand, small, each 48 cans ..	2 00
Jersey Brand, small, each 48 cans ..	2 00
Peerless Brand, small, each 48 cans ..	2 00

**CONDENSED COFFEE**

Reindeer Brand, "Large," each 24 cans ..	\$4 80
Reindeer Brand, "Small," each 48 cans ..	5 50
Regal Brand, each 24 cans ..	4 50
COCOA Reindeer Brand, each 24 cans ..	4 80

**COFFEE**  
**WHITE SWAN SPICES AND CEREALS, LTD.**

1 lb. tins, 4 doz. to case, weight 80 lbs. ....	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....	
Add one-half cent per pound to the above.	

**ENGLISH BREAKFAST COFFEE**

1/2 lb. tins, 2 doz. to case, weight 22 lbs. ....	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. ....	0 20

**MOJA**

1/2 lb. tins, 2 doz. to case, weight 22 lbs. ....	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs. ....	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. ....	0 36

**PRESENTATION COFFEE**  
A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb. ....	0 27
Shipping weight, 50 lbs. per case	

**FLAVORING EXTRACTS**  
**WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS**

1 oz. bottles, per doz., weight 3 lbs. ....	\$ 1 00
2 oz. bottles, per doz., weight 4 lbs. ....	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs. ....	2 30
4 oz. bottles, per doz., weight 7 lbs. ....	3 50
8 oz. bottles, per doz., weight 14 lbs. ....	6 50
16 oz. bottles, per doz., weight 23 lbs. ....	12 00
32 oz. bottles, per doz., weight 40 lbs. ....	22 00
Bulk, per gallon, weight 16 lbs. ....	10 00

**CRESCENT MFG. CO.**  
**CRESCENT MAPLEINE**  
Special Delivered Price for Canada

Per doz.	
1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c ..	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ..	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c ..	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ..	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60 ..	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3 ..	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50 ..	45 00
Half gallons, each, retail each, \$10 ..	7 50
Gallons, each, retail each \$18 ..	14 50

**GELATINE**

Knox Plain Sparkling Gelatins (2-qt. size), per doz. ....	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. ....	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz. ....	1 10

**W. CLARK, LIMITED, MONTREAL**

Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.50; 2s, \$5.00; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2s, \$1.50; 1s, \$2.50; 2s, \$5.00; 6s, \$18.	
Bolled Beef, 1s, \$2.50; 2s, \$5.00; 6s, \$18.	
Jellied Veals, 1/2s, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and timbals, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.40.	

# Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$3.75, \$4.25, \$4.75 per dozen.

## Walter Woods & Co.

Hamilton - Winnipeg

# Now for January Fish Business

Complete new stocks bristling with fresh lines of Ocean and Lake Fish, packed in all the variety of styles:

**FROZEN FISH**—Halibut, Salmon, Whitefish, Trout, Herrings, Smelts, Tulibeas, Goldeyes, etc.

**SMOKED FISH—WHITCO BRAND**—Haddies, Ciscoes, Kippers, Fillets, Digbys, Bloaters, etc.

**PICKLED FISH**—Labrador Herring, Lake Trout, Mackerel, Shrimps, Lake Herrings.

**DRY COD** in all the convenient and saleable forms.

**OYSTERS! OYSTERS!!**

The best oysters coming to Ontario and Our Price is the lowest:—3s, \$4.85; 5's, \$8.00 tin.

**WHY PAY MORE?** We guarantee them for Size, Solidity, Measure, Flavor and Cleanliness.

Try them and Save Money.

## White & Co., Limited

Wholesale Fish and Oysters

TORONTO

Branch at Hamilton

# Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

**\$2.00**

It Will Pay You to Send at Once.

**MacLean Publishing Co.**

Technical Book Department

143-153 University Avenue, Toronto.

# The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

**FISH**

Salt Trout and Herring

Fresh Frozen Trout and Herring

## Lemon Bros.

OWEN SOUND, ONT.

# As Usual

The Finest Lemons on the market.

“St. Nicholas”

“Queen City”

“Kicking”

## J. J. McCabe

Agent

TORONTO

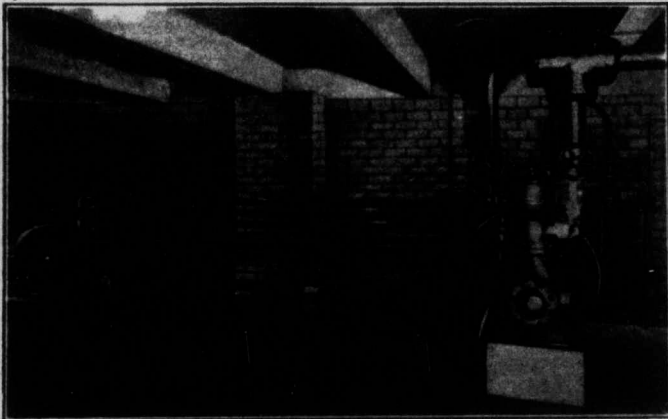
# Seasonable Goods For 1916

Extra Fancy  
California Celery  
and Cauliflower  
California Oranges  
and Lemons  
Malaga Grapes  
All Extra Quality.

## HUGH WALKER & SON

GUELPH, ONTARIO

# Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account. Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.

We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

Ask for Bulletin 2-B.

The Arctic Ice Machine Co.  
The W. A. FREEMAN Co., LIMITED  
HAMILTON, CANADA  
Canadian Representatives.

### BRANTFORD STARCH

Ontario and Quebec  
Laundry Starches—  
Canada Laundry—  
Boxes about 40 lbs. .... .06  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40  
lbs. .... .06%  
First Quality White Laundry—  
3-lb. canisters, cs. of 48 lbs. .07%  
Barrels, 200 lbs. .... .06%  
Kegs, 100 lbs. .... .06%  
Lily White Gloss—  
1-lb. fancy carton cases 30  
lbs. .... .01%  
8 in case .... .08  
6-lb. toy trunks, lock and  
key, 6-lb. toy drum, with  
drumsticks, 8 in case ... .08%  
Kegs, extra large crystals,  
100 lbs. .... .07%  
Canadian Electric Starch—  
Boxes, containing 40 fancy  
pkgs., per case .... 3 00  
Celluloid Starches—  
Boxes containing 45 cartons,  
per case .... 3 60  
Culinary Starches—  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .06%  
Brantford Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .07%  
"Crystal Maise" Corn Starch—  
1-lb. pkts., boxes of 40 lbs. .07%  
20-lb. boxes ¼c higher than 40's)

### COW BRAND BAKING SODA

In boxes only.

Packed as follows:  
5c packages (96) ..... \$ 3 20  
1 lb. packages (60) ..... 3 20  
½ lb. packages (120) ..... 3 40  
1 lb. 30 } Packages Mixed 3 30  
½ lb. 60 }

### SYRUP

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

2-lb. tins, 2 doz. in case....\$2 65  
5-lb. tins, 1 doz. in case.... 3 00  
10-lb. tins, ½ doz. in case.. 2 90  
20-lb. tins, ¼ doz. in case.. 2 85  
Barrels, 700 lbs. .... 3%  
Half barrels, 350 lbs. .... 4  
Quarter barrels, 175 lbs. .... 4%  
Pails, 33½ lbs. .... 1 65  
Pails, 25 lbs. each ..... 1 40  
3 lb. Perfect Seal Jar, 1 doz.  
in case ..... 2 40

### LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... 3 00  
5-lb. tins, 1 doz. in case ... 3 35  
10-lb. tins, ½ doz. in case.. 3 25  
20-lb. tins, ¼ doz. in case.. 3 20  
(5, 10 and 20-lb. tins have wire handles.)

### ST. LAWRENCE SUGAR REFINING CO.

### Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..3 60  
Barrels ..... 0 04%  
½ barrels ..... 0 05

### CALIFORNIA FRUIT CANNERS ASSOCIATION

### CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size Mam. Large Med.  
2½ Can ..... \$ 4.75 \$ 3.75 \$2.50  
No. 1 Tall Can ..... 2.75 2.25 1.60  
No. 16 Jar ..... 3.00 2.25 1.80  
No. 4 Jar ..... 1.50 1.25 1.15  
No. 10 Can..... 14.00 12.00 9.00

### YUBA BRAND

2½ Can ..... \$3.00 \$2.25  
No. 1 Tall Can ..... 1.50 1.20  
No. 10 Can..... 9.00 8.00  
Picnic Can ..... .90  
All prices per dozen—F.O.B.  
Jobbing Points.

### CANNED HADDIES.

### "THISTLE" BRAND

A. P. TIPPET & CO., Agents  
Cases, 4 doz. each, flats, per  
case .....\$5 40  
Cases, 4 doz. each, ovals, per  
case ..... 5 40

### INFANTS' FOOD

Robinson's patent barley, ¼-lb.  
tins, \$1.25; 1-lb. tins, \$2.25; Rob-  
inson's patent groats, ¼-lb. tins,  
\$1.25; 1-lb. tins, \$2.25.

### BEAVER BRAND CORN AND MAPLE SYRUP

Quart tins (wine measure),  
2 doz. in case, per case ... 4 70

### STOVE POLISH

### JAMES DOME BLACK LEAD

2a size, gross ..... 2 50  
6a size, gross ..... 2 40

### NUGGET POLISHES

Doz.  
Pollah, Black and Tan .... 0 85  
Metal Outfits, Black and Tan 3 65  
Card Outfits, Black and Tan 3 25  
Creams and White Cleanser 1 10

### ORANGE MARMALADE

### "BANNER BRAND" PURE FRUIT PRODUCTS

### JAMS AND JELLIES

2's .....\$2 15  
4's ..... 0 35  
5's ..... 0 42  
7's ..... 0 60  
30's, wood ..... 0 65  
12-oz. glass jar ..... 1 15  
Tumbler, glass ..... 0 95

### MARMALADE

2's, per doz. ....\$2 30  
4's, per pail ..... 0 40  
5's, per pail ..... 0 45  
7's, per pail ..... 0 65  
30's, wood, lb. .... 0 08%  
12-oz. glass jar, doz. .... 1 30  
Tumbler, glass, doz. .... 1 00  
Prices subject to change without  
notice.

### YEAST

White Swan Yeast Cakes,  
per case, 3 doz. 5c pkgs... 1 20

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

Black Watch, 8s, butts 9  
lbs. .... \$ 6 60  
Bobs, 6s and 12s, 12 and 6  
lbs. .... 6 46  
Currency Bars, 12s, ½ butts,  
12 lbs., boxes 6 lbs. .... 0 46  
Currency, 6s, ½ butts, 9 lbs. 0 46  
Stag Bars, 6½s, butts, 11  
lbs., boxes, 5½ lbs. .... 0 46  
Walnut Bars, 8½s, boxes 7  
lbs. .... 0 64  
Pay Roll, thick bars, 8½s,  
6 lb boxes ..... 0 68  
Pay Roll, thin bars, 8½s, 5  
lb. boxes ..... 0 68  
Pay Roll, plug, 8½s, 12 and  
7 lb. caddies ..... 0 68  
Shamrock, plug, 7½s, ½  
butts, 12 lb. boxes, 6 lbs. 0 37  
Empire, 7s and 14s, caddies  
15 lbs., ¼ caddies, 6 lbs.. 0 56  
Great West, pouches, 9s ... 0 72  
Forest and Stream, tins, 11s,  
3 lb. cartons ..... 0 80  
Forest and Stream, ¼s, ½s,  
and 1-lb. tins ..... 0 60  
Forest and Stream, 1-lb.  
glass humidors ..... 1 00

# The Effect of the Great World Struggle

upon business and upon investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions—and of the best possible business and financial counsel.

# The Financial Post of Canada

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its

## By-Mail Information Bureau

which deals with financial or business problems, furnishes a service of unsurpassed value.

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President

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Managing Editor

JOHN APPLETON,  
Editor

# THE FINANCIAL POST OF CANADA

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

# Buyers' Guide

## CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

### WANTED

**MANAGER FOR FIRST-CLASS BUTCHER and grocer business, disengaged the first of February.** Experienced all-round man, good buyer and used to the controlling of staff; can furnish best of references and am well recommended. Box 124, Canadian Grocer. (Jan. 14-21)

**WHOLESALE GROCER MANUFACTURING expert wants position managing or manufacturing everything in food products and grocers' sundries; thoroughly up-to-date list furnished.** Box 123, Canadian Grocer. (Jan. 14-21)

### MISCELLANEOUS

**CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler.** Full particulars. Climax Baler Co., Hamilton, Ont.

### CHIVER'S

**JAMS—JELLIES—MARMALADE**

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

### EGG FILLERS

Our capacity is three times the total Filler requirements of Canada

PROMPT DELIVERIES

by us are therefore certain.

THE TRENT MFG. CO., LIMITED  
TRENTON, ONTARIO, CANADA

### ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO  
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of

### WINDSOR SALT

TORONTO SALT WORKS  
TORONTO, ONT. GEO. J. CLIFF, Manager

"The Utmost in Lemons"  
**Placido Costa & Co.**  
MESSINA BRANCH AT CATANIA  
Agents for Canada Wanted

## MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

Order from

Frederick E. Robson & Co.,  
25 Front St. E., Toronto, Ont.

Mason & Hickey  
287 Stanley St., Winnipeg, Man.  
**CRESCENT MFG. CO.**  
SEATTLE, WASH.



## Coupon Books

Save Time: Save Money:  
Save Labor: Eliminate  
Loss: Waste: Errors.



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE  
SAVE MONEY.

Write Your Jobber or  
**ALLISON COUPON COMPANY**  
532 East Market St.  
Indianapolis, Indiana, U.S.A.

For Eggs of the Highest Quality—the kind that please the most exacting— Write to

**THE TILLSON EGG FARM**  
BRACEBRIDGE, ONT.

"Canadian Air-Line" Honey  
**The BEE-MADE Honey**  
PURE ATTRACTIVE TASTY  
**The Root Canadian House**  
185 Wright Avenue, TORONTO

## Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

**OAKLEY'S KNIFE POLISH**

20102-7768

JOHN OAKLEY & SONS, LIMITED,  
LONDON, ENGLAND.

AGENTS:

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



## TANGLEFOOT



**The Non-Poisonous Fly Destroyer**

Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

# HELP YOURSELF TO A REPUTATION

by buying a copy of

## THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

**Y**OU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the result will be that:

*YOUR BANK ACCOUNT* will profit, for the information acquired will save you money—and

*YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

### SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

### MAKE YOURSELF A PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

**ONLY \$10.50, DELIVERY PREPAID.**

Send your order to Book Department

**MacLean Publishing Co., 143 University Avenue, Toronto, Canada**

## MINCE MEAT

**W**E are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs  
40-lb. Kegs  
20-lb. Kegs  
5-lb. Tins

**F. W. FEARMAN CO., Limited**  
HAMILTON

## QUALITY AND STRENGTH IN

## Canada Foods, Limited

High-Class Food Products

### DRY SOUPS

(16 Varieties)

Soup Globules

Vegetable Ferment  
(Junket Tablets)

Package Peas and Beans

Custard Powders

Egg Powders

Jelly Powders

Baking Powder

Pudding Powders

Icings

Unfermented Wines and

Ice Cream Powders

Cordials

Oriental Sauces

Mince Meat

Fruit Sauces

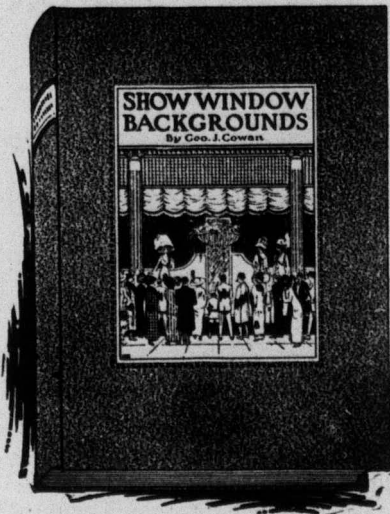
Mint Sauce

Manufactured and Guaranteed by

**CANADA FOODS, LIMITED**

Toronto, Canada

INDEX TO ADVERTISERS



**This Book Will Help Trim  
Your Show Windows**

**"Show Window Backgrounds"**

By **GEO. J. COWAN**

Vice-President of the Koester School of  
Window Trimming

This is the most useful window trimming book ever published and sells at only \$1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.	Period Decorations in
White Goods Windows.	backgrounds, showing
St. Valentine's Day Windows.	examples of
Spring Opening Windows.	<i>Greek, Moorish,</i>
Easter Windows.	<i>Roman, Italian,</i>
Summer Windows.	<i>Gothic, French,</i>
Horse Show Windows.	<i>German, Empire,</i>
Fall Opening Windows.	<i>Japanese Colonial,</i>
Carnival Windows.	<i>Egyptian, Mission, etc.</i>
Hallowe'en Windows.	Sale Windows,
Thanksgiving Windows.	Bas Relief Backgrounds,
Christmas Windows.	Stencil Backgrounds,

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt at \$1.70.

**The MacLean Publishing Company, Ltd.**  
143-153 University Avenue, Toronto

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**10th ANNUAL**

**Pre-Inventory**

**SALE**

# Now in Full Swing

Your supply of staple groceries for many weeks can well be bought at the following prices, because these goods are of the finest quality and will most probably increase in price before the end of January.

**Every economical buyer should take advantage of this opportunity.**

## LOOK AT THOSE PRICES!

10,000	Cases	TOMATOES, St. Lawrence Brand, 24/3s .....	\$1.00 doz.
5,000	"	TOMATOES, Prince Edward Pride, 24/3s .....	1.00 doz.
3,000	"	CORN, Victoria Brand, 24/2s .....	.90 doz.
800	"	PEAS, Mountain Crest Brand, 24/2s .....	.85 doz.
300	"	BEETS, St. Lawrence Brand (Sliced), 24/3s .....	.75 doz.
200	"	WAX BEANS, St. Lawrence Brand, 24/2s .....	.90 doz.
2,000	"	APPLES, St. Lawrence Brand, Gallons, /6s .....	2.40 doz.
400	"	PEACHES, Garden City (Heavy Syrup), 24/2s .....	1.30 doz.
300	"	PEARS, Garden City (Heavy Syrup), 24/2s .....	1.05 doz.
200	"	LAWTONBERRIES, Vine Brand, 24/2s .....	.90 doz.
1,000	"	RASPBERRIES, Columbian Brand, 24/2s .....	1.20 doz.
1,000	"	SALMON, "Cavalier" Brand (White Spring), 48/1s.	3.25 case
1,000	"	SALMON, Scottish Lion Brand (Red Cohoes), 48/1s.	3.60 case
500	"	PRUNES, Oregons, 40/50 .....	.10 lb.
300	"	PRUNES, Oregons, 30/40 .....	.10 1/2 lb.
300	"	RAISINS, Seeded, Daphne, Californias, 16 oz.....	.09 1/2 pkg.
500	"	RAISINS, Seeded, choice, 12 oz. ....	.08 pkg.
500	"	SEEDLESS THOMPSON RAISINS, 50/loose .....	.11 1/2 lb.
400	"	CALIFORNIA NOT-A-SEED, 36/5 oz. ....	4.20 case
280	"	CALIFORNIA NOT-A-SEED, 48/12 oz. ....	4.55 case
200	Boxes	CIGARS, Selected Havana Brand, 50s .....	1.00 box

F.O.B. MONTREAL

Net 30 days.

Prices subject to change without notice.

No transaction considered closed before you are entirely satisfied with your purchase. If it is not right, this house will make it so.

**Now is the time to send your order!**

By Telephone      at      By Telegraph  
Main 3766      our      "LAPORTE," Montreal  
                                 expense

# LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West

Montreal



## Tin Cans

Plain or Decorated

## Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped  
Factories Well Located to  
Serve the Canadian Trade

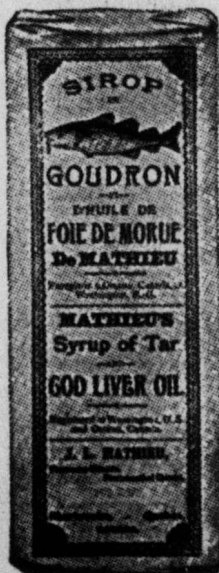
### AMERICAN CAN COMPANY

FACTORIES:

MONTREAL .. HAMILTON

SALES OFFICES:

MONTREAL .. TORONTO .. HAMILTON .. WINNIPEG



## Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

## MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

**J. L. MATHIEU CO.,** *Proprietors*  
SHERBROOKE, QUEBEC

## Unquestioned Quality

Our five Made-in-Canada milk products have firmly established their superiority as business-building profit-makers.

Their appetizing, nutritious qualities make them business-getters wherever displayed.

You can reap a handsome profit by featuring this superior Made-in-Canada line.

Order a stock and get up a good, effective display to-day. Your increased turnover will convince you of the popularity of Malcolm Condensing Co.'s Goods.

### NOTE OUR PRICES:

St. George Brand Coffee, 2 doz. in case .....	\$4.80
St. George Evaporated Milk, 4 doz. in case .....	3.60
Banner Condensed Milk, 4 doz. in case .....	5.25
Princess Condensed Milk, 4 doz. in case .....	4.50
Premier Skimmed, 4 doz. in case .....	3.80

Order a 5-case lot and we will pay freight up to 50c per 100 lbs. in Ontario, Quebec or Maritime Provinces.



**The Malcolm Condensing Co., Limited, St. George, Ont.**

No. 31

## Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

### Beef at 75c. a Quarter

"Would you believe it, lad, as sure as you are standing there, I sold prime young beef at 75c a quarter rather than haul it back home from London (Ont.)."

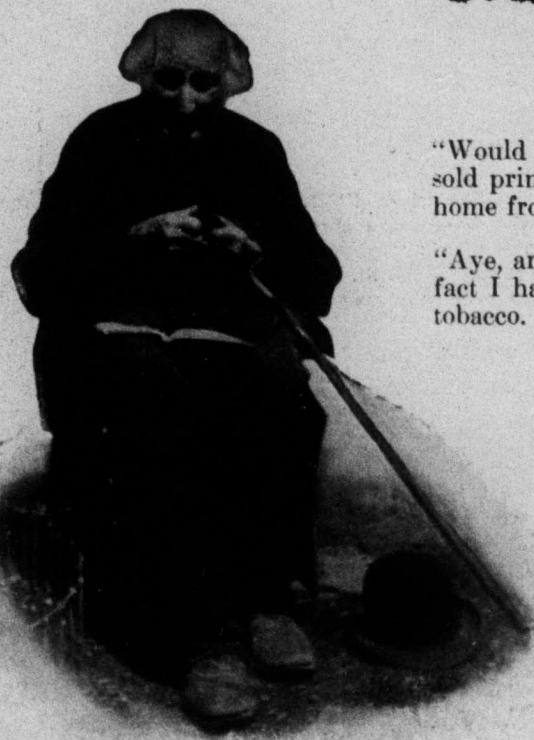
"Aye, and it was a long time ago, and meat was in abundance, in fact I have seen a quarter of beef traded for a very few plugs of tobacco. Tobacco then was not as plentiful as it is now and not so nice to use either. None could touch my favorite,

### King George Navy

"It's got 'em all beat for a good chew."



**Rock City Tobacco Co., Ltd.**  
Quebec and Winnipeg



CANADIAN GROCER

**FIVE ROSES FLOUR**

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DON'T MERELY SAY "FLOUR"  
SAY  
"FIVE ROSES FLOUR"



*The only flour publicly and unreservedly guaranteed not bleached—not bleached.*

IT is not enough for a flour to have quality and accessible price. FIVE ROSES brings more than this—it possesses the cumulative goodwill value based on a quarter century's kitchen achievements. More important still, it brings you a tremendous sales-push enjoyed by no other flour in Canada. Distributors unanimously report that FIVE ROSES first sales are ridiculously easy and repeat sales automatic. You can fill this ever-increasing demand in barrels and halves.

ALSO PACKED IN BAGS OF SUITABLE SIZES

**BREAD CAKES**

OUR various offices throughout Canada are maintained for the purpose of closer co-operation with our distributors. Uniformity of quality and service is the distinctive policy of this company in its relations with the trade. Let us help you in filling the FIVE ROSES demand.

**LAKE OF THE WOODS MILLING CO., LIMITED**  
MONTREAL WINNIPEG

*"The House of Character"*

Toronto Ottawa London Sudbury  
Quebec St. John, N.B. Calgary Kewatin  
Fort William Medicine Hat Vancouver  
Portage La Prairie

Daily Capacity—27,400 bags of 98 lbs.