

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

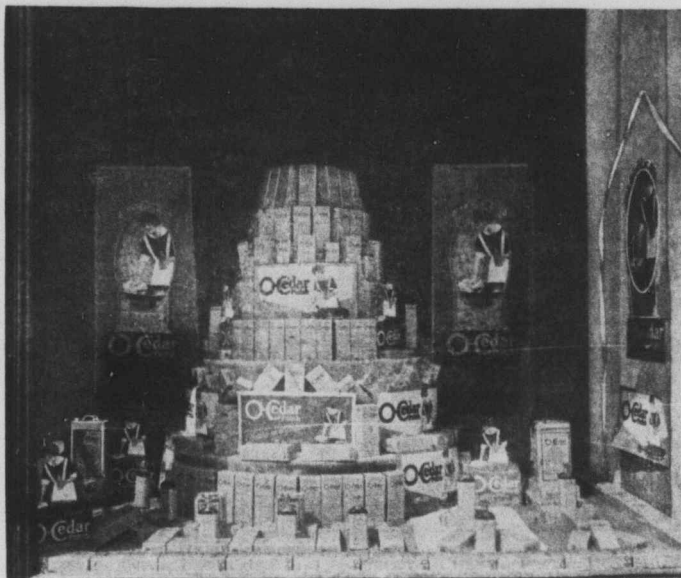
PUBLICATION OFFICE: TORONTO, NOVEMBER 22, 1918

No. 47



These are the mornings for porridge. Put
"Robin Hood" on your counter
and in your window.

THE LINE OF LEAST RESISTANCE AND THE LINE OF MOST PROFIT



Some of the goods you carry are sold almost automatically—without an argument. People know about them and feel confident of their quality. To handle these goods is to follow the "line of least resistance."

You follow the line of least resistance when you put in a stock of

O-Cedar Polish

Housewives have been taught to appreciate how indispensable O-Cedar Products are to efficient housekeeping. They expect you to sell them O-Cedar.

When you consider what a handsome profit you can make on O-Cedar—at pre-war prices—there is not a single reason left for not stocking up on O-Cedar Polish and O-Cedar Polish Mops, and displaying them where your customers will see them constantly. O-Cedar is the "Line of Least Resistance" and it is also the "Line of Most Profit."

Order from your Jobber.

THE CHANNEL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS

BEANS

RICE

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

Much in demand
during the social season

Borden's
Reindeer Coffee
and
Reindeer Cocoa

THERE'S a year-round demand for Borden's, of course, but at no time is the popularity of these delicious, easily prepared products more in evidence than during the Winter months. Aside altogether from their splendid deliciousness is the all-important point of convenience in which Borden Products excel.



If you have never yet given Borden's full line a real "try-out," get out an attractive display NOW—for the social season. Get every customer thoroughly acquainted with the Borden advantages.



Look over your stock. If it's low or incomplete, write your Jobber.

Borden Milk Company
Limited

"LEADERS OF QUALITY"

MONTREAL

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

License No. 14-213



A LINE YOU NEED

Q You should be selling lots of this line just now; other retailers are and are finding it a mighty profitable investment, too.

Q Probably no other brand of mince meat has such a popular demand; certain it is that none can surpass it in quality and wholesomeness.

We would suggest that you start selling it right away. The busy season is right at hand and you will lose many sales if you don't place your orders now.

ORDER FROM YOUR JOBBER OR DIRECT

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

CLARK'S SPAGHETTI

With
Tomato
Sauce



and
Cheese

MADE IN CANADA

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216



The Sign of Purity and Cleanliness

The McCormick factory and trade-mark are internationally known—the McCormick million-dollar factory is a national institution. It is the home of the famous JERSEY CREAM SODAS. The McCormick watchwords are PURITY and CLEANLINESS.

All discriminating buyers look for the McCormick trade-mark—because it represents the highest achievement in the biscuit world.

The McCORMICK MFG. CO., LIMITED, London, Canada.

Branches: MONTREAL OTTAWA HAMILTON KINGSTON
 WINNIPEG CALGARY ST. JOHN, N.B. PORT ARTHUR

Canada Food Board Licenses 11-003, 14-166



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

Write for trade terms and particulars to the
 Watford Mfg. Co., Ltd., Delcctaland, Watford, England.

408

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
 Industries using
LICORICE
 in any form.

Made in Canada by

National Licorice Company
MONTREAL



Story for Week Dated Nov. 22, 1918.

Being No. 9 in the Series

Making Eddy Match Boxes at the Rate of 400 a Minute

AWAY back in 1854, when Ezra Butler Eddy began match manufacturing at Hull, the making of the boxes to hold his matches was a tedious process carried on entirely by hand.

French-Canadian women were employed in making match boxes in their homes. The boxes were made of a thin shaving or veneer of wood, bent into shape for cover and container, and held firm with paste and paper. Women and children worked at the making of them, earning very welcome wages for their work, and every morning a procession of women would arrive at Ezra Eddy's little plant with big bed ticks crammed full of new-made match boxes, an enormous-looking but quite light burden on their backs.

To-day a great array of marvellous machines at the Eddy Plant take care of the production of match boxes, and do it with almost human dexterity. So perfectly are they designed for their purpose that they hardly require watching at all, though the ones turning out the smaller match boxes work at the rate of four hundred boxes per minute.

All the machines require are rolls of the tough resilient paper prepared for them in the Eddy paper mills, and exactly of the right color and thickness for the particular match boxes required. The machine takes the paper rapidly off the roll, folds it into the square tube shape for the cover of a match box, prints it on both sides, cuts off the right length securely fastened and ready for service, and delivers through hoppers to the girls who box the matches.

Simultaneously in another type of machine the drawers or container portion of the match boxes are being as rapidly made from rolls of Eddy-manufactured paper, and these are delivered through the proper hoppers as fast as an output of seventy million matches per day demands. Very different from the day of the hand-made match boxes delivered every morning in a bed tick, but just another of the Eddy Company marvels of manufacturing development.



Some Selling Points About Eddy's "Silent 5" Matches



Eddy's Silent 5 Matches

They are made from selected wood, clear, straight-grained, which will not break off in striking. The wood is clean Canadian White Pine from the Eddy Company's own timber limits.

They are Sesqui tipped, non-poisonous, safe in manufacture and in use, fully conforming to every Government regulation.

They strike silently, and the heads do not fly off dangerously.

They are dipped in a swiftly igniting wax which insures a clear, strong flame which does not burn down too fast.

They are rendered chemically self-extinguishing by a special process which makes the stick char down to a fibre tough enough to hold the head strongly, even after the match is out, and yet which does not glow red so as to cause risk of fire if dropped on the ground or floor.

Methods of manufacture by which the Special and Successful Selling Points of other famous Eddy Products are produced will be described in forthcoming articles in this series.

AYLMER CATSUP

1918 PACK—NOW READY

A Pure Tomato Catsup

Glass Bottles—Three sizes, 8 oz., 12 oz., 17 oz. All 2 doz. to case. Glass and stone jugs, 1 gal., 4 to crate.

Order your requirements now to insure prompt shipment before the cold weather sets in. If you cannot procure AYLMEER CATSUP through your Jobber

Write, Phone or Wire

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12.

COMPARE

the appearance of a container sealed with the Anchor Cap with that of another sealed with the old-fashioned variety. Which impresses you the more favorably? The neat appearance of the Anchor Cap is not the only advantage. Their absolute airtight seal prevents evaporation and contamination of the contents.

ANCHOR CAPS

spell economy and good profits. They insure against unnecessary waste. Goods properly packed and sealed with Anchor Caps are easily and always saleable at the full retail price.

Always specify Anchor Caps when placing your order.

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

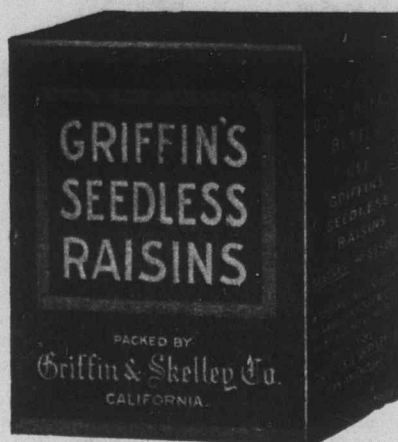
FACTORY AND
GENERAL OFFICES



50 DAVENPORT ROAD
TORONTO, ONTARIO

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

Griffin's



Seedless

Raisins Never had a seed

Their quality and absolute cleanliness should make their name a buy-word wherever raisins are sold.

Ask your grocery salesman.

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.

It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, which you will please send along with CANADIAN GROCER.

P. PAUL & CO.,
Duncan Station, Que.

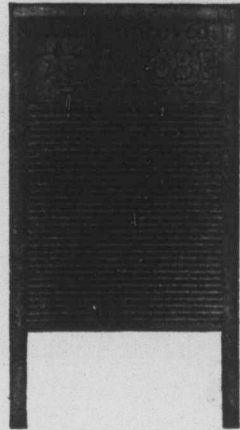
When Writing to Advertisers Kindly
Mention this Paper.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from slivers and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.



Cow Brand Baking Soda

has given and is giving the Canadian housewife that unlimited satisfaction which brings her back to the grocer for further supplies. She is a firm believer in Cow Brand superiority.

Cheapest because Best!

Church & Dwight, Limited
MONTREAL

NEEDED In the Stable

The man in the stable wants brushes that will hold the bristles, brushes that will fetch out the dirt.

"KEYSTONE" BRUSHES

Are the ones you can conscientiously recommend. Your customers will come back for more of the same kind. Every brush that is needed in the stable will be found in our line.

Write for prices, etc.

Stevens-Hepner Co., Limited
Port Elgin, Ontario

CENTURY SALT

---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.

Be sure your stock is well displayed.

THE DOMINION SALT CO. LIMITED
SARNIA. ONT.

KLIM
IN POWDER FORM

That genuine flavor is making sales for you

They're beginning to drink Klim now—your customers. They are discovering that Klim's natural flavor is as pleasing in a beverage as it is in baked and cooked foods.

Our new, enlarged advertising campaign is helping more people to realize this fact. It is enlarging the field of Klim's usefulness in homes where it is already known, and introducing it into many others.

Naturally, you will sell more Klim this season—if you have it. Better consult your wholesaler.

*KLIM IS GENUINE
—the flavor proves it.*

Canadian Milk Products Ltd.
Toronto Montreal

Western Representatives:
W. H. Escott Co., Ltd., Fort William, Winnipeg, Edmonton and Regina; Kirkland & Rose, Vancouver

Canada Food Board License No. 14-242

CONSERVE TIME

TIME is an all essential element. Napoleon was defeated because his expected reinforcements were behind TIME. Millions of dollars and thousands of lives are lost every year because men do not properly reckon with TIME.

At the present as never before in history, TIME must be conserved to the utmost degree. Every minute must yield its greatest possibilities.



BOWSER

SYSTEMS

for the storing and handling of oil, conserve more than half the TIME, expended by less efficient methods. They also conserve:—

**LABOR
CAPITAL
SPACE
MACHINERY
LIVES
PROPERTY
MATERIAL**

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.
A System for every Requirement. Write To-day.

S. F. BOWSER & CO., Inc.
TORONTO, CANADA
Representatives Everywhere

TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario.

Push Ocean Blue with confidence, and you will secure the confidence of your customers.

OCEAN BLUE

sells on merit, quality, value.

Order from your Wholesaler.

HARGREAVES BROS. & CO.
WESTERN AGENTS—For Manitoba, Saskatchewan and Alberta.—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon.—Creeden & Ivory, Rooms 5 and 6, Jones Block, 471 Hastings Street W., Vancouver, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

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

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

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

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will
give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

We can handle a few more good lines.
Storage Warehouses and Transfer Track.
149 Notre Dame Ave. E. - WINNIPEG
Established 1898.

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does
detail work.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.

Winnipeg

Prompt and Efficient
SERVICE

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents.

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

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

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

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

To Manufacturers' Agents

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

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

We shall be glad to furnish you with other rates upon application.

Canadian Grocer
143-153 University Ave.
TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery Specialties.

Foy Bldg., 32 Front Street W
TORONTO - - ONTARIO

Apples

Let us look after your requirements. We handle the Famous

GEORGIAN BAY

BRAND APPLES

Fine, sound fruit that will be appreciated by every customer.

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

Canada Food Control License No. 182

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Canada Food Board License No. 11-690

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME
LIMITED
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/1/8

When answering
Advertisements please mention
Canadian Grocer

JOHN E TURTON

Wholesale Grocery Broker

MONTREAL

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

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

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

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

Just try how MacKay's will sell

IT'S THE REAL MACKAY

You can strongly recommend this delicious wholesome Canadian-made Barley Food.

MACKAY'S PEARL BARLEY FLOUR is without any peer whatever. Gives soups and gravies a delightful flavor. Just the right food for infants and invalids.

A strong consumer publicity campaign is helping dealers to keep their sales of MacKay's going.

Recommended by Dr. McGill, Ottawa, Dominion Chemical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.

It pays to push MARSH'S

People to whom quality is a first consideration buy Marsh's Grape Juice by preference.

Get our prices on Unfermented Port Wine and Black Cherry Wine.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
The MacLaren Imperial Cheese Co., Limited
Ontario Agents:
ROSE & LAFLAMME

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA


Squirrel Brand PEANUT BUTTER

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

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


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



ALBATROSS BRAND

CLAYQUOT-SOUND CANNING CO. LTD.
J.L.B. BECKWITH AGENT
VICTORIA B.C.

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like
**ALBATROSS BRAND
PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

DIRECTIONS: WHEN REQUIRED, DO NOT PLACE THE CANNERS BEING OPENED INTO BOILING WATER FOR TEN MINUTES.

EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables' are scarce



comes a big call for such a delicious line as Chilliwack Brand Julienne.

Evaporated potatoes, carrots, turnips, onions, peas and beans are scientifically mixed to produce this delightful vegetable soup. It can also be used for boiled vegetable dinners.

Remember — it has the same flavor as fresh picked garden vegetables.

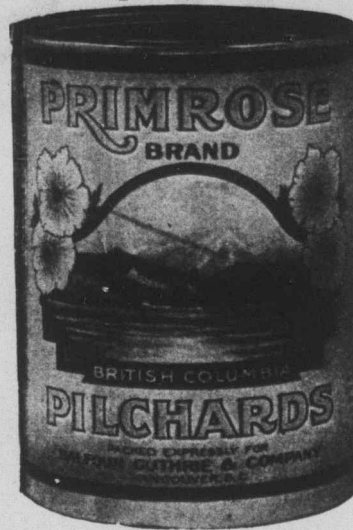
Your jobber will supply you.

Chilliwack Evaporating & Packing Company

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

PILCHARDS



Strictly Prime Quality

Ocean Caught

Packed Only By Hand

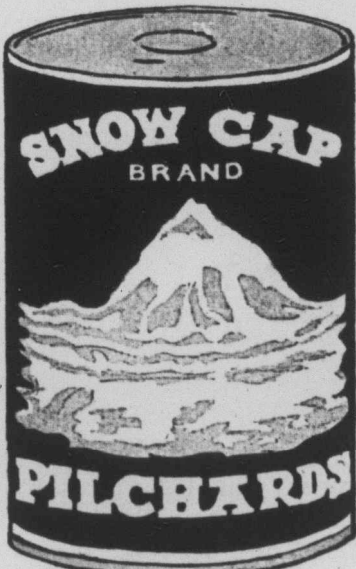
Rich in flavor and high in food value

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

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

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

Salmon Commandeered



Packed in 1 lb. Talls and 1-3 lb. Flats Sold by Your Jobber

SNOW CAP BRAND PILCHARDS

are more delicious than SOCKEYE and are less than half the price.

For Salads and Sandwiches

They are More of a Dainty Than Tuna Fish

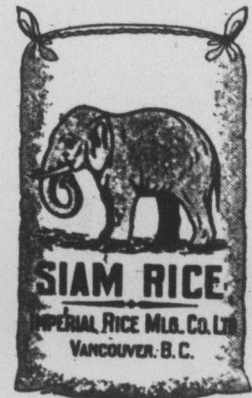
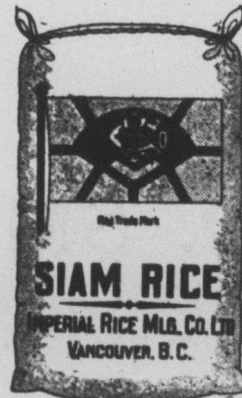
“Snow Cap”

is Hand Packed by

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

E. D. Smith's Raspberry Jam

Make your jam department the corner-stone upon which to build bigger prestige and bigger profits by regularly featuring the "E. D. S." quality lines. Then your selling efforts will be backed by the "E. D. S." reputation with all that it stands for—dependable jams that sell easily and repeat always.

E. D. SMITH & SON

LIMITED

WINONA - ONTARIO

AGENTS: Newton A. Hill, Toronto; Eastern Representative: Wm. H. Dunn, Limited, Montreal; Alberta Representative: Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg.

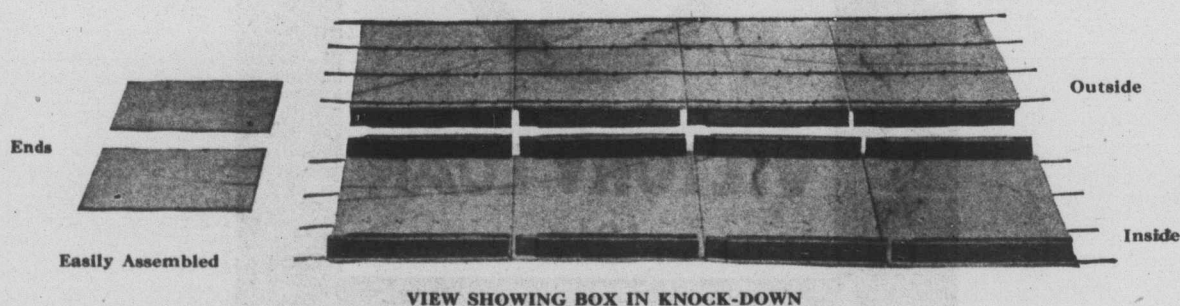
License No. 14-112.

Let us quote you on your
requirements in Packing Cases

WE ARE MANUFACTURERS OF THE

4 - One Wirebound Boxes

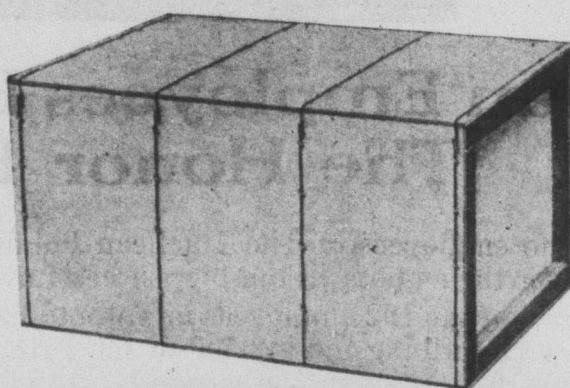
Famous for Economy



They are **Light**—means a saving in freight.

They are **Strong**—means goods arriving in good condition, thereby eliminating claims.

They are **Secure**—means contents cannot be pilfered in transit.



Try a sample order and let them prove how superior they are to the other makes of packing cases.

CANADIAN WOOD PRODUCTS
TORONTO LIMITED



MacLean Employees Early Winners of The Honor Banner

The employees of The MacLean Publishing Co. subscribed well over their quota in the big, successful Victory Loan campaign.

89% of the 192 employees in Toronto helped along the good work by subscribing for \$42,500 of the 1918 Victory Bonds, representing 16% of the annual pay-roll.

As each firm was entitled to an Honor Flag when 75% of the employees took at least 10% of the pay-roll in bonds, it will be seen the MacLean employees went well ahead of the objective set. They were among the early ones to win an Honor Flag.

The MacLean Publishing Company, Limited

Winnipeg

Toronto

Montreal

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

24 YEARS THE SAME

The same standard of quality has been maintained for Red Rose Tea for 24 years. It is one line of merchandise that has not been altered during the war. It satisfies particular tea drinkers just as fully to-day as in years gone by. You can safely and profitably make Red Rose Tea your LEADER.

Canada Food Board License No. 6-276



\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO



Have you one of these Cards?

If not, write us now and we'll send you one. It will be a big help in increasing your sales of Colman-Keen Products.

Magor, Son & Co, Limited

191 St. Paul St., Montreal

30 Church St., Toronto

THE INGERSOLL PACKING CO., LIMITED

BEAVER BRAND

OF

HAMS, BACON and LARD

Dealers in Cheese, Butter and Eggs

MANUFACTURERS OF

INGERSOLL CREAM CHEESE

Here is a list of our agents:

The Ingersoll Packing Co., Ltd., 38 Colborne St., Toronto.

The Whyte Packing Co., Ltd., 33 William St., Montreal.

J. A. Wilson, Richmond St., London.

Cyrus King, McNab St., Hamilton.

W. F. Elliot, The Symes Telfer Bldg., Fort

J. H. Trowbridge, 256 Albert St., Ottawa.
William.

Mason & Hickey, 287 Stanley St., Winnipeg.

Mason & Hickey, Regina.

Mason & Hickey, Saskatoon.

Mason & Hickey, Edmonton.

Mason & Hickey, Calgary.

Mason & Hickey, Vancouver.

Mason & Hickey, Brandon.

Jas. Craig, Ontario Chambers No. 3, Kingston.

G. T. Armstrong & Son, Ltd., Sherbrooke, P.Q.

R. F. Cream & Co., Quebec.

G. W. Nickelson Co., Prince Rupert.

J. I. Davis & Son, 538 Main St., St. John, N.B.

Gaetz & Co., P.O. Box 145, Halifax, N.S.

Armour & Co., Sydney, N.S.

J. V. O'Dea & Co., St. John's, Newfoundland.

The Ingersoll Packing Company, Limited
INGERSOLL, ONTARIO

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

CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 22, 1918

No. 47

Good Years Ahead for Grocery Trade

Facts Point to Improbability of Non-Employment, and of Tobogganing Wages or Prices
—A Thousand Reasons for Prosperity, Not One for Pessimism—The Courage of
the Merchant the Real Determining Factor.

By J. L. RUTLEDGE

NOW that the great shadow that has darkened the world for more than four years has been finally lifted, now that there is no longer the need to prepare for war, there comes the urgent need to face the conditions engendered by four years of epochal strife, and to find a sure foundation on which business may be re-created on normal lines.

The great question that faces men to-day, the question that is of the most profound interest, is the question as to whether or not this sure foundation may be reached without intervening years of depression and business loss. These are questions that are on every tongue. What of after war conditions? When the war orders cease, what will happen? What will become of the men now engaged in these industries? What will the new conditions be? Will there still be people with money enough to buy? Will there be any goods that can be handled without the possibility of disastrous declines?

There is a constant fear that peace will bring in its wake a condition such as fell on the world that August day four years ago, when the very foundations of life seem to have been swept away. It is feared that with no war needs to call great industries into being again and to restore the wavering courage of the people, that darker times may be ahead than were faced in those dark days.

OUR FEARS ARE GROUNDLESS

THERE is reason, however, to doubt these fears. Before are the years of peace and the stability that comes of peace. Four years ago the dream of world security fell shattered in a moment. It was a catastrophe beyond all human imagining, an ordeal whose end no one could foresee. It opened the door to no one knew what. But peace—for four long bloody years statesmen and soldiers and potentates and business men have known that somehow, someday peace was coming. The men who were stunned by the great calamity, who saw prosperity come on the heels of that calamity have known that the day was coming when they could thankfully lay aside the task of making the nations strong for war, and take up the great task of making them strong in peace. There has been no uncertainty about this. It has been known and faced for years, and the business men are prepared.

This is a thought that may well be remembered when some cheerless soul suggests the possibilities that may arise, with the great munitions plants still, and their workers idle. Why should these plants be idle, when men who have developed these great industries have had four years to prepare for other activities? Thomas Findley, president and general manager of the Massey-Harris Co., that has been actively engaged in munition manufacturing, in a recent interview emphatically challenges the idea that the cessation of war business will mean a glutted labor market. "I think," states Mr. Findley, "that munition workers can be absorbed in existing industries and in reconstruction work." Referring to his own company, Mr. Findley says: "We will be able to employ one-third more men in the Brantford and Toronto plants than we have had during the war."

Senator Frederick Nicholls, president and general manager of the Canadian General Electric Co., states that his company had been transferred from a war to a peace footing some time ago, and the coming of peace would have no effect on the company. So it is with many other activities. Why indeed should the great steel plants lie idle, when for four years there has hardly been a steel rail replaced on this great continent, when hundreds of miles of track have actually been lifted to meet the crying needs of the army, when all building projects for four years past have had to lie in abeyance because of the lack of structural steel?

In Toronto alone there are building projects on foot, waiting only the opportunity to procure structural steel and wood and labor, that total up in the neighborhood of a hundred millions. This is not an isolated case. All over this continent there is an immense latent demand for building materials to carry forward work that has lain dormant for four years. There are a hundred other outlets for the products of the great steel industries. This continent has in the past years been on short rations of tin, because the great steel companies were so busy making shells that they could not roll steel plate for tin. What is to prevent some of these mills rolling steel sheets? Sheet irons are in famine days. One large Toronto jobber who was accustomed to carry as a normal stock for Black Steel Sheets between 1,000 and

1,200 tons has less than 200 tons. Stocks are perilously low and these stocks must be replaced. Why then should men be idle?

DEPLETED STOCKS CALL FOR UNUSUAL ACTIVITY

IT is estimated that there are some 140,000 workers engaged in munition making in Canada. There are 400,000 Canadian boys who will be coming back some day. What of them, what is the possibility of assimilating these men again into profitable labor? Four years ago, before the war had darkened the world, these men were employed. There was no excess of labor, there was no cry of hard times, yet the country was then facing normal conditions, while to-day it faces a condition where warehouses are everywhere bare of necessary supplies. The enormous building projects will need structural steel; it will need also wood, hardware, plumbing supplies, everything that goes with the building trade. Employment agencies everywhere are crying for hundreds of men for the bush to supply the lumber that is so urgently needed. There is a great excess demand for men, men to rehabilitate Canada's great railway systems, men to permit the development of great commercial activities. The Bell Telephone Company, for instance, has been advertising for months, urging the public to curtail the demands upon its service because of lack of materials, and the still more serious lack of men to install equipment. Already from everywhere is the cry for labor, the cry for labor to man the great undertakings that are in contemplation, the cry for labor to attend to the more modest requirements to mend the eavetrough, to paint the house, to stand behind the counter, to drive the plough. Of course there must come some period of reorganization, but why under present conditions there should be any need for hard times it is hard to see.

WAGES WILL REMAIN HIGH

OF course there is the wage question. Fabulous stories have been told of wages being made by munition workers. These wages, say the pessimists, are death to peace industries. But have the munition workers really received such sums? In a few instances yes. But in the average cases wages probably did not average \$30 a week. Good enough pay too, leaving a margin of safety after the necessities are purchased. Is there any reason to expect an immediate downward revision in wages? Samuel Gompers, President of the American Federation of Labor, a man whose stand during the war has made him universally respected, stated recently that American labor would not submit to reduction of wages and longer hours. Thomas Findley, of the Massey-Harris Co., states that "the lowering of wages must not precede the reduction in living costs in the interests of everyone." It is far from likely that wages will ever again reach pre-war standards. Wages cannot drop over night without the whole economic structure toppling. Against such a possibility the Government has provided by fixing the price of wheat and wool, thus ensuring high prices for the rural population and high costs for the urban population. Wages are dependent on the three factors: first of rent, and after that, what the laborer must pay for food and clothing. Rent can scarcely be materially less for some time to come. Food and

clothing are such serious factors that there is grave danger that there may not be sufficient of either to supply the world. Considering all these phases of the question, there seems little reason to believe that wages will be materially lower for a long time to come.

NO FEAR OF TOBAGGANING PRICES

THERE is another factor beside the problems of slackened labor demands and decreased wages—the possibility that is at the back of the minds of many merchants that prices may decline as spectacularly as they advanced and leave a man with a burden of high priced goods on a glutted, stagnant market. Again there are a thousand and one reasons why such a condition is not to be feared. J. R. Clynes, the British Food Controller, stated recently, that the need for food in Britain would increase rather than diminish till the spring at least. Mr. Hoover urges that improved food conditions can hardly be expected for some time to come. President Wilson has, with the acquiescence of the Allied countries, assured the Central Powers that their most urgent needs for food will be supplied. Out of the depleted world supplies a new demand for some 80,000,000 people must be met. The only condition that could induce any material declines in prices is the substantial accumulating of reserve supplies of food. Stocks at present are at so seriously low a level, that the possibility of such a thing is very remote. It will be many a long month before it is possible to build up adequate reserves of food products, and until this is done a slump in prices is beyond the realms of possibility. In the staple food lines government action or general conditions have precluded the possibility of declines. In England the price of wheat is guaranteed until a year after the war. In Canada and the United States, the price has been set for this year's crop or roughly for about a year from the present time. Even at these prices the demand will probably be so great from across seas that there will be no reserve supplies on this continent. Russia, that was the great hope in the early years of war, has now no wheat to offer, and her people are starving. Argentine has only a comparatively small crop. Australia has a surplus, but Australia is more than twice as far away as this continent, and the bulk of the European demand must be borne by Canada and the United States.

It is hardly probable, therefore, that a wheat surplus will be available even at high prices. Other grains have felt the effect of these conditions. May option on oats sold recently at Winnipeg at 88c a bushel, a clear advance of 2c a bushel. This fact is sufficient evidence that there is little likelihood of lowered prices in these or allied lines.

In sugar, the International Sugar Commission has purchased the coming Cuban crop, estimated at 3,600,000 tons, at a.c. and f. price New York of 5.88, nearly a cent a pound higher than last year. This is the bulk of the world's marketable sugar. The Louisiana crop and the United States beet sugar crop are priced on the same basis. On the other hand, the changed conditions may release shipping to move the Java crop, estimated at 1,700,000 tons, to which may be added probably half as much again as the yet unsold portion of last year's crop. It was expected that some of this crop would come to Canada. It is now rumored that the British Government has

taken over the major part of the crop. Over against this increased supply these facts must be set, that Russia, who last year exported roughly half a million tons of sugar, will export nothing this year; that Germany, instead of being an exporter, will be a buyer of sugar; that the French sugar beet fields have been practically destroyed by war and unfavorable climatic conditions; that in Italy the same conditions prevail, and that these countries have already been cut to the danger point in sugar consumption. There can, therefore, be no expectation of marked declines in sugar for some time to come, nor in any of the myriad of grocery lines in which sugar plays an important part.

CONDITIONS CONTROL PRICE AS WELL AS GOVERNMENTS

IN tea, European stocks have practically ceased to exist. They must be replaced before there can be any material change in prices. It is rumored that Britain will take over the entire Indian and Ceylonese crop. Even the rumor is indicative of the need for tea supplies, an indication that is borne out by the fact that San Francisco tea jobbers have been shipping tea stocks to New York to have them immediately available for export on the declaration of peace. The expectations are for higher rather than lower prices. Brazil, the great coffee country of the world, loaded up with stocks that almost brought financial disaster in that country, a little over a year ago, is now holding for abnormal prices, depending on Austria and Germany, the two largest coffee consumers after the United States, to assure them an eager market. Coffee prices in both primary and secondary markets have set new records.

In speaking of the canned goods situation, *The Canner*, Chicago, has this to say: "A 'break' in canned foods values as a consequence of a sudden peace seems a danger about as remote as any we can think of. There are some excellent reasons why canned foods prices should hold in the face of a quick-coming peace.

But the best reasons of all are, first that demobilization is a slow process, where between two and three million men are involved, and, second, that practically the entire supply of canned foods is in the hands of the wholesale and retail grocers.

The Government will need all the food that has been delivered to it or that it has under contract and conditions as to supply for civilian requirements are such that there will be no occasion for distributors to sacrifice their stock."

An argument that applies equally well to Canadian conditions.

Consider the other lines that figure largely in the grocer's trade. Spice stocks down to the narrowest margins, and probably many months before they can be improved. Rice stocks fairly large, but the future uncertain owing to the probability that Japan's crop may be diverted to meet Russia's need. Bean stocks abnormally light; dried fruits almost off the market. The replacement of these stocks is the first step toward lower prices, but the replacement is not the matter of a day or a week. Granting that peace comes as a result of the armistice, there will unquestionably be an army of occupation maintained in Europe to enforce the terms of peace. This army will probably number millions

and will have to be fed by this continent; that will require shipping, as will the demobilization program. It will be years before the full shipping resources of the world can return to their accustomed task of restocking that world with the necessities and luxuries of life.

One authority points out one element that cannot be discounted nor yet can it be accurately gauged.

"While stocks in practically every line are extremely low, there remains a small speculative element who are holding what stocks they can gather at inflated prices. When peace becomes certain, such speculative elements will unload, giving lower prices, as may be illustrated in the market for beef at the present time. When such stocks are unloaded, the world's supply as a whole will be still lower, owing to inability of productive forces to get into action, and some people hold the view that prices will become higher than ever."

UNREASONED FEARS, THE ONLY REAL DANGER

THE two elements that can maintain prosperity, are general employment at good wages, and a stability of prices. With a country bare of manpower for essential peace time industries, and with the country's larder down to the poverty limit, these two conditions should be assured. There will be changes without question, price changes too, without doubt, as war insurance and similar charges are withdrawn, but conditions as far as it is possible to foretell them preclude the possibility of disastrous declines.

The greatest danger in these times is a psychological one, that merchants may frighten themselves into the belief that hard times are coming, that they may listen to the croakings of the calamity-monger and come to believe that he knows whereof he speaks, that they may fail in the courage to conduct their business as they have always conducted it. Therein lies the great danger, not that actual hard times are coming, but that timorous folks may think they are, and by so thinking may make an actuality of what was only a suspicion. This is no chimera, it is a very real danger. Will the consumer hesitate to buy pending a possible decline in prices, or buy only for his barest needs? He certainly will if the retailer adopts the same policy and holds up his business in order to play things a little too safe. This is certainly not a time for wildcat buying. Prices must eventually decline, and stocks should be kept within safe limits, but there is no evidence that prices will decline immediately, or that there will be any sharp decline, while there is abundant evidence to the contrary. This is the time of all others for a merchant to push his business forward aggressively. There are a million reasons why Canada should be facing years of unprecedented prosperity, and not a single sound reason for pessimism.

NO man can be so sure of himself as to think that he will never need any assistance of any nature from others. Therefore, it always pays to lend a helping hand to those who are down temporarily. It may be considered a paradox that one never lowers himself when he stoops to raise another, but it is, nevertheless, the truth.

Raisins to Come; Other Lines, Too?

Embargo Lifted on Export From U. S.—May Be Some for Christmas Trade—Supplies None Too Heavy—Prunes, Apricots, Peaches Uncertain—One Million Pounds Prunes in One Meal.

REPORTS received by the trade late last week indicated that the embargo placed on the export of raisins from the United States had been lifted by the Food Administration there. Some of the trade indicate that this extends to all dried fruits, and the interpretation placed on this is that prunes, peaches and apricots will also be allowed to come forward. However, of the last three mentioned items there are comparatively small supplies available, and it is thought there will be few if any of these reach Canada for some time to come.

Some Expect All Lines May Come

Some dealers are optimistic in believing that in some way the coming of peace will make a difference in the matter of supplies, but so far there has been no indication of this or anything on which to base any definite hope. Nevertheless, this has been a year of surprises and unexpected happenings, so that no one can make any forecasts. In former years it was possible to go by a precedent of previous years, but during these war times, and especially during the past season, precedents have been of no value whatever. It may be possible that in another season comparisons can be made with pre-war markets, for it is almost safe to assume the restrictions will be lifted by next year.

May Be Some Raisins for Christmas

However, the situation in regard to raisins is at least interesting. Every effort to secure shipments in time for the Christmas trade has been made, licenses already having been renewed and on their way to California. It is further intimated that preference on the shipment of cars to Canada may be made by the Railroad Board in the United States. Should this turn out to be the case, it is quite possible that there will be some raisins arrive here in time for the Christmas trade.

Stocks None Too Heavy; Crop Light

Opinions vary as to the condition of the stocks on hand. Some are strongly of the opinion that there are sufficient available, with the possible exception of fancy seeded in 15 and 16 oz. packages, while others again look for a marked scarcity to develop. Supplies will, at best, be none too heavy, the crop damage showing a serious loss. The latest information available, as given in CANADIAN GROCER three or four weeks ago, and subject to further revision is as follows:

"Deliveries which it is now estimated it will be possible to make are as follows: Layers and clusters including vineyard run, 25%; 3 Crown and 4 Crown loose muscatels, 50%; Sun Maid carton

seeded, 50%; Fancy and extra fancy carton seeded, 50%; Fancy and extra fancy bulk seeded, 50%; Sultanas, none.

Full deliveries will it is thought be possible on the balance of the crop, which includes: Unbleached re-cleaned Thompsons, cartons and bulk; Soda dipped Thompsons; 1 Crown and 2 Crown loose muscatels; Choice carton seeded (12 oz. and 16 oz.); Baker's Sun Maid seeded, Malagas and Feherzagos seeded; Loose Valencias."

What of Prunes, Peaches, Apricots?

As far as raisins are concerned then, the situation is not so hopeless as it was. However, it cannot be overlooked, that just because hostilities have come to an end, that the fighting forces have stopped eating. The United States Government to-day is feeding probably around four million men. This means that they will require an enormous amount of foodstuffs during the next year, and this is the reason the majority of the trade here feel that with prunes, which were a comparatively small crop, and peaches and apricots, it is rather unlikely whether supplies released will reach any appreciable amount.

One Million Pounds Prunes in a Meal

It is perhaps fair to assume that a ration for one meal for one soldier would probably be $\frac{1}{4}$ pound of prunes. If this is the case, why in one meal the United States army would clean up one million

pounds of prunes. This is a factor which many people fail to look at. Foodstuffs are consumed in enormous quantities, and there is no question of doubt but that the requirements of the army will be taken care of, and the boys in uniform will be kept as well fed as it is possible to feed them. The Government of the United States has taken over probably 60 to 70 million pounds of prunes; this is undoubtedly some considerable quantity, but when one figures out that it is possible to get rid of one million pounds of these at one meal, why the figure does not seem absurd in any way.

Canned Tomatoes Interesting Item

The opinion has been expressed that canned tomatoes might be affected. The Government of the United States has taken over 45 per cent. of the pack which was this year a much larger one than last year. This was on the expectation of feeding 4,000,000 men and if demobilization develops as quickly as some seem to think it will, the quantity may be cut down. However, it would seem it must be many months before the requirements of the army in foodstuffs will be curtailed appreciably, and it looks more as though the government will protect producers and stand by their contracts. This, of course, is something the future only will determine.

What will happen to prices is uncertain. As far as canned goods are concerned, the markets in the States are none too well provided with anything except tomatoes, and prices there generally are on a par or even higher than those in effect here. Were these opened then to Canadian buyers, the effect would not be one to bring prices down, in fact, the reverse action might develop. However, no immediate change either way is looked for.

No Likelihood of Improvement in Sugar Situation

Action of United States in Modifying Restrictions Not Likely to be Followed in Canada—No Reserve Stocks Available Here, and Period of Light Production Will Probably Continue Till February

THE recent increase in the allowance of sugar in the United States for households and restaurants from three to four pounds per person monthly, and the removal of restrictions on the use of sugar in the manufacture of beverages, and the increase of 50 per cent. in the allowance of many other industries, has led to the impression that a similar increase might be expected in Canada.

There is a certain ground for such a supposition in the fact that the Canada Food Board have in many other cases followed the precedent set by the United States. Unfortunately, however, in this particular case conditions in the two countries vary so materially that there is little likelihood of any relaxation within the course of the next few months.

In the United States a substantial re-

serve was built up by a system of certificates which made it necessary for the wholesaler to obtain a certificate authorizing him to purchase sugar before he could obtain sugar from the refiners. The issuance of these certificates, whether by accident or design, was exceedingly slow, with the result that large stocks of refined sugar accumulated in refiners' hands.

No Reserve Stocks in Canada

These conditions have not obtained in this country as all allotments made to Canadian refiners have been steadily distributed, so that there is no accumulation either with the refiners, wholesalers, or retailers, and the householder has been able to buy only sufficient for their requirements from week to week.

There is no present indication that

supplies of raws for Canada will be increased in the immediate future. This is not a new situation, the coming months being generally months of light production owing to small receipts, and it is only the fact that reserves are of such a limited character that makes the present situation of unusual interest.

Sudden Removal of Substitute Rule Causes Difficulties

Unexpected Action Following Immediately on Memorandum Increasing Number of Substitutes Leaves Trade With Heavy Stocks on Hand, For Which there is But a Limited Market.

COMING only a day or so after the notice that the list of substitutes had been enlarged the announcement that the wheat flour substitute order had been cancelled, and that from now on the miller, the wholesaler, and the retailer were permitted to sell standard wheat flour without requiring the purchase of any substitutes, has come as a decided surprise.

The removal of any such legislation must of necessity eventually result in more satisfactory conditions, but the sudden action on the part of the Canada Food Board has had some serious results. Mills have installed machinery to produce these substitutes, and wholesalers and retailers have stocked heavily. The various regulations on this subject have required that the retailer lay in substantial stocks of not one, but many varieties or substitutes. These are in many instances products that in the normal course of business are scarcely marketable. There arises therefore a very serious problem for the merchant to handle. He is in many instances stocked heavily with these substitutes. He cannot return them to the wholesaler, nor the wholesaler to the mill, because there is a very evident feeling on the part of these different agencies that the market for these commodities has by the Food Board's action returned to the

The movement of new crop sugars is only beginning, and will not have reached a normal volume till late in January or early in February, and there is little likelihood that before that time there will be any reserve stocks of sufficient proportions to warrant the Canada Food Board in lightening the present restrictions.

normal, while stocks are very materially above the normal. Wholesaler and retailer have therefore inflated stocks in lines that are not readily marketable.

A Specific Case

A press report from Sault Ste. Marie typifies conditions that prevail in many centres.

"The latest order of the Canada Food Board, received in this city last evening, is likely to cause more food to be wasted than would have been saved in a year by the use of substitutes, according to the statement of local grocers, who have bought heavily of substitutes, with the expectation that their customers would be required to use them in making bread for some time yet. The local agent of the Lake of the Woods Milling Company has 800 bags of substitutes on hand at the present time, and, now that the Food Board has issued instructions that it will not be necessary for people to use substitutes any more, it is expected that a large quantity of the substitutes will go to waste before they can be sold. Local merchants think the board should have issued a warning before cancelling the substitute order, so that such a large quantity of substitutes would not have been manufactured and the trade loaded up with them."

World's Tea Production Below Demands

War Conditions Have Resulted in Lower Production, While the Depletion of Reserves Pre-supposes an Unusual Demand—How This Will Affect Prices

THERE is an ever-growing impression that tea is one of the commodities that is likely to advance as a result of the cessation of hostilities. Handlers are coming to realize that many causes have combined to lower production, while surplus stocks have been depleted during the years of war to a practically negligible factor. Many countries have been destitute of tea for a long time, and it is expected that there will be an immediate demand that will exceed the ability of the tea countries to meet.

As an illustration of how the trade

views these matters, a letter from one of the largest tea importing houses in Great Britain, with branches in most of the producing countries, views conditions. They write:

An Authoritative View

"As conditions become more normal after the termination of the war, we think it will be found that the world demand for tea will be distinctly greater than the production. With the exception of some surplus in supplies in the North American markets, and possibly China, all the tea produced has been fairly

readily absorbed, although, for a considerable while Russia has been out of the market and neutral European countries have been left practically without tea supplies, whilst, of course, enemy countries have been unable to secure tea other than in minute quantities for some years. Even if the present system of control in this country continues for some while after the war, we imagine that the increased demand which will have to be met will cause prices in the East to reach a fairly high level. The war, with its effect on labor and finance, has tended to prevent the normal extensions in the acreage under tea and also to reduce the manuring programmes of estates. Both these causes should adversely affect output during the next few years. In some cases stocks will be increased by the various measures which it has been necessary to take to restrict output somewhat in Java and, to a lesser extent, in Ceylon and India, but any such increases should be decidedly more than offset by the adverse factors we have previously mentioned."

SURPLUS OF SUBSTITUTE FLOURS MAY BE EXPORTED TO EUROPE

There is a strong probability that substitute flours that have been produced heavily during the last few months, and have been piling up owing to the cancellation of the order requiring their use will be diverted to feed the starving nations in Europe. It is understood that some such arrangement has been made by the Canada Food Board. If this is true it will in some measure help the situation, as retailers having large stocks of substitutes will in all probability be permitted to return them to the source from which they were purchased. The retailer who has only a comparatively limited amount, however, will in all probability not be able to get his small stock returned. Thus the retailer will in all probability be the only one to suffer by the startlingly sudden turn in the flour substitute situation.

EMBARGO ON APPLE EXPORTS RAISED

A general license has been issued to permit the export of apples in quantities. Exporters, however, are required to find their own space. It is probable that after a time when stocks overseas are replenished, the trade will be again made subject to regulation, and shippers be forced to get special licenses for any apples they desire to ship.

RESTRICTION REMOVED

The War Trade Board has been notified by the Canadian War Mission, Washington, that it is now unnecessary to apply to the Trade Department of the British Embassy, Washington, in all cases where space can be secured by the consigner and approval of shipment given by the government at destination.

Hand Brush Work vs. Air Brush Work

Good Work May Be Accomplished Without Use of the Air Brush—Hand Brush Work That's Original and a Saving in Time—Lettering Most Essential

By ROBT. T. D. EDWARDS

HERE seems to be an idea, prevalent among those who have newly broken into show-card writing, that to become a proficient card-writer they must possess an air brush; and that through its use is the only way to make what they term a really attractive and high class show-card. Now I want to explode that theory right away.

However, first of all you must understand that the air-brush is an excellent tool for show card work and has been the means of making thousands of really attractive show-cards throughout this continent. Also, it has been the means of making thousands of very poor show-cards, show-cards which are an eyesore to any display on which they are used.

In Toronto you can see air-brushed cards in some Yonge street stores which you can hardly read owing to the large amount of highly colored inks sprayed on them with the air-brush. There is poor judgment both on the part of the maker and on the part of the merchant for showing them there. Cards like these tend to repel rather than attract customers. The whole trouble lies in the inexperience in the proper handling of the air-brush.

It is felt that all amateurs should learn how to letter properly, how to make show-card designs and the proper combination of colors before attempting to make air-brush show-cards. Besides it is an expensive tool and I believe just as attractive cards can be made with lettering brushes. In fact this has been proven and is being proved to-day by prominent card-writers both in and out of the shop.

You will note reproductions of a few hand brush work cards that are considered even superior to any air-brush work you may make. They are neat in appearance and original in design and it is safe to say that they were made



Practice Exercise

in half the time that it would take to get the same effect with the air-brush.

Lettering Most Essential

The lettering on all show-cards is the most important part. A card must be lettered well to have a good appearance.

always the most attractive. Simple designs, proper spacing and neat lettering, combined with color harmony will often make a superior card to one that has three times the work on it. Avoid too many curves and scrolls. Keep as much as possible to the straight line idea. Don't try to get all the colors you possess on one card. Two or possibly three colors including black is plenty.

The "Canned Pumpkin" card is made on a half sheet white but can be made smaller if need be. The color scheme is just black and "pumpkin" yellow. The yellow is the broken line around the black centre panel and on the inside of the black border.

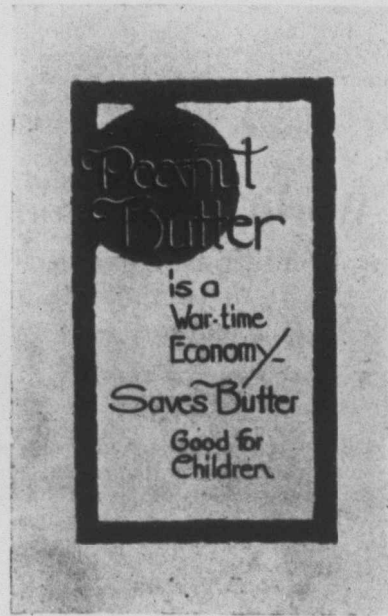
In making this card draw the border first in pencil, then draw the eight-sided panel, also in pencil. Make sure that this panel is in the centre of the card and a little lower from the top than the distance from each side. This helps balance up the white space at the bottom. The black part of the centre panel is waterproof ink put on with a brush. The reason for this being waterproof ink instead of a card-writer's black is on account of working over top of it with the white water color. Most show-card colors, especially the black will work up through the white and make it gray. This is a striking card when executed



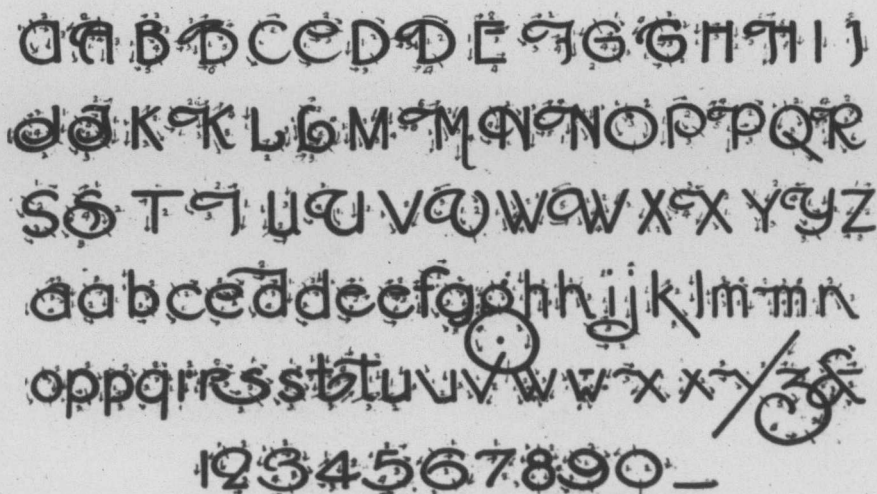
Many card-writers try lettering with color decorations such as air-brush, but this is a mistake. Perfect the brush and pen lettering first by all means, design, layout and color combination will follow.

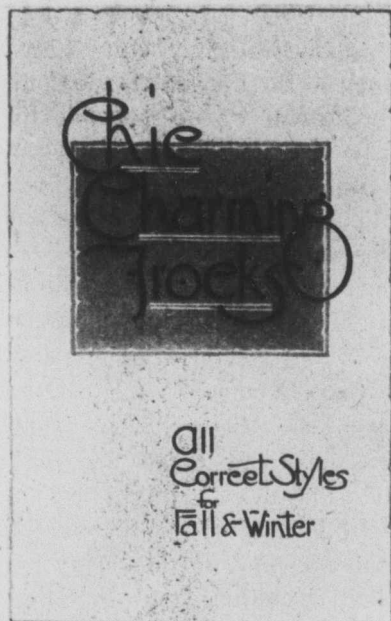
Simplicity in Design

One thing to remember is that the card with the most work on it is not



properly. Many other colors or tones can be used in place of the yellow. This card can be changed to suit any line of canned goods. The white lettering on





the black background should be put on thick or it will show up gray. Use a little smaller brush for this lettering than would ordinarily be used for this width letter.

The "Peanut Butter" card shows a somewhat different idea in layouts. The border and round spots at the top is all of the same color, a medium gray. Mark on minutely in pencil before applying the color. The border is three inches from the top and bottom of the card and two and three quarters from the sides. The circle at the top is five and one-half inches in diameter and overlaps on the border as shown. Flow the gray color on evenly, making sure first that the color is thoroughly mixed. Note the deckle edge effect on the edge of this design. The gray should be thoroughly dry before putting the black lettering on it. When the black lettering is dry take a small brush and put on the white high light as shown on the upper and right hand side of the letters.

This design can be used for any wording desired. This card is half sheet in size and of white cardboard.

The "Fall Fashion" card shows something different in show-card design. There are only the two colors used on the white card—black for the heavy border design and a medium gray used for the lettering over the black. Black waterproof ink is used for the border. This makes it possible to letter over the top without it working up. Other colors can be used instead of gray. Orange would be a good color for this time of year and make an excellent color combination with the black.

Many other designs after this nature can be made to suit any other style of lettering. Note how the letter "S" works in well with the shape of the background. The deckled edge effect is shown on both sides of the black design. This is better than using a smooth line edge.

The "Charming Frock" card shows a very dainty design for ready-to-wear displays. Many varieties of shades can be used for the panel behind the lettering. Pale gray, French gray, cream, light brown are all good colors to use behind the black lettering. Use the same color for the border as is used for the centre panel.

The "Automobile Accessories" is a striking design which should show up splendidly in an exhibit of auto supplies. The white letters on the black background stand out strong.

This is a simple design but very effective especially when worked up in color. While black is used with the gray border for reproduction purposes two tones of various can be used with good effect. Black with a cream outline, black with an orange outline, black and peagreen, dark or sepia brown with a cream edge, dark blue edge, dark green with a light green edge are only a few of the many combinations that

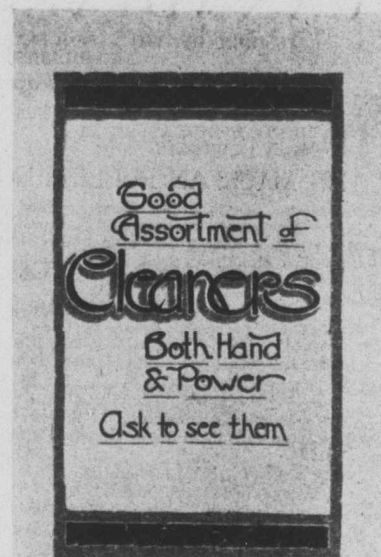


can be worked up. A variety can be made by changing the color of the lettering. While the white stands out strong any of the pale shades mentioned above for use on the outline would be very effective.

The "Cleaner" card is simple but quite effective. Three colors and shades can be used on this card. Use black for the lettering, the dark band top and bottom can be made a dark blue and the light shading used as border and shade for the word "Cleaner" can be light gray to blend with the blue. Many other combinations of colors can be used such as mentioned for use on the "Auto Accessories" card. Be careful with the layout. The border is two and one-half inches from the top and bottom of the card and two inches from the sides.

Note how the dark bands top and bottom are drawn with the rough broken edge effects and the same with the border design.

On all these cards you will notice a



tendency to show a lot of white background. This is one of the main points for a beginner to watch. Make the lettering comparatively small so that lots of the card is shown. This makes the letters stand out better than if you tried to cover the entire card's surface with them.

The Alphabet

We have published many alphabets somewhat similar to this but not quite the same. There are many letters which are formed somewhat different. For instance the first two "A's" of both the upper and lower case alphabet are different for this style of lettering. And so all the way through the two alphabets you will find little features in many letters that have not been shown previously. You will also see by comparing the finished cards with the alphabets that we have not exactly adhered to it.

(Continued on page 45)



CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

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

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

SUBSCRIPTION—Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, NOVEMBER 22, 1918 No. 47

EDITORIAL BRIEFS

YOU can buy Iron Crosses in Germany, it is reported, for one cent. But who wants to invest all that money in an Iron Cross?

* * *

HURRAH for the pumpkin pie and lots of it! Prices issued this week on canned pumpkin show a marked decline. Welcome the news, Mr. Grocer; encourage its use, make friends of the boys and girls, big and little, by suggesting pumpkin pie as a dessert. One hundred per cent. delivery and almost a 50 per cent. drop in the price. Oh, you pie!

* * *

WAS it unconscious humor that made the Canada Food Board send out a notice that despite the removal of the substitute regulation, merchants could still sell substitute flours, or was it merely that they did not see that substitute flours, as such, are as dead as Pharaoh?

LEARN TO WORK

WE ARE all learning to work. What a wonderful thing it is, too. Those of us who had some smattering knowledge of what real work was, are learning *really* to work, and the few of us who did not have the admirable habit are being pressed into the service in one way or another.

A year or two ago, a two-line 6 point "want ad" was sufficient to obtain workmen for profitable employment in most communities, but times have changed. Large spaces are being used; and in addition to the mention of high wages and attractive surroundings, those engaged in war work add the patriotic appeal without being able to obtain all the good men they need.

CANADA CAN GET AND FINANCE HER BUSINESS

AT a recent meeting in Brantford, Ont., Lloyd Harris, whose work on the Foreign Trade Commission has been in no small way responsible for the stream of orders pouring in for the Canadian manufacturer, stated emphatically that export business was to be had. That the great problem for the Canadian manufacturer was not whether or no business was available, but rather whether it could be financed. "If you can finance the business you can get it," said Mr. Harris; "but you must be prepared to finance it for some years to come."

Canada's response to the Victory Loan is an ample indication that Canada can finance any business that is presented. The overwhelming way in which the Canadian public reached and passed the great objective set is an outstanding demonstration of this fact. There will be other loans to follow in all probability, but Canada is able to take care of them. And if Mr. Harris is right, and he has been in a position to know, there should be no hindrance to the onward march of Canada's prosperity.

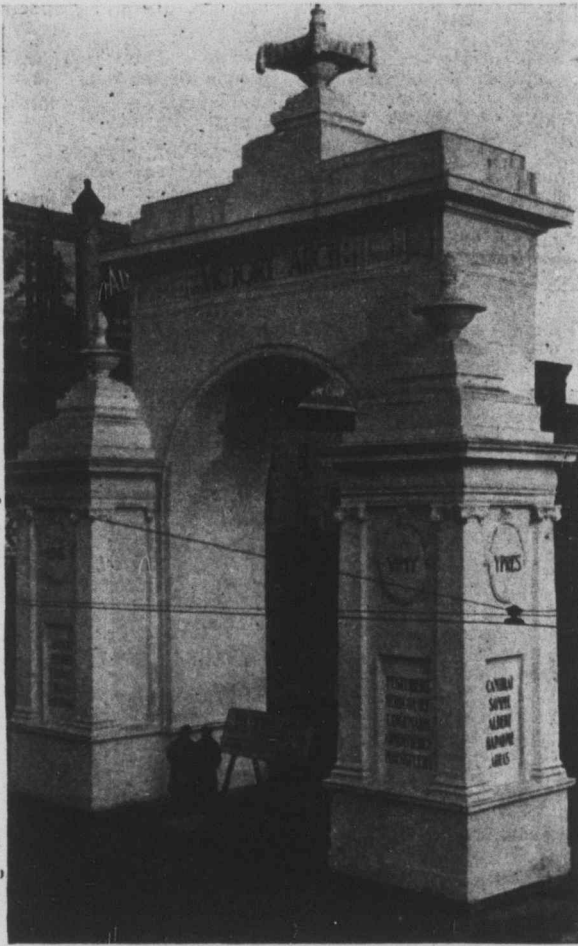
IS YOUR NAME BASCOM SMITH?

"BASCOM SMITH liked his supper promptly at fifteen minutes past six, the fifteen minutes being for thirty years his regular allotment to glance over the day's receipts of the Murratown Leading Grocery Store, lock the store after his two clerks had gone, and then walk, at a deliberate gait, the four blocks east from Main Street to his square, flat-roofed, white house."

Ida M. Evans writes the above as her opening paragraph of her story in a recent issue of the *Saturday Evening Post*.

The story is supposed to be fiction, but is it fiction that this is the procedure of many of the smaller business men? Just imagine, only fifteen minutes to "glance over the day's receipts," lock up the store and walk four blocks at a deliberate gait. In other words, about ten minutes or less devoted to one of the most important parts of the business day, seeing what had been accomplished and planning for the future. Only ten minutes spent in analyzing the problems of ten hours. Only ten minutes to check up receipts and expenses, to examine invoices and make sure that charge accounts were correct. Only ten minutes to attend to the thousand and one little things to which successful merchants devote hours of patient endeavor each week. If this picture of Bascom is correct even in any small details, it contains a lesson that should make many retailers get a whole lot closer to their business than they have been getting.

Current Events in Photograph



VICTORY ARCH

The handsome Victory Arch here shown was built by the retail merchants of St. Catherine St., Montreal, and was presented by them to the Victory Loan Committee. It was made of lath and plaster and was very imposing in its snow-white coat of dull finish. It was erected on St. Catherine St. in front of Phillips Square. At a formal function, which was largely attended, it was dedicated, and the suggestion made at the time that a marble replica of the arch be made to form a permanent memorial of the success of the Victory Loan campaign and also of the Allies' triumph in the great war was well received and may be adopted.

Last Minute Wires From Ottawa

Embargo on Tin Lifted—No Likelihood of Change in Present Sugar Situation—British Columbia Salmon Pack Controversy Settled

By Canadian Grocer Special Representative at Ottawa.

OTTAWA, Nov. 20.—The embargo on tin plate has been withdrawn and sufficient supplies will be available to meet present demands with the promise of gradually increasing supplies. This change will do away with the necessity of various movements intended to promote the curtailment of the consumption of tin.

No Change In Sugar

There is no likelihood of any immediate increase in sugar rations. Two Montreal refiners, according to the Canada Food Board, have been closed for some time owing to the shortage of raws, and there is no likelihood of any immediate change in the situation that would warrant any increase in the rations permitted.

B. C. Canning Question Settled

The trouble that has arisen between the British Columbia packers and the British Food Ministry over prices to be paid for the part of the salmon pack that was requisitioned for their use has

been finally settled, and the proportion of the pack that was requisitioned has been taken over in toto. It is not known just what the price is, but the United States Government has fixed the following prices for the portion of their pack taken over as follows: Puget Sound Sockeye, flats, \$13, talls, \$12.60; halves' flats, \$8. It is probable that the British Columbia price will be somewhere around these figures.

Licensing Probably to Continue

While it is not known that the Government is considering the matter especially, it is not unlikely that the licensing system will be continued. The Canada Food Board contends that the retailers' licensing system has resulted in much good. It has, they claim, eliminated speculation in such products as potatoes and apples for example. They claim that nothing could have been done to stimulate the fish business without the present system of licensing. They suggest that for some time to come international trade will be conducted as between countries rather than between individuals.

SUBSTITUTE FLOUR ORDER WITHDRAWN

There are now no restrictions remaining regarding the sale of substitute flours with wheat flour. Flour will still be milled according to the war grade, but the merchant is freed from the need of requiring his customers to purchase one pound of substitute with every four pounds of wheat flour.

Enquiry Department

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

BOOKS AND MATERIAL FOR SHOW CARDS

Where is it possible to obtain books dealing with show card and ticket writing, and also where can I obtain pens, brushes and inks for the same?—Frederick C. Gardiner, Portage la Prairie, Man.

Answer—Two books, "How to Make Show Cards," \$1.00, and "Modern Show Cards, Lettering and Design," \$1.00, are obtainable from the Technical Book Dept., MacLean Publishing Co. A series of articles dealing with this subject appears in **CANADIAN GROCER**. Materials may be obtained from The Art Metropole, Toronto; A. Ramsay & Son, Montreal; Reliance Ink Co., Winnipeg; F. Weber & Co., Philadelphia, Pa.

QUESTION REGARDING LICENSES

(1) Can a wholesale grocer sell to a saw mill boarding house? (2) Can the members of the firm retail to themselves with a retail license? (3) Can a saw mill boarding house get a retail license as they have only been in business for a few months? And what is the penalty for such offence? Please answer through columns of the **CANADIAN GROCER**.—M. G. McLean, Quaticum, B.C.

Answer—No. 1—No. No. 2—Not legally, but it is a situation that it would be difficult to prohibit. No. 3—They could secure license at the discretion of the Canada Food Board. Penalty, cancellation of license.

PLANS FOR HOUSE BUILDING

I intend building a residence within a short time and wish to get some information as to plans, etc. Will you kindly advise or recommend some building magazine or book on building, preferably Canadian, that would be of value along this line? I am looking for plans, suggestions, etc., and no doubt you can give me information as to where one can get started along the right path.—M. T. J. McKee, Richmond, Que.

Answer—There is a book entitled, "Building a Home," which describes everything

from selecting the site to interior decoration; its cost is \$1.50 and it can be procured from the Technical Book Department of the MacLean Publishing Co., University Ave., Toronto. There are also two magazines that deal more or less directly with this question. They are "Construction," published by the H. Gagnier Co., Toronto, price \$3.00 a year, and "The Canadian Builder and Carpenter," Commercial Press, Toronto, price \$1.00.

SELLING APPLES IN TOWN

Can a grocer take a carload of apples into town and sell them off the car to consumers without a license?—Subscriber, Cochrane, Ont.

Answer—The grocer in question will have a grocer's license, and we can see no reason why that license would not be sufficient to cover such dealing. There may be a tax imposed by the civic authorities on such trade to be considered.

ELECTRIC COFFEE MILL

Would you kindly advise me where I can purchase an electric coffee mill?—Leavitt & Chadsey, Ayer's Cliff, Que.

Answer—Computing Scale Co. of Canada, Toronto; Hotoil Manufacturing Co., Toronto; W. A. Freeman & Co., Hamilton, Ont.; Woodruff & Edwards, Elgin, Ill.

WHERE TO GET JUTE BAGS

Please advise us where we can buy a lot of second-hand jute bags for handling cargo of potatoes.—Industrial Co-operative Society, Ltd., Sydney, N.S.

Answer—E. Pullan, Maud St., Toronto; J. N. Walker & Co., Montreal; Toronto Mill Stock & Metal Co.

PROMINENT NEWSPAPERS ABROAD

Would you be kind enough to give me the names of the principal papers in Paris, France; London, England, and some places

in Scotland and Ireland? The class of readers I wish to reach are the exporters and manufacturers. —, Chapleau, Ont.

The following are the most representative papers: **Paris**—New York Herald, Matin, Daily Mail, Temps, Presse, Journal des Debats, Echo de Paris, Petit Journal, daily. **London**—Times, Daily Mail, Daily Chronicle, Westminster Gazette, Post, Telegraph, News, News and Leader, Standard, Globe. **Liverpool**—Evening Express, Daily Courier, Post and Mercury. **Leeds**—Mercury. **Manchester**—Daily Mail, Sketch, Evening News, Guardian. **Newcastle-on-Tyne**—Daily Chronicle, Daily Journal. **Sheffield**—Daily Telegraph, Evening Telegraph and Star. **Scotland—Edinburgh**—Evening Despatch, Evening News, Scotsman; **Glasgow**—Record and Mail; Times, Evening Citizen, News, Herald; **Aberdeen**—Daily Free Press, Journal, Evening Express, Evening Gazette; **Dundee**—Evening Post and Telegraph. **Ireland—Dublin**—Irish Times, Irish Daily Independent, Daily Express; **Cork**—Constitution, Daily Free Press, Examiner; **Belfast**—Evening Telegraph News Letter, Northern Whig; **Waterford**—Evening News.

BARLEY, SPLIT PEAS, GRITS

Will you please give us names and addresses of any Ontario millers manufacturing buckwheat grits, split peas, and pearl barley?—Consolidated Purchasing Co., Winnipeg.

Answer—For pearl barley would refer you to Western Canada Flour Mills Co., Winnipeg; White Swan Spices & Cereals, Toronto; Canadian Cereal & Flour Milling Co., Toronto; Morrow & Co., Toronto. For split peas would refer you to Duncaz, Haston & Co., Owen Sound, Ont.; Canadian Cereal & Flour Milling Co., Toronto; Morrow & Co., Toronto. For buckwheat grits would refer you to Morrow & Co., Toronto.

ADVERTISING

Advertising is the education of the public as to who you are, where you are, and what you have to offer in the way of skill, talent or commodity. The only man who should not advertise is he who has nothing to offer the world in the way of commodity or service.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191...

Please give me information on the following:

Name

Address

CURRENT NEWS OF THE WEEK

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

Maritime

Hazen J. Burton, of H. J. Burton & Co., St. Andrews, N.B., died at the residence of his mother, Mrs. Thomas Burton, recently of an attack of influenza complicated by pleuro-pneumonia. He was born in St. Andrews on April 1, 1886, and was educated in the public schools of the town. He joined his father in the grocery business, to which he finally succeeded. Mr. Burton's wife pre-deceased him by less than a month, and the anxiety and sorrow of this bereavement undoubtedly made him less able to fight the malady that caused his death.

Quebec

J. A. Beaudoin, Chaudiere Curve, has sold his assets.

R. Dennis & Co., grocers, Montreal, have dissolved partnership.

J. Perron, general store, St. Adelphe de Champlain, has sold his assets.

J. U. Dalbec, of Cote & Dalbec, wholesale apple handlers, Montreal, is dead.

J. Masse & Fils, general store, Roxton Falls, has sold to Wilfred Despart.

H. D. Marshall, of Ottawa, visited his Montreal office last week.

Mrs. Joseph Goora, grocer, has been registered under the name Epicerie de Choix.

J. S. Myers of the Peerless Cereal Mills, Ltd., Woodstock, visited Montreal last week.

S. Grandmaison, connected with H. D. Marshall at Ottawa, was in Montreal this week.

Neipha Beauchamp of N. & N. Beauchamp, general merchants, St. Rose de Lima, is dead.

Mrs. Ernest Bastein, Montreal, has registered in a grocery business under the firm name E. Bastien & Co.

S. T. Nishimura, of the Meiji Trading Co., and with headquarters at Shidzuoka, Japan, was in Montreal this week and met some of his old business friends.

Freeman & Sheely, wholesale grocery brokers, Montreal, have dissolved partnership. Joseph Lloyd Freeman of that firm has registered as a wholesale grocery broker under the firm name, J. L. Freeman & Co.

Ontario

Albert Dakins, general storekeeper, Poole, is dead.

Levi G. Wildfang, general storekeeper, Moorefield, is dead.

Don Cameron, butcher, Carleton Place, has sold his assets.

John Jury, of Jury & Amy, general merchants, Elmira, is dead.

Thomas Percy, grocer, Smiths Falls, has been succeeded by R. H. Percy.

R. C. Pattie, general store, Riceville, has been succeeded by Metcalfe & Scott.



Corporal J. V. Good, M.M., was killed in action on his 31st birthday. Cpl. Good is the son of Mrs. Mary Good, 165 Poplar avenue, Saskatoon. Cpl. Good enlisted with the 65th Battalion in 1915 and has served as a battalion runner since. He was wounded on August 25th of last year, but was able to return to the trenches in December of that year. Was slightly wounded about 3 weeks ago. Cpl. Good won the Military Medal when he was recommended for carrying messages on the Somme and Vimy Ridge under shell fire, and on the attack at the outskirts of Lens. Previous to enlisting Cpl. Good was employed in C. T. Woodside's grocery, Saskatoon. He was born in Brussels, Ont., and lived in Saskatoon 10 years.

Walter Pilkington, grocer and baker, Hamilton, has sold to Horace Clark.

C. F. McArthur, Ltd. have discontinued their store at Kenmore, and now do business at Russell only.

The Baden Creamery Co. has been incorporated with a capitalization of \$40,000. The head office will be in Kitchener.

James Swinn has purchased a grocery store in Sandwich, and has moved to that city. Up to a short time ago Mr. Swinn was employed in the C. W. Henderson Co.'s store, Kingsville, having charge of the grocery department.

A company to be known as the Bloomfield Milling Co-operative Co., Ltd., has been incorporated in the Province of Ontario, with a capital of \$20,000, to do a general milling business. The head office will be at Bloomfield.

Thos. Jordan, who conducts a grocery business in the West, is spending sometime in Durham, where his wife who was east on a visit had contracted influenza. Mr. Jordan formerly conducted a restaurant and grocery in Durham in partnership with Jos. Burnett, under the firm name of Jordan & Burnett. He later was engaged in business at Holstein.

Lester Arnold Taggart, a prominent Smiths Falls merchant, died after an illness of ten days, of pneumonia. The late Mr. Taggart was a son of the late E. D. Taggart, Smiths Falls, and was born in Westport forty years ago. When the late John Anderson died, he bought

out his grocery business and has for the past five years conducted this business on Main street.

Roy Taylor, Walkerville, has sold out to Hicks & Craig.

James Keith, for upward of forty years secretary of the Lindsay Central Fair and a leading grain merchant in Lindsay for years, passed away this morning.

Roy Murray and W. F. Carey, who went overseas with the 28th Battalion and have returned home after a lengthy service at the front, have purchased the business formerly known as Murrays, at Weyburn, Sask., and will conduct it under the firm name of "Veteran." At present Mr. Carey is ill in hospital at Fort William, Ont., but he is expected to reach the city shortly and in the meanwhile the business is being looked after by Mr. Murray, assisted by J. S. Hamilton.

Western

W. J. Gillander, butcher, Edmonton, is dead.

R. Jourdin, butcher, Aylesbury, Sask., has sold out.

Shpaik Bros., Regina, Sask., have sold out.

E. Vargo, butcher, Sangudo, Alta., has sold out.

Jacob Moses, Winnipeg, has been succeeded by Harry Green.

H. Basil of J. Basil & Son, butchers, Winnipeg, is dead.

Rockfort Bros., general store, Walkerville, Alta., has sold out.

H. C. Leggo, general store, Bethune and Keddestone, Sask., has sold out.

J. W. Miller, general store, Brookdale, Man., has sold to Chas. Leader.

A. Berggrin, general store, Meninsino, Man., has sold to H. E. Carlson.

Parker & Robinson, butchers, Wetaskiwin, Alta., have dissolved partnership.

S. J. Staples & Son, Carman, Man., has been succeeded by J. D. McGowan.

R. W. Dally, general store, Fallis, Alta., has been succeeded by W. Hayes.

John Giles, general store, High Bluffs, Man., has been succeeded by L. D. Phinney.

G. W. Scorch & Son, general store, Kisbey, Sask., are discontinuing business.

W. G. Murphy, of W. G. Murphy & Co., general merchants, Carberry, Man., is dead.

Jno. Kinasevitch has opened a grocery and confectionery business in Innisfree, Alta.

J. D. Munro, general store, Tugaske, Sask., has been sold to Stewart & Wright.

Chas. J. Emm, general store, Lewvan, Sask., has been succeeded by Epstein & Robinovitch.

SOLICITOR OF MANITOBA BOARD OF R. M. A. DIES

R. B. Kilbourne, LL.B., solicitor for Manitoba Provincial Board of Retail Merchants' Association of Canada, Inc., died on Tuesday morning, Nov. 12th, at St. Boniface Hospital. Mr. Kilbourne was sick for two weeks with influenza. He has been a resident of Winnipeg for eight years, where he was a student in the office of Aikins, Loftus & Aikins. He has practised Law for himself at 1,102 McArthur Building for about four years. Prior to coming to Winnipeg he taught school at Ninga, Hartney, Bois-sevain and Deloraine. Mr. Kilbourne leaves a mother, three brothers and a sister. The mother and brothers live at Lambeth, Ont., and his sister at Komoka, Ont.

HEAD OF COCOA FIRM DIES

Francis James Fry, for many years chairman of the house of J. S. Fry & Sons, Limited, of Bristol, England, passed away on November 15th in his eighty-fourth year. For nearly seventy years the late Mr. Fry has been prominently associated with the above house, and he has had no small part in its development. He was a man with a world vision and the ability to make that vision an actuality. His death will be a very real loss to the firm, with which he has been for so long associated, and to the commercial interests of the nation.

TRAVELLER SUCCUMBS TO FLU

Chas. Mountjoy, who represented the H. J. Heinz Company, died early this week at Winnipeg. He is well known among the trade, and the news of his untimely death will come as a shock to his many friends.

Prior to going on the road he was in newspaper work, having been a reporter on the London "Advertiser." His home is in London, Ont.

TORONTO GROCERS MEET

A meeting of the grocers' section of the Toronto branch of the Retail Merchants' Association was held in the Association rooms on Monday evening with the president of the section, R. Dowson, in the chair. Mr. Brayley presented a report on the progress of the campaign to get signatures for an early closing petition, and a very spirited discussion arose. It was finally announced that the majority of the work had been accomplished, and that within the course of a couple of weeks the petition would probably be ready to present to the city council.

There was some discussion of the City Health Officer's order requiring the covering of cakes and pastry and other food products, over which there was some difference of opinion. There was also a spirited discussion on the question

of substitutes, and how the grocer had suffered from the many changes in the regulation.

"TED" TINCKNELL PASSES AWAY

It was a shock to everyone who knew him to hear that Frederick (Ted) Tincknell, Paris, Ont., had passed away. He was at work in the store Saturday though suffering distressingly from the prevalent influenza. Sunday at an early hour he developed serious symptoms and his heart collapsed under the strain Monday at dawn. "Ted" was the youngest son of the late John Tincknell, was born in Paris and on leaving school engaged



The Late Frederick Tincknell

as a grocery clerk with Henry Rehder where he served nine years. Three years ago he formed a partnership with Mr. Woods, and opened business in the Review block. Never physically strong Mr. Tincknell attempted too much when the help shortage was acute and thus became a readier subject for the epidemic. Always good humored and good natured "Ted" Tincknell was a citizen of cheer, an honorable business man who will be missed and mourned by a wider circle than ordinary.

His death was a distinct shock to the grocery trade. Every traveller on the road knew Ted, who was the buyer of Woods and Tincknell. Whether you got an order or not he was always a good fellow and thoroughly understood his business. The fact that these two boys built the business from nothing up to \$65,000 a year in little over three years bears witness to their popularity amongst the citizens of Paris. No one will feel Mr. Tincknell's death more than Mr. Woods, his partner, as they were inseparable, sharing everything and bearing all burdens equally. The "GROCER" can only extend its heartfelt sympathy to Mr. Woods and the remaining relatives of Mr. Tincknell.

NEWFOUNDLAND LICENSES HERRING PACKERS

(Consul James S. Benedict, St. John's, Oct. 12.)

By an order of the Herring Fisheries Board, dated October 5, every packer of herring in Newfoundland using the Norwegian method is required to take out an annual license and to brand each package of his product with his license number. The order, which also provides for the official inspection of the pack, reads as follows:

1. No person shall engage in the business of curing and packing herrings under the Norwegian method at any place in the Island of Newfoundland without having previously taken out an annual license, which shall be numbered and issued before engaging therein. And the owner or manager of every plant shall cause to be branded upon the head of every barrel or half barrel the number corresponding to the number of the license of said curer or packer. For this purpose he shall obtain through the Herring Fisheries Board a suitable branding iron, the cost of the same to be fixed by said board and defrayed by the licensee. No branding irons other than those obtained from the Herring Fisheries Board shall be used. Any person or persons in the Colony selling, purchasing, or exporting or being in any way a party to any transaction in the nature of a sale, purchase, or export of any package containing any herrings put up under the Norwegian method without such brand as above described shall be deemed guilty of an offence against these rules and regulations.

2. All herrings cured and packed under such license shall be inspected and branded by an authorized inspector and the certificate of inspection produced by the shipper to customs officer when applying for export entries, and an inspection fee of 10 cents per barrel and 5 cents per half barrel shall be paid to said officer and by him remitted to the Herring Fisheries Board at St. John's.

Letters to the Editor

A PERTINENT QUESTION

"We noticed in a newspaper today that we were no longer required to sell any substitutes with flour. Is this correct?"

We read in your magazine where oatmeal and cornmeal flour had been included in the substitute list.

Will you please advise us?

If it be no longer necessary to sell substitutes it is quite probable that we will be unable to dispose of our substitute flours. Must we allow these products to spoil or has the Food Board made any arrangements to relieve the merchant of them?—F. H. Ferris, Harrow, Ont."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

MARKETS AT A GLANCE

RAISINS spell relief to more than one in the grocery trade to-day, and the reason is not far to seek. The embargo against the export of these has been lifted by the United States Food Administration, and Canada stands a chance of receiving a few new crop raisins for the Christmas trade. It is intimated that other dried fruits, such as prunes, apricots and peaches, are also removed from the embargo list, but few if any of these are expected, owing to heavy Government orders which have largely absorbed the small production.

The removal of restrictions on the use of wheat flour by eliminating the necessity of using substitute flours has caught millers, wholesalers and retailers with heavy stocks of substitutes. Indications are that the Canada Food Board has made arrangements for disposition of these, but details have not yet been worked out. It seems possible that millers will be asked to take back unbroken packages of substitutes from retailers to be assembled with millers' stock for shipment to any point the Food Board may direct. This would seem to be a solution of a situation which might well result in a serious waste otherwise. Details as to how Food Board will deal with question will be eagerly awaited.

Sugar prices have been revised in line with price set on new crop raws, granulated being up from 45 to 55c per 100 pounds. Refiners are absorbing part of the additional cost, raws being up about 90c.

MONTREAL—Several advances have been made in staple lines this week, among them refined sugar and coffee, the latter making a further advance in addition to that of two weeks ago.

Flour is one line showing a decrease in price, this being 15c per barrel on standard war flours.

The Government's lifting of the clause regarding substitutes to be sold with flour, when ordered, has been one of the outstanding surprises of the week, and many hope that a way will be found of relieving the holders of the stocks of substitutes which they have already taken delivery of.

Potatoes are easier. Tomatoes of the hot-house variety are higher in price. Lemons and oranges are easier, too. Indications are that prices will advance rather than decline.

TORONTO—Higher prices on condensed milk and evaporated milk have been named to the trade this week. Condensed coffee and cocoa have also followed the upward trend, and new quotations are now in effect.

New prices are out on canned pumpkin, and these show a marked decline from opening figures of last year. This will be welcome news to the trade, and the advice that 100 per cent. delivery will be made is also gratifying. Canned pears are also being quoted, prices being slightly higher than those in effect last season.

Some shipments of raisins seem possible for the Christmas trade, the embargo on the export of these from the United States having been lifted. Opinions vary as to whether stocks on hand will carry trade through to the end of the year, some indicating that supplies on hand are sufficient, whereas others are just as positive that a scarcity will be in evidence. At any rate the outlook for the coming year is brighter by reason of the removal of the embargo.

Cereals are ruling with a firm undertone. Both oats and corn are showing steady advances in view of probable heavy export demand, and this will have a tendency to increase price of cereals to the trade. No change for the week has yet been made.

Wheat flour has declined 15c per barrel, and declines in some of the substitute flours have also been made in some quarters, wholesalers making lower prices, evidently wishing to clean up on stocks on hand in view of removal of restrictions on use of wheat flour.

WINNIPEG—The situation in coffee, to say the least, is unique. The lower prices the trade hoped for after the cessation of hostilities have failed to materialize. Instead of lower prices, some lines of coffees have doubled in price within the last few months. Santos coffees have doubled in price, and Rios are up fully 50 per cent. and all other grades from 25 to 50 per cent., and even at these unusual prices some importers complain that it is impossible to keep up their stocks.

The situation in Brazil is remarkable from the fact that it is claimed they have at the present time about two and one-half crops on hand, which is being looked after by the Brazilian Government. There is apparently nothing in the situation at the present time which will bring about lower prices; in fact, higher prices are generally looked for.

Trade in fruits has been fair all week. Wholesalers are hampered at the present time by being from 15 to 20 days away from the buying market, and it is hard to get supplies of lemons, oranges and grape fruits, which are in big demand. There is a shortage at the present time in these lines.

QUEBEC MARKETS

MONTREAL, Nov. 20.—There is somewhat of a waiting attitude here. General commodities have advanced, indicating that there is no immediate likelihood of declines being arranged. There is really quite a firm undertone in a general sense.

Sugar Advances; Supplies Scarce

Montreal. **SUGAR.**—Refined sugar scored an advance of 55c to 95c per 100 pounds on Monday last. This is the result of the new basis agreed upon for the new Cuban crop of raws, and the quotations are made at \$9.95 to \$10.05 as listed below. There is little new in the general situation, and refiners state that they can add little to what is already known regarding the immediate future of this important commodity. As stated last week, it is possible to refine sugar only on a restricted basis, and the run from month to month is prescribed within about 50 per cent. of the capacity of various plants. No immediate improvement is anticipated in the general delivery situation.

	100 lbs.
Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 50
Special icing, barrels	9 30-9 40
Icing (25-lb. boxes)	9 60-9 80
Icing (50-lb. boxes)	9 50-9 60
Diamond icing	9 10
Yellow, No. 1	8 90-9 20
Yellow, No. 2 (Golden)	8 70-9 00
Yellow, No. 3	8 60-8 90
Powdered, barrels	9 20-9 30
Paris lumps, barrels	9 85-10 20
Paris lumps (50-lb. boxes)	9 65
Paris lumps (25-lb. boxes)	9 85
Crystal diamonds, barrels	10 25
Crystal diamonds (boxes 100 lbs.)	10 50
Cut loaf (50-lb. boxes)	10 50-10 60
Cut loaf (25-lb. boxes)	10 70-10 80

Canned Goods Steady; Movement Easy

Montreal. **CANNED GOODS.**—Prices have continued to rule without immediate change, but with any large requirements in sight, jobbers are inclined to meet the request with favorable prices. Corn, of course, is firm, but tomatoes have been distributed on the basis of the lower quotations already outlined in these pages. There is not a great deal of immediate business passing, and some do not look for a big stir at present. Stocks are ample.

Salmon Sockeye—	
“Clover Leaf,” ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½s, flat	1 20
Pinks, 1-lb. talls	2 60
Cohoes, 1-lb. talls	4 35
Red Springs, 1-lb. talls	4 60
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspé, Niobe Brand (case of 4 doz.), per doz.	2 25
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¼s)	22 00

Lobsters, ½-lb. tins, doz.	3 60	3 65
Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Tomatoes, 1s	0 95	
Tomatoes, 3s	1 95	2 02½
Tomatoes, U.S. pack, 2s	1 40	1 50
Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 36	
Do., fancy, 20 oz.	1 57½	1 57½
Peas, Moigean, extra fine	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack	2 00	
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s)	4 00	
Rhubarb, 2½s	2 60	
Blueberries, 2s, doz.	1 85	
Blueberries, gallons	7 00	
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	
Pumpkins (gallon), doz.	6 00	
Potatoes, Can. Sweet, 2½-lb. tins	2 10	
Potatoes, Cal. Sweet, 2-lb. tins	2 75	
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup)	2 40	2 80
Peaches, standard grade, 2½ lb.	3 60	
Peaches, gallon pie (peeled)	7 60	7 75
Pears, No. 2	2 75	
Pears, gallon (pie peeled)	7 00	
Pineapples, 1½s	2 25	
Pineapples, 2s	3 10	3 50
Pineapples (grated), 2s	2 90	
Greengage plums (light syrup), No. 2	2 25	
Lombard plums (heavy syrup), 2s	1 70	2 05

Cane Syrup Higher; Molasses Freer

Montreal. **MOLASSES AND SYRUPS.**—An advance in the price of cane syrup has been effected this week, following the higher basis for refined sugar. Fifty cents has been added all around to the various quotations made by the makers, and these will be found below.

Molasses is steady and firm, with fancy grades selling as high as \$1.18 per imperial gallon. There is some improvement in supplies, one jobber stated, and distribution is better than it was.

Corn Syrup—	
Barrels, about 700 lbs.	0 07¼
Half bbls.	0 07½
Kegs	0 07¾
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, ½ doz. in case, case	5 10
20-lb. tins, ¼ doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38½-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60
20-lb. tins, ¼ doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses—	Island of Montreal
Puncheons	1 13
Barreles	1 16
Half barreles	1 18
For outside territories price range about 2c lower.	

Plenty of Rice; Tapioca Firm

Montreal. **RICE.**—Prices are held without change. There is enough supply here to take care of the trade in prompt order and the outlook indicates a maintenance of supplies for this season. Tapioca is steady and decidedly firm, with some asking up to 18c per lb. for their stocks.

Ice Drips—Japan	11 25
Carolina	12 50
Siam, No. 2	15 00
Siam (fancy)	9 50
Rangoon “B”	10 25
Rangoon CC	9 50
Mandarin	9 25
Tapioca, per lb. (seed)	10 25
Tapioca (Pearl)	0 14½
	0 18

No Cheap Nuts; Freights May Ease

Montreal. **NUTS.**—Jobbers are inclined to ask more for nuts, but there are no actual advances this week, excepting a firming of tendencies for roasted peanuts. Supplies are quite fair of some lines, while other imported varieties are getting shorter. In view of the news received last week, there may be a tendency to an easing of freight rates for ocean borne supplies, but there is little suggestion that this will in any way affect the local markets for some weeks, probably not for months.

Almonds (Tara), per lb.	0 27	0 30
Almonds (shelled)	0 27	0 35
Almonds (Jordan)	0 20	0 70
Brazil nuts (new)	0 20	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 24
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Bon Tons	0 25	
Jumbo	0 25	0 28
Champion	0 22	
Fancys, per lb.	0 24	0 25
Extras, per lb.	0 19	0 20
Shelled, No. 1 Spanish	0 18½	0 19
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 85	0 95
Walnuts (Spanish)	0 30	0 33

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

Raisins Can Come; Mixed Peels Here

Montreal. **DRIED FRUITS.**—With the embargo lifted from raisins, the trade is much pleased with the prospect of getting needed supplies forward. The only regret is that these will not be likely to arrive for some time. A new line of mixed peels, in boxes, has been received by a big jobber, and this is selling at \$4.10 per dozen in one pound cartons.

Apricots—	
Choice	0 26
Slabs	0 24½
Fancy	0 30
Apples (evaporated)	0 16½
Do., fancy	0 20

Peaches (fancy)	0 21	0 23
Faced	0 19	0 19
Choice	0 20	0 21
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	0 46
Lemon	0 40	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 46	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 10
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00.		
Muscatels, loose, 2-crown	0 14	0 14
Muscatels, loose, 3-crown, lb.	0 15	0 15
Cal. seedless, 15 oz.	0 15½	0 17
Cal. seedless, loose	0 14½	0 16½
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	0 11½
Sultanas (bleached) 50-lb. boxes ..	0 16½	0 20
Currants, old	0 24	0 29
Cartons	0 32	0 32
80 lb. Ainslia	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Dates, Excelsior, per case (36-10s) ..	7 00	7 00
Do., Dromedary (36-10oz.)	8 00	8 00
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (new), 100 to case	11 00	11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	1 75
Pkgs. 10 oz. (12 pkgs.)	1 45	1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	0 13	0 13
Prunes—		
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s	0 14½	0 14½
90-100s	0 13	0 14
20-30s	0 25	0 25
30-40s	0 20	0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 17
80-90s	0 14	0 16
90-100s	0 13	0 15
Oregon, 30-40s	0 16½	0 16½
40-50s	0 15½	0 15½
50-60s	0 12½	0 12½

Lower Bean Prices; Peas Down, Too

BEANS, PEAS.—Lower prices for beans obtain here, and good grade Canadian are selling at \$7 per bushel. There is a general tendency to lower levels also on other grades.

Whole and split peas are also lower in price, the stocks being good and trade none too heavy. There is little probability of prices stiffening, unless indeed stocks here may be requisitioned for overseas use.

Beans—		
Canadian, hand-picked, bush.	7 00	7 50
British Columbia	7 75	8 00
Brown Beans	7 00	7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	8 00
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	8 00	8 50
Barley (pot), per bag 98 lbs.	6 50	6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Every Indication of Higher Teas

TEAS.—Higher prices seem likely for teas, of the better grade at least. There is very little tea in Japan for export account, a large importer told CAN-

ADIAN GROCER this week, and with consumption at home increasing, this will mean less supply for the Canadian trade.

At the present time a great deal of tea is being shipped from the United States to Europe and restrictions have been placed against imports, it is understood, of Javas, into the North American continent. Trading is not over-brisk, but some round lots have changed hands of late, indicating that supplies have moved out of the importers' hands.

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

One Cent Advance For Various Coffees

COFFEE.—One cent per pound has been added to the coffee list right through. This, the importers and roasters say, is not even a true indication of the enhanced values to them, for in some cases they have been selling here at prices under those obtaining in Brazil. There is hope that the market will be broken in time. The United States has a 60 day supply in hand, it is understood, and with more coffee in the far south than can be absorbed for many months, there is some suggestion that prices will again reach the values that ought to prevail. This is an expressed opinion of one of the largest Montreal coffee houses.

Coffee, Roasted—		
Bogotas, lb.	0 33	0 36
Jamaica, lb.	0 27	0 31
Java, lb.	0 40	0 43
Maracaibo, lb.	0 29½	0 32
Mocha, grades	0 35	0 39
Mexican, lb.	0 28	0 31
Rio, lb.	0 27	0 29
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 30	0 33
Cocoa—		
Bulk cocoa (sweet)	0 25	0 30

Honey Sales Good; Supplies Fair

HONEY, MAPLE PRODUCTS.—There is a firm but unchanged undertone to the honey market. With a fair supply, the trade is taken care of very well, and hail honey figures largely in the sales to some territory.

Maple syrup and sugar are still scarce and will be selling on a firm basis for the balance of the season.

Maple Syrup—		
10-lb. cans, 6 in case, per case.	\$15 10	
5-lb. cans, 12 in case, per case.	17 10	
2½-lb. cans, 24 in case, per case.	18 50	
Maple Sugar (nominal)	0 30	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 25	0 28
Honey—Buckwheat, tins or bbls.	0 23	

Spices Rule Steady; A Fair Trade

Montreal.—**SPICES.**—A routine amount of business continues to be done, but there is somewhat of a waiting attitude. Prices are steady, but without any change whatever in this market.

Allspice	5 and 10-lb. boxes	0 20	0 22
Cassia (pure)	0 35	0 37	
Cloves	0 75	0 77	
Cream of tartar	0 95	1 00	
Ginger	0 30	0 40	
Ginger (Cochin or Jamaica)	0 30	0 30	
Mace	0 80	1 00	
Mixed spice	0 30	0 32	
Nutmegs	0 45	0 50	
Pepper, black	0 42	0 45	
Pepper, white	0 48	0 50	
Pepper (Cayenne)	0 35	0 37	
Pickling spice	0 25	0 27	
Paprika	0 65	0 70	
Turmeric	0 23	0 30	
Tartaric acid, per lb. (crystals or powdered)	1 30		
Cardamon seed, per lb., bulk.	2 00		
Carraway, Dutch, nominal	0 80	0 90	
Cinnamon, China, lb.	0 30	0 30	
Cinnamon, per lb.	0 35	0 35	
Mustard seed, bulk.	0 35	0 40	
Celery seed, bulk (nominal)	0 85	0 90	
Shredded cocconut, in pails.	0 21	0 23	
Pimento, whole	0 20	0 22	

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Potatoes Now \$1.90; Cabbage, Barrel, \$1.50

Montreal.—**VEGETABLES.**—Lower prices have been named for potatoes and the Green Mountains are selling this week at \$1.90 and Quebec varieties at \$1.60 to \$1.75. It is stated that this may be the basis of values for the immediate present and near future, although there is little tendency to stock up. The crop has been a good one and with prices in the States somewhat higher, producers say they do not look for further declines in this market.

Montreal cabbage is down to \$1.50 per barrel, leeks are \$2.50 per dozen bunches, hothouse tomatoes have risen to 35c per lb., while onions have a little spread this week. Trade is very good.

Beans, new string (American)	3 00	3 50
basket	0 75	1 00
Beets, new, bag	2 00	2 50
Cauliflower (Montreal), doz.	0 50	1 00
Cabbage (Montreal), doz.	1 50	1 50
Cabbage, bbl.	0 85	1 00
Carrots, bag	6 00	6 50
Celery (Montreal), doz.	12 00	13 00
Do., crates (6-7 doz.)	0 75	0 75
Cranberries, bbl.	1 00	1 00
Cranberries, gallon	0 15	0 15
Brussels Sprouts (doz.)	2 50	2 50
Brussels Sprouts, quarts	0 20	0 20
Cucumbers, Boston (doz.)	0 40	0 50
Horseradish, lb.	2 25	2 25
Lettuce, curly (doz.)	2 50	2 50
Lettuce, Boston, box	0 20	0 20
Leeks	0 90	0 90
Mint	1 50	2 00
Mushrooms, lb.	1 50	2 00
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	2 00
No. 1 Red (75 lbs.), crate	0 50	0 50
Oyster Plant	1 50	1 50
Parsnips, new, bag	0 20	0 20
Parsley (Canadian)	1 60	1 75
Potatoes, Montreal new (90-lb. bag)	1 90	1 90
Potatoes (New Brunswick), bag.	2 75	3 00
Potatoes (sweet), hamper	0 50	0 50
Pumpkins (doz.)	1 00	1 00
Pumkin	3 00	3 00
Spinach, box	1 00	1 25
Squash (Huber), doz.	1 00	1 25
Turnips, new, per bag	0 35	0 35
Tomatoes (hothouse), lb.		

Vegetable Marrow (doz.)	1 00
Watercress (Can.)	0 40

*Oranges, Lemons Easier;
Apples Steady*

Montreal.

FRUITS.—An easier feeling developed in oranges and supplies are freer, with Porto Ricos selling at \$5.25 and Valencia Lates at \$12-\$13 per box. Lemons are also lower, \$6.50 to \$9.50 per box being asked, according to variety. Apples are now moving actively on a steady basis, the better grades holding firm, some of them as high as \$8 per barrel.

A wider variety of late grapes enables a selection to be made, and in a general way trade has been seasonal.

Apples—		
No. 1 Alexanders, bbl.	5 50	6 00
No. 2 Alexanders, bbl.	5 00	5 00
Baldwins	6 00	6 00
Blenheims	4 50	5 00
Wealthy (in bbls.), No. 1	7 00	7 00
Do., No. 2	5 50	5 50
Greenings	6 50	6 50
McIntosh Reds (best)	8 00	8 00
Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Do., No. 2	6 50	6 50
Spys	7 00	7 00
Russets	6 00	6 00
Kings, No. 1	6 00	6 00
Do., No. 2	5 50	5 50
Wagners	5 50	6 00
Bananas (fancy large), bunch.	4 50	5 50
Grapes (California fancy), 4 bask.	5 00	5 00
Grapes—		
Spanish	8 00	8 00
Tokays	3 00	4 75
Malagas	2 50	2 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Jamaica)	4 50	4 75
80, 96, 112	6 50	9 50
Lemons (fancy new Messina)	12 00	13 00
Oranges, Valencia lates	5 25	5 25
Oranges, Porto Rico	4 00	4 00
Pears, Cal., eating, small box.	5 50	5 50
Pears, California (110 size)	1 25	1 25
Pears, basket (11-qt.)		

*Rolled Oats May
Rule Higher*

Montreal.

CEREALS.—It is expected that rolled oats and oatmeal may rule higher, the tendencies pointing to advances being made soon. With the restrictions removed regarding substitutes, there has been a sharp firming of rolled oats and oat products in general. Some uneasiness is expressed regarding the abandonment of the Food Board's order regarding the use of substitutes, for many have stocked up with a big supply, anticipating that the order would stand for some time to come. It is suggested, on the other hand, that the Government may relieve holders of these materials in view of the need for such products in Europe. Cornmeal has been ruling steady and firm, and may go higher.

Self-raising flour—		
8-lb. pkgs., doz.	2 90	2 90
6-lb. pkgs., doz.	5 70	5 70
Cornmeal, Buckeye	6 00	6 25
Cornmeal, Gold Dust	6 00	6 40
Barley, pearl	6 25	7 30
Barley, pot, 98 lbs.	4 75	5 30
Barley (roasted)	7 50	7 50
Barley flour, 98 lbs.	5 25	4 75
Buckwheat flour, 98 lbs.	8 50	9 50
Cornflour, white (2 bags)	10 20	10 20
Do., bags	6 75	6 75
Cornflour (standard), (2 bags) ..	9 20	9 20
Do., bags	5 00	5 50
Rice flour	8 75	9 00
Oat flour (2 bags)	12 10	12 10
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 50	8 00
Graham flour	5 80	6 25
Oatmeal (standard-granulated and fine)	5 65	6 50

Oatmeal (packages) fine cut.	5 70	5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags	4 95	5 15
Rolled oats (family pack.)		
case	5 50	5 60
Rolled oats (small size), case.	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	6 50	7 00
Do. (American), 98 lbs.	6 85	6 85
Tapioca flour, lb.	0 15	0 16

*Standard Flour Down
15c Per Barrel*

Montreal.

FLOUR AND FEEDS.—A decline of 15c per barrel has been made in the price of standard flour, making the price now for war grade standards \$11.25 on track, for mixed lots. The usual differentials apply and new prices are given below. Feeds are very active, with bran scarce and ruling firm.

War Standard, Graham and Whole Wheat Flours—	
Mixed car lots on track	11 25
Straight car lots on track (minimum 50,000 lbs. on track)	

ONTARIO MARKETS

TORONTO, Nov. 20.—Higher prices have been named on sugar this week, refiners now charging on the new basis of cost for new crop raws. Advances have also been made in condensed and evaporated milk, condensed coffee and cocoa. A higher level of quotations has been reached on egg crates and clothes pins. Business generally shows some slight improvement.

*Sugar Goes
Higher; Supplies Light*

Toronto.

SUGAR.—Refiners are now operating on the new basis of costs which they will have to pay for raws. This has resulted in an advance to the trade of 45 to 55 cents per 100 pounds. It is indicated that raws have gone up 90 cents per long ton, and it will be seen that the difference allowed for refined is not so great, refiners absorbing some of the difference. Supplies generally do not show any improvement, stocks in wholesalers hands being small, if any at all is available. Inquiries made among refiners indicate that they are taking care of all the business they can possibly handle on the present allotment of raws coming along. The prices on the different lines of extra granulated are: Atlantic, \$10.36 per 100 pounds; St. Lawrence, \$10.31; Canada Sugar, \$10.26; Acadia, \$10.36; and Dominion sugar, \$10.31. There is a bigger distribution of beet sugar at the present time and it is intimated contracts are being pretty well looked after just at present.

Atlantic, extra granulated	10 36
St. Lawrence, extra granulated	10 31
Acadia Sugar Refinery, extra granulated.	10 36
Can. Sugar Refinery, extra granulated.	10 26
Dom. Sugar Refinery, extra granulated.	10 31
Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. gunnies, 60c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100	

(to bakers)	11 15
Add 10c for delivery for car lots.	
Add 20c for delivery for small lots.	
Bran, per ton, car lots on track	37 25
Shorts, car lots on track	42 25
Crushed oats	61 00
Barley meal	58 00
Barley chop	58 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	62 00
F.O.B. Ft. William	60 00
Feed oats, per bushel	1 05
Shorts and bran delivered in Montreal \$1.00 per ton extra.	

*Shrimps Go Higher;
Dry Peas, Pickles*

Montreal.

VARIOUS LINES.—Advances are made in one quarter for tinned shrimps, the price for one pound tins advancing from \$2.25 to \$2.60 per dozen. An English-made line of pickles, chows, capers and curry powder has come to hand also, in limited quantities. Some dry green peas are also offered at 10-11c per pound.

lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

*Egg Crates Go Higher;
Clothes Pins Too*

Toronto.

EGG CRATES, CLOTHES PINS.—An advance in the Humpty Dumpty egg crates has been made, and these are now selling to the trade at \$6.00 per dozen. Clothes pins have also suffered an advance in price, quotations now being made at \$1.45 per case. Other lines which have gone to higher levels during the week include Zebra Stove Paste, small, at 55 cents per dozen. White Swan Pancake Flour is selling to the trade at \$1.50 per dozen packages.

*Condensed Milk,
Coffee, Cocoa All Up*

Toronto.

CONDENSED MILK, CONDENSED COFFEE.—A further advance has been made in the price of condensed milk. New prices issued on the different brands per case of 48 cans, are as follows: Eagle Brand, \$9.25; Reindeer, \$8.95; Silver Cow, \$8.40; "Gold Seal," "Purity," \$8.25; Mayflower Brand, \$8.25; "Challenge," "Clover," \$7.75.

Evaporated milk has also gone to higher levels, the new quotations on the St. Charles Brand, Jersey Brand, and Peerless Brand being as follows: Hotel size, per case of 24 cans, \$6.65; Tall, per case of 48 cans, \$6.75; Family, per case of 48 cans, \$5.75; and small, per case of 48 cans, \$2.90.

Quotations on condensed coffee have also been revised, new quotations representing an advance. On the present basis prices to the trade are being named as follows: Reindeer Brand, large, per case

of 24 cans, \$6.25; Reindeer Brand, small, per case of 48 cans, \$6.50; Eagle Brand, per case of 24 cans, \$5.90. The same conditions apply to condensed cocoa which has also gone to higher levels, the Reindeer Brand cocoa, large size, per case of 24 cans, being quoted at \$6.25, and small cans, per case of 48 cans, being quoted at \$6.50. On five box lots and upwards, it is indicated that freight will be prepaid up to 65c per 100 pounds, any excess being charged on the invoice; terms net 30 days.

Molasses Moving Steadily; Syrups Firm

Toronto.
MOLASSES, SYRUPS.—There is apparently nothing new to report in the situation on molasses. The trade is along normal lines, and orders as a whole, are being fairly well taken care of. Prices shown below are unchanged from last week's levels. The demand for corn syrup seems to be very good, and the trade seems to feel that prices now in effect will at least be maintained, if not superseded by higher ones. The corn market has shown decided strength during the past few days, and there seems a likelihood of the export demand being such that no recession from present values is looked for. Beaver sugar syrup in 1/2 barrels is being quoted at 8 1/2 cents per pound.

Corn Syrups—		
Barrels, per lb.	0 07 1/4	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, 1/2 doz. in case	5 60	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08 1/4
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1 1/2, 48s		6 95

Pumpkin to Go Lower; Pears Up

Toronto.
CANNED GOODS.—New prices have been issued on pumpkin and this will be at least one line that shows a marked decline over prices prevailing last year. Prices to the retail trade have not yet been fully determined, but 2 1/2s will probably range from \$1.00 to \$1.05 with the 2s, 5 to 10 cents per dozen lower. It is indicated also that the delivery will be 100 per cent. Quotations on pears, light syrup, are 10 cents higher for the opening price than they were

last year. Prices to the trade will probably range around \$1.95 to \$2.05 per dozen on the 2s, and the delivery will probably run about 80 per cent.

salmon—		
Seakeys, 1s, doz.	4 00	4 50
Seakeys, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 25	1 50
Cohoos, 1/2-lb. tins	1 55	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		8 75
Pilchards, 1-lb. talls, doz.		2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2 1/2s	1 80	2 10
Peas, standard	1 55	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 20	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s		2 87 1/2
Pears, 2s		2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisins to Come; Supplies Limited

Toronto.
DRIED FRUITS.—Late last week the trade was advised that the United States Food Administration had raised the embargo on raisins, and that these could now come freely into Canada. This has resulted in a little easier feeling amongst the trade generally, and whereas it is unknown that any will arrive in time for the Christmas trade, the hope is expressed that some may get through quickly enough to take care of part of this trade. It is indicated in letters received by the trade that lifting of embargo applied to dried fruits. This is interpreted in some cases as meaning that the embargo has been lifted on prunes, peaches and apricots, as well as raisins. However, the feeling prevails that there will be comparatively small quantities, if any, prunes, peaches or apricots come through. Prices during the week are holding quite steadily, and no quotable change is recorded.

Apples, evaporated, Ontario	0 18	0 20
Do., do., New		0 16 1/2
Apricots, unpttd		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s	0 25 1/2	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon		0 40
Orange		0 45 1/2
Citron		0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, lb.	0 30	0 35

Dates—		
Excelstor, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16 1/2	0 18
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 12 1/2	0 13
100-120s		0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seeded, fancy, 1-lb. packets		0 16
Seedless, 16-oz. packets		0 16
Seedless, Thompson's, 25s.		0 16
Do., Bakers, Thompson's, 50s	0 17 1/2	0 18
1 Crown Muscatels, floated, 50s		0 14

Tea Outlook One of Strength

Toronto.
TEAS.—The market generally is quite firm. It is indicated that no further shipments of Java teas can be expected to this country for some little time, and this will eventually have a bearing on the market here. Stocks of fine quality teas are at the present time very scarce, and there doesn't seem any immediate opportunity of replacing these. Prices throughout the week have held very firm and there is no indication of any recession in values for some time to come. As a matter of fact it looks as though there will be a heavy movement of teas from America to European countries and this will serve to bring stocks down materially with a consequent firming of the undertone of the market.

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

Coffee Prices Firm; Higher Possible

Toronto.
COFFEE.—The market continues to rule with a very firm undertone and higher levels attained last week have been maintained. Primary points show rather an erratic market, but the tendency is upward and indications seem to be that even higher levels may be reached locally, as a reflection of the strength of outside markets. The demand is very good and stocks in very fair shape.

Coffee—		
Java, Old Government, lb.	0 38	0 44
Bogotas, lb.	0 35	0 38
Guatemala, lb.	0 34	0 36
Maracaibo, lb.	0 35	0 36
Mexican, lb.		0 38
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 46
Mocha, lb.	0 38	0 40
Mocha, Arabian, lb.		
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 35
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 39	0 41

Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Generally
Very Strong

Toronto
SPICES.—Peppers continue very firm and show an advancing tendency. Cloves are also very strong and very scarce. Mustards are up from 5 to 10c per pound and grinders report that they can hardly take care of the demand. There is little, if any, English seed available, and other grades do not possess same amount of strength. Difficulty in getting supplies is reported.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s ..	0 45	0 50
Do., 80s	0 55	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 75	0 85
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	1 00	1 10
American high test .....	.....	.....
2-oz. packages, doz.	2 00	.....
4-oz. packages, doz.	3 50	.....
8 oz. tins, doz.	6 75	6 85
Tartarine, barrels, lb.	0 21	.....
Do., 8 oz., doz.	1 75	.....
Do., 16 oz., doz.	3 25	.....

Nut Markets
Show Fluctuations

Toronto.
NUTS.—Outside markets show some fluctuations, but this is not reflected here to any great extent as yet. Tarragona almonds showed a decline of 3c in New York and walnuts are off 1c, but this condition is one which may be overcome again in another day or two. Stocks are none too heavy as a whole and with the uncertainty regarding further arrivals, little in the way of declines is looked for.

Almonds, Tarragonas, lb.	0 27	0 32
Chestnuts, Canadian, peck	2 50	2 75
Walnuts, Bordeaux .....	.....	.....
Walnuts, Grenobles, lb.	0 33	0 36
Walnuts, Manchurian, lb. ....	.....	.....
Filberts, lb.	0 24	0 25
Pecans, lb. ....	.....	.....
Cocoanuts, Jamaica, sack	9 00	.....
Peanuts, Jumbo, roasted	0 25	0 26
Do., Fancy, roasted	0 23	0 24
Brazil nuts, lb.	0 20	0 30
Shelled—		
Almonds, lb.	0 51	0 55
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 78	0 85
Peanuts, Spanish, lb.	0 19	0 20
Do., Chinese, 30-32 to oz.	0 17	0 18
Brazil nuts, lb.	0 17	0 85

Easier Feeling
Noted in Beans

Toronto
BEANS.—The situation is without a quotable change. Supplies are ample and there seems to be a disposition in some quarters to clean up on old stock. This has resulted in some lower prices

being put into effect, but this is not a general condition. The movement is rather slow.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	8 00	8 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.	8 00	8 00
Rangoons, per bush.	6 00	6 50
Limas, per pound	0 17½	0 19

Supplies Rice
To Meet Demand

Toronto.
RICES.—No new developments in the situation are to be noticed this week. Supplies continue to be sufficient to meet the demand, and prices have held without change. The list of quotations follow:

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 50
Do., Simiu .....	.....	13 00
Do., Mujin, No. 1 .....	.....	12 00
Do., Pakling .....	.....	11 50
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Cereals Very Strong;
Oats, Corn Higher

Toronto.
PACKAGE GOODS.—Prices are held very firmly in all lines of package goods. In regard to corn flakes, the markets on corn are showing advances at United States exchanges and similar conditions may be said to apply to oats in both Canada and the United States. This does not look like any cheaper prices on cereals, and most certainly the market is being held at very firm levels.

PACKAGE GOODS		
Rolled Oats, 20s round, case .....	.....	\$5 60
Do., 20s square, case .....	.....	5 60
Do., 36s, case .....	.....	4 00
Do., 18s, case .....	.....	2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case ..	4 50	.....
Cooker Package Peas, dozen	1 50	.....

Honey Moving
Outside; Maple Syrup

Toronto.
HONEY, MAPLE SYRUP. — There seems to be quite an outside demand for honey and in this way stocks in some dealers' hands show quite a good deal of activity. However, the local demand is still within rather narrow limits, the high price being a factor to curtail consumption, so it is thought. Maple syrup is without any change whatever during the week and the situation is expected to hold without any material change. Quotations on both honey and maple syrup follow:

Honey—		
5-lb. tins	0 28	0 31
Clover, 2½-lb. tins	0 29	0 30
10-lb. tins	0 28	0 30
Buckwheat, 60-lb. tins	0 27½	0 28
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	.....
Maple Syrup—		
No. 1, 10-lb. tins, 6 to case ..	15 10	.....
No. 2, 5-lb. tins, 12 to case ..	17 10	.....
No. 3, 2½-lb. tins, 24 to case ..	18 50	.....
No. 3, 32-oz. bottles, 24 to case ..	16 70	.....
Gallon tins, Imperial, per gal.	2 25	.....
5-gallon tins, Imperial, per tin ..	10 50	.....
Barrels, 25 or 40 Imp. gals., gal.	2 00	.....

Bananas Higher;
Grape Fruit Easier

Toronto.
FRUITS.—Bananas show an advance locally during the week, and similar conditions apply at primary points. This seems to be an effect of the scarcity of transportation to move these. Grape fruit is easier at primary points, and conditions locally would indicate that prices here are easing away slightly, too. Supplies coming to hand show up as a very good quality, and good sales of navels, it is possible Floridas will be can oranges are supplying most of the demand for this fruit. Navels are expected towards the end of the week, but these are very high in price. The feeling seems to be that with the high price of navels, it is possible. Floridas will be the leading orange for Christmas. The situation in grape has not been overly satisfactory. This crop was damaged by rain, which affected the quality. Emperor grapes in lugs are, it is indicated, about done, but a very fair supply of kegs is now coming. Spanish grapes from New York are coming along fairly well, very high in price, and the quality seems only fair. The range of quotations on the local market follows:

Apples—			
11-qt. basket	0 30	0 50	.....
Do., B.C. McIntosh Reds, box	3 25	3 50	.....
Do., B.C. Jonathans, box	3 25	3 50	.....
Do., Rome Beauty, box .....	.....	3 50	.....
Do., Ontario Kings, box .....	.....	2 50	.....
Do., York Imperial, box .....	.....	1 75	.....
Do., Do., Blenheim, box .....	.....	1 75	.....
Do., in Barrels.	No. 1	No. 2	No. 3
Kings	6 00	5 50	5 00
Greenings	5 50	4 50	3.25-4.25
Baldwins	5 50	4 50	3.25-4.25
Spys	7 00	5 50	4 00
Wealthys	5 00	4 50	4 00
Bananas, per lb. ....	.....	0 07½	.....
Cranberries, bbls. ....	.....	13 50	.....
Do., boxes (28-30 qts.) .....	.....	5 00	.....
Grapes—			
Cal. Emperors, kegs .....	.....	8 50	.....
Do., Almeria	9 00	13 00	.....
Grapefruit—			
Florida, 46s, 54s	4 50	5 00	.....
Do., 64s, 80s .....	.....	5 50	.....
Do., 96s .....	.....	5 50	.....
Jamaica, all sizes .....	.....	4 50	.....
Oranges—			
Florida, 150s, 176s, 200s, 216s, ..	.....	6 50	.....
250s .....	.....	6 00	.....
Do., 288s, 324s .....	.....	6 00	.....
Mexicans, all sizes .....	.....	9 00	.....
Lemons, Cal., case .....	.....	5 00	5 50
Pears, Cal. Columbias, box	5 00	5 50	.....
Do., Cal., Anjous, box .....	.....	5 50	.....

Celery Plentiful;
Carrots, Turnips

Toronto.
VEGETABLES.—Local celery seems to be in very good supply, and quite reasonable in price. Quotations on California celery have been received, but these are very high and none of the trade are bringing along any as yet. The demand on onions has quieted down somewhat, there apparently being few offering, although there are indications that there is some storing being done. The demand for potatoes is very good and the quality so far seems to be satisfactory. Carrots, parsnips and turnips are now being offered in bag lots at \$1.00, \$1.10 and 75c per bag respectively.

Cabbage, Can., crate .....	.....
Do., do., doz. ....	.....
Carrots, bag	1 00
Celery, Fancy Thedford, crates	4 50

Onions, Can. Yellow, 100-lb. bag.	2 25	2 40
Parsnips, bag	1 10	1 10
Potatoes, New Jersey sweet, ham-		
per	3 00	3 00
Potatoes, Ontario, bag	1 75	1 85
Do., N.B. Delawares, bag	2 15	2 15
Turnips, bag	0 75	0 75

**Flour is Lower;
Increased Demand**

Toronto.
FLOUR.—Lower prices prevail on flour, the carload price, on track, now being \$11.25 per bbl. Delivered to retail stores in the city the price is \$11.45. An increased demand is expected from now on for wheat flour due to cancellation of orders compelling use of substitutes.

FLOUR
Government Standard, 74% Extraction.
Manitoba Wheat Flour, in carload shipments, on track, bbl. \$11 25

**Activity Maintained
In All Mill Feeds**

Toronto.
MILL FEEDS.—Activity is the keynote in the trade as far as all grades of mill feeds are concerned. Supplies are very fair and prices unchanged.

MILL FEEDS—

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

**Higher Cereals
Seem Likely**

Toronto.
CEREALS.—The continued strength of the oat and corn markets looks very much as though higher prices will prevail on cereals. No change has yet been made this week, but the tendency is certainly upward. The order of the Canada Food Board removing the restrictions on the use of wheat flour has resulted in lower prices in some quarters on substitute flours. It is indicated that stocks of substitute flours in Canada have been sold for shipment overseas and that heavy stocks in millers' and wholesalers' hands will be taken over by the Government as soon as arrangements can be made. The position of the retailer is not quite clear, but it is possible that the Food Board will ask the millers to take back excess stocks in hands of retailers. Such an arrangement or some satisfactory method of helping the retailer out of the situation he is now placed in would seem only fair. Some definite announcement may be expected in the next few days.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	\$6 25	\$6 75
Barley, pot, 98s	5 00	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 15	6 00
Do., fancy yellow, 98s	4 65	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	5 10	5 25
Oatmeal, 98s	5 85	6 00
Potato Flour, lb.		0 18
Oat Flour	5 60	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 50	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07 1/4	0 09 1/4
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Nov. 20.—The market continued quiet throughout the week without many changes. On account of the influenza epidemic there is an enormous demand for acid fruits and wholesalers are finding it hard to fill the orders, the main cause being the restrictions on shipping in the United States.

Coffees have taken a big jump in price despite cessation of hostilities.

**Lines of Coffee
Double in Price**

Winnipeg.
COFFEE.—The situation in coffee to say the least is unique. The lower prices the trade hoped for after the cessation of hostilities have failed to materialize. Instead of lower prices, some lines of coffees have doubled in price within the last few months. Santos coffees have doubled in price, and Rios are up fully 50 per cent. and all other grades from 25 to 50 per cent., and even at these unusual prices some importers complain that it is impossible to keep up their stocks.

The situation in Brazil is remarkable from the fact that it is claimed they have at the present time about two and one half crops on hand, which is being looked after by the Brazilian government.

In talking to one of Winnipeg's largest importers CANADIAN GROCER was informed that there was nothing in the situation at the present time that would tend to lower prices; in fact, higher prices are generally looked for.

**Fair Demand For Rice;
Prices Hold Steady**

Winnipeg.
RICE.—There is a fair demand for this commodity with prices ruling firm. Wholesalers report having a fair stock on hand. Very little change is expected until the new crop arrives early next year.

Extra fancy, Japan, 100-lb. bags	0 10 1/2
Fancy Japan, 100-lb. bags	0 09 1/2
Choice Japan, 100-lb. bags	0 08 1/2
Siam, 100-lb. bags	0 09 1/2
Tapioca, lb.	0 13 1/2
Sago, lb.	0 11

**Sugar Market Firm;
Price Holds Steady**

Winnipeg.
SUGAR.—The sugar market has been very firm in price. Now that the preserving season is over, the demand has lessened considerably, but dealers are still finding it difficult to fill orders.

**Bean Market is
Not Very Active**

Winnipeg.
BEANS.—There is not much activity on the bean market. Supplies are fair and prices are holding steady, and advances may be made in the near future.

**Good Demand For
Canned Vegetables**

Winnipeg.
CANNED VEGETABLES.—A very good demand exists for canned vegetables at the present time. Prices on all goods have been firm and supplies are being well taken care of.

**Restrictions Curtail
Candy Production**

Winnipeg.
CANDIES.—Production of candies is curtailed by restrictions at the present moment and it has been hard to keep up with the demand. The market was active during the week while prices are being entirely based on supplies.

**Big Demand For
Oranges and Lemons**

Winnipeg.
FRUITS.—Trade in fruits was fair all week. Wholesalers are hampered at the present time by being from 15 to 20 days away from the buying market, and it is hard to get supplies of lemons, oranges and grape fruits which are in big demand. There is a shortage at the present time in these lines. Wholesalers report, however, that the demand in the east is growing smaller and that supplies will, from now on, be easier to get.

Prices on the principal fruits are quoted as follows: B.C. apples, \$2.50 to \$3.50 per box; Ontario grapes, \$6.50 per case; California lemons, \$12.00 per case; California oranges, \$12.00 per case; Bananas, 9 cents per lb.; California grapes, \$4.50 per box.

**Vegetable Trade
is Very Fair**

Winnipeg.
VEGETABLES.—Trade was fair throughout the week with prices showing considerable steadiness. There is a fair demand for potatoes and large supplies in the hands of jobbers, and are selling at 65 to 70 cents per bushel.

Minnesota onions are on the market and are quoted at \$2.75, 75 lbs., and Ontario onions are 25 cents cheaper.

SUGAR FOR CONDENSED MILK
The Canada Food Board in Order No. 66 makes the following rulings in respect to sugar for condensed milk:

1. No manufacturer of condensed milk shall use during the month of October, 1918, or any month thereafter, more sugar than such manufacturer used in making condensed milk for domestic trade in the corresponding months in 1917 except as hereinafter provided.

2. Special permits will be granted for the purchase of sugar for use in manufacturing condensed milk for sale to the British or Allied purchasing agents.

3. Sugar certificates for purchasing all such sugar will be issued on the above basis by the Canada Food Board.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Nov. 19.—Wholesale houses are swept clean of fresh eggs. Storage eggs are selling freely at 62c. Potatoes are eased a little, Ashcroft \$42, Ladner \$38, Merritt \$40, local field run \$35; still the city council is taking steps to investigate the high price of potatoes. Dates are pretty well cleaned up, and New York advices that supplies cannot be shipped for Christmas. Butter is easy, with no price changes. Cheese is firm, with demand increasing. There is a prospect of an easing up on smoked meats owing to a report from Ottawa of large stocks in storage here. There is a heavy demand for beans.

Sugar, pure cane, gran., 100 lbs.	9 45
Flour, war grade, Manitoba, per bbl., in car lots	10 80
Rice, Siam, No. 1, per ton	4 20
Do., Siam, No. 2	1 85 1 90
Rice, China, 44 lb. mats, No. 1	1 90 1 95
Do., No. 2	1 75 1 80
Beans Japanese, per lb.	0 10 0 12
Beans, B.C., white	0 14½ 0 15
Potatoes, per ton	40 00
Potatoes, lowland	42 00
Potatoes, ashcroft	0 34½
Lard, pure, in 400-lb. tierces, lb.	0 26¼
Lard compound	0 52
Butter, fresh made creamery, lb.	0 28½
Cheese, Canadian	0 35¾
Margarine	0 90
Eggs, new-laid, in cartons, doz.	0 62
Do., storage	5 25
New Cal. figs, 70 4-oz. pkgs.	0 30
Almonds	0 30
Brazils	0 30
Filberts	0 30
Cal. Walnuts	0 25
Cal. Walnuts, No. 2	0 25
Walnuts, Manchurian	0 25
Peanuts	1 00
Charge for roasting, per sack	16 00
Oranges, box	14 00
Lemons	14 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Nov. 19.—Shipments of oranges and lemons received here have relieved famine in these fruits. Florida oranges are quoted at 65c. Saskatchewan Co-operative Creamery Limited commenced on November 9 paying an increase of 7c for butterfat, a record for the province. Milk is scarce in the city, but no change in price. Bakers claim the

order abolishing substitutes is beneficial, although several have sustained heavy losses through having heavy stocks of substitutes on hand. Chickens are retailing at 45c a pound. Bananas are scarce.

Beans, small white Japans, bu.	7 50
Beans, Lima, per lb.	5 57½
Flour, standard, 98s	0 75
Molasses, New Orleans, gal.	4 85
Rolled oats, bails	9 25
Rice, Siam, cwt.	0 12½
Sago, lb.	0 15
Tapioca, lb.	10 69
Sugar, pure cane, gran., cwt.	0 27½
Cheese, No. 1 Ontario, large	0 50
Butter, creamery	18 40
Lard, pure, 3s, per case	0 47½
Bacon, lb.	0 60
Eggs, new-laid	5 75
Pineapples, case	4 50
Tomatoes, 3s, standard case	4 85
Corn, 2s, standard case	3 60 5 20
Peas, 2s, standard case	2 40 2 75
Apples, gal., Ontario	0 19½
Apples, evaporated, per lb.	8 50
Strawberries, 2s, Ont., case	8 70
Raspberries, 2s, Ont., case	4 65
Peaches, 2s, Ontario, case	3 40
Plums, 2s, case	18 00
Salmon, finest Sockeye, tall, case	9 25
Salmon, pink, tall, case	40 75 41 00
Pork, American clear, per bbl.	69 00
Onions, ton	1 00
Potatoes, bushel	2 50 2 25
Apples, Washington, box	4 00
Pears, Washington, box	7 50 8 00
Grapefruit	15 00
Cranberries, bbl.	6 50
Florida oranges	6 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 19.—The increased price of sugar is the feature of the market changes this week. Granulated is now \$10.35 to \$10.40; yellow \$9.85 to \$9.90. Flour shows a reduction of 15c, and is now \$12.65. American clear pork is off again, 55c to 62c. There is no Red Spring salmon on the market; pinks 1 lb. talls \$12, and coboes, talls, \$13.50. Lemons easier at \$13.

ST. JOHN, N.B.:		
Flour, No. 1 patents, bbls., Man.	12 65	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65 3 75	
Sugar—		
Standard, granulated	10 35 10 40	
No. 1, yellow	9 85 9 90	
Cheese, N.B., twins	0 29 0 29½	
Eggs, fresh, doz.	0 60	
Eggs, case	0 53 0 55	
Breakfast bacon	0 38 0 40	
Butter, creamery, per lb.	0 48 0 50	
Butter, dairy, per lb.	0 45 0 48	
Butter, tub	0 43 0 44	
Margarine	0 30 0 32	
Lard, pure, lb.	0 35 0 35½	
Lard, compound	0 28 0 28½	
American clear pork	55 00 62 00	
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 40	
Raspberries, 2s, Ont. case	6 20	
Peaches, 2s, standard case	6 00	

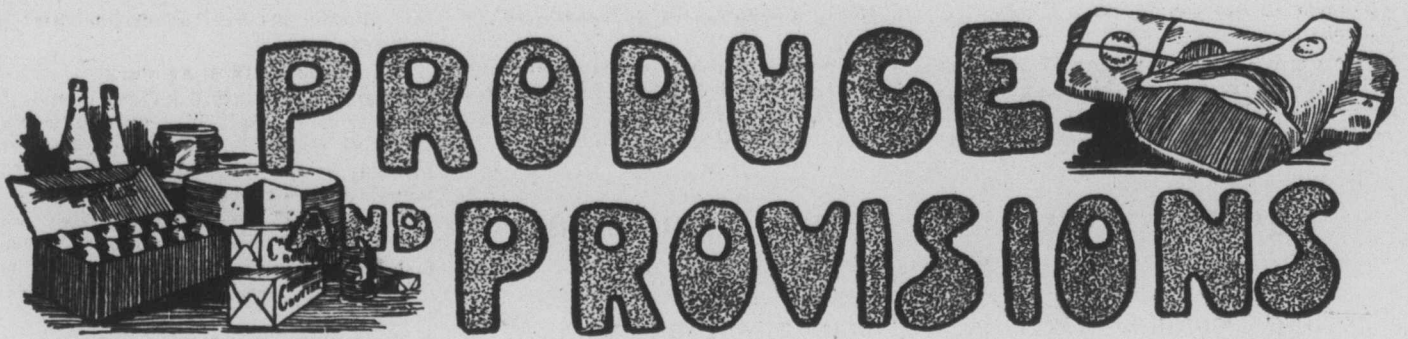
Corn, 2s, standard case	4 90
Peas, standard case	3 30
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	6 20
Salmon, Red, spring, cases	
Pinks	12 00
Coboes	13 50
Chums	8 50
Evaporated apples, per lb.	0 17 0 17½
Peaches, per lb.	0 22 0 23
Potatoes—	
Natives, per bbl.	3 50 3 75
Onions, Can., 75-lb. bags	1 90 2 10
Lemons, Cal., Messina	13 00
Oranges, Cal., case	10 00 15 00
Grapefruit, case	6 50 7 00
Bananas, per lb.	0 07
Apples, N.S.	2 00 5 00

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 19.—Evaporated milk advanced 10 and 25c a case on Carnation and Borden's respectively. Condensed advanced 25c. Creamery butter now 50c. Sugar jumped 15c yesterday. Compound lard is ½c pound higher. Small ivory beans are 7c to 8c. Corn 2's are \$4.80 to \$5. Pink salmon, talls \$9 to \$10.50; sockeye salmon halves, \$18.25. Candied orange and lemon peels are 37c; some extra fine Italian citron 48c. New navel oranges \$10 to \$14 according to size; Floridas to arrive \$9.50 and \$10; lemons \$13; rye flour \$10.60.

Beans, small, ivory, lb.	0 07 0 08
Beans, Kootenashi	14 00
Flour, 98s, per bbl.	10 85
Rye flour, 49s, per bbl.	10 60
Cornmeal, 24s, per bbl.	11 00
Rolled oats, 80s	4 60
Rice, Siam, cwt.	9 25 10 00
Rice, China mat.	4 70 4 95
Tapioca, lb.	0 14
Sago, lb.	0 14
Sugar, pure cane, granulated, cwt.	11 02
Cheese, No. 1, Ontario, large	0 28
Butter, creamery, lb.	0 49
Do., dairy, lb.	0 35 0 40
Lard, pure, 3s, per case	18 90
Eggs, new-laid, case	16 00
Eggs, No. 1 storage, case	15 50 16 00
Candied peel, lemon, lb.	0 34½
Do., orange, lb.	0 36½
Do., citron, lb.	0 39½
Salmon, pinks, talls	9 00 10 50
Sockeye halves	18 25
Tomatoes, 2½s, stand. case, spot	3 75 4 25
Corn, 2s, case	4 80 5 00
Peas, 2s, standard case	3 50
Apples, gals., Ontario, case	2 20 2 85
Strawberries, 2s, Ontario, case	8 50
Raspberries, 2s, Ontario, case	8 50 8 75
Cherries, 2s, red, pitted	6 40
Apples, evaporated, 50s, lb.	0 18
25s, lb.	0 18½
Apricots, evaporated, lb.	0 26 0 29
Peaches, evaporated, lb.	0 13 0 20
Peaches, 2s, Ontario, case	4 75
Salmon, pink, tall, case	9 00 10 25
Salmon, Sockeye, tall, case	
Do., halves	
Potatoes, per ton	30 00
Oranges, navels	10 00 14 00
Oranges, Florida	9 50 10 00
Lemons, case	13 00
Grapefruit	7 50 8 00



PRODUCE AND PROVISIONS

Combining Grocery, Meat and Fish Departments a Success

Harvey's Market, Walkerville, Ont., Has Built a Substantial Business by the Breadth of Service They Offer to the Public—Departments Are Mutually Helpful

HARVEY'S Market at Walkerville is another instance of the successful handling of the grocery, meat and fish business under one roof. The experience of the company is that the public want this combined service and are liable to give their custom where it can be procured.

The store in itself is well lighted and

well equipped, and is maintained with a care that is essential, and more than ever essential when these various departments are combined.

One side of the store is devoted to the grocery department; that is probably the leading element in attracting people to the store. Once in the store, however, they are brought under the influence of the other departments, and the chances

are that the customer of one department is a customer of all.

The meat department occupies the rear of the store, and the glass and white vitralite counters and the glass-faced refrigerators make an attractive appearance that is one of the best arguments for encouraging custom for this department.

The sale of fish is also a very large element in the store's trade. Special display counters opposite the grocery department help to keep these lines always before the public attention. The department has been developed into one of the large factors in the store's trade. This result has been obtained partly as a result of the publicity that has been given to the sale of fish during the past year, but more largely to the fact that this department is kept constantly before the



Effective Display Equipment in a Montreal Provision Store.

attention of the public. One window is devoted to the display of fish, so that the passerby is being constantly brought under the influence of this suggestion, while the interior display is tastefully arranged and kept so spotlessly clean

that it has resulted in an ever-growing appeal.

The policy of the store in combining these departments has been amply justified in the very pronounced success that has resulted from the combination.

last month, but only about one-third of last year's stock.

Slightly More Pork

Of pork there are 2,870,880 pounds of fresh frozen, 3,057,794 pounds unfrozen, 4,359,681 pounds dry salted, 14,944,918 pounds sweet pickled and 18,203,891 pounds in the process of cure, making a total of 43,437,164 pounds. This is a slight increase over last month and over last year. The amount in process of cure still remains the largest single class of pork.

Beef supplies consist of 24,977,745 pounds of fresh frozen, 6,084,518 pounds not frozen, 417,764 pounds of cured, and 342,847 pounds in process of cure, making a total of 31,822,874 pounds. This is an increase over last month, but is less than the supply of a year ago.

Hopeful Increase in Mutton

Mutton and lamb supplies consist of 4,531,275 pounds frozen, and 241,673 pounds unfrozen. This is a hopeful increase of supply to relieve the demand on other meats. It is noteworthy that more than one-half of this mutton and lamb is in Vancouver, the port of entry from New Zealand.

The stock of fowl consists of 761,204 pounds of chicken and 510,329 pounds of other poultry.

The stock of fish in storage is 20,454,251 pounds, a 62.3 percentage increase over last year.

The influenza epidemic has delayed some of the reports from the firms reporting, but considering all conditions there are few important delinquents.

A BOOST FOR CANADIAN TRADE

As manifesting an interest in the development of Canadian export trade, the Montreal Board of Trade is holding a special meeting on Friday afternoon of this week, when a "movie" exhibition of government pictures as relating to the government's overseas trade policy will be given. At the same time a lecture will be given by Watson Griffin, superintendent of the Commercial Intelligence Department of Trade and Commerce at Ottawa. His subject is to be "Trade after the termination of the war," and the same will be illustrated through a series of moving pictures. The object is to enlist the interest of business men in the proposed government scheme of advertising Canadian industry through the medium of the film. These pictures will be of the type adopted in the furtherance of this plan.

TIDAL WAVE IN ST. LAWRENCE DOES MUCH DAMAGE

The tidal wave which swept up the River St. Lawrence early this week did immense damage to villages and towns between Quebec and Three Rivers. It was caused by the heavy storm of Sunday and Monday. The town of Batiscan was nearly destroyed by the storm and the conflagration that followed. In Quebec the cellars and even the first stories of Lower Town were flooded, and many produce and other business houses suffered severely.

Egg Holdings Light; Poultry Situation Difficult

The Egg Demand, Which is in Advance of Production, Will Leave Stocks Very Light by Year's End—A Marked Decline in Holdings Here and in the United States

THE report of the Department of Agriculture on storage holdings of eggs and poultry shows a very marked decline in the holdings of storage stocks in eggs over stocks on hand at the same time last year. The reason for this is the fact that production is very light indeed, materially below the actual requirements, so that stocks are rapidly being withdrawn from storage to meet an unusually heavy demand. There is some slight movement eastward of eggs from the prairie provinces, but even this movement is merely nominal, and taking the country as a whole the holdings in storage at the end of the year will be very light indeed. The comparative storage figures are as follows:

CANADIAN EGG AND POULTRY STOCKS.		
Eggs—	Nov. 1st, 1918	Dozs.
In cold storage	6,521,176	
Other than storage	1,039,149	
Frozen	2,085,983	
	9,646,308	
Holdings, Nov. 1st, 1917	9,221,389	
Nov. 1st, 1918	7,806,437	
Decrease, 15.3 per cent.	1,414,952	

	Oct. 1, '18	Nov. 1, '18	dozs.	dozs.	
In cold stge.	8,661,748	6,354,691	—dec.	26.54%	
Other than stge.	737,597	1,036,719	—inc.	40.55%	
Frozen	816,038	2,076,203	—inc.	154.42%	

Ontario stocks are given as follows:

EGG STOCKS, INCLUDING TORONTO.			
Eggs—	NOV. 1st, 1918:		
	Nov. 1, '18	Nov. 1, '17	Oct. 1, '17
	29 houses	25 houses	29 houses
Storage	89,616	105,107	130,726
Fresh	2,106	1,328	2,548
Total	91,723	106,435	133,274
	October, 1918, movement 41,551 c/s.		

The U. S. Situation

The situation in the United States is reported very firm. Storage holdings are less than at the same date last year and the consumptive demand is heavier. There is a difference of opinion, however, as to the future of the market. It is believed by some dealers that, considering the possibility of a mild winter and a heavier winter production, the output of reserve stocks should be larger to ensure a healthy condition by the first of the year, and that it is unwise to take last year as a criterion, as last winter was one of the coldest and most severe that has been experienced for years. On the other hand, there are many who believe there will be an absolute dearth of eggs by the end of the year and that it would

be better to allow supply and demand to regulate the market.

The government report on holdings in storage shows a very marked decline.

UNITED STATES GOVERNMENT STORAGE REPORT, NOV. 1st, 1918:

Eggs—		
Nov. 1, 1918—479 houses	3,658,774	c/s
Nov. 1, 1918—453 houses	3,648,088	c/s
Nov. 1, 1917—453 houses	4,411,260	c/s
Decrease, 17.3 per cent. or	763,172	c/s

Poultry Situation Difficult

The poultry markets are still unsatisfactory. Receipts, while not larger than other years on record are more than the packers can comfortably take care of. Experienced dressers are difficult to get and storage space is scarce. The result is prices quoted for this week are lower than those offered last week. Stocks of poultry in storage now are larger than at the same date a year ago. They are not heavy, however, as it will be remembered reserve stocks were very low last year and did not prove sufficient to take care of the demand until fresh receipts came on the market. The demand continues exceptionally good.

The figures are as follows:

Poultry—		Lbs.
Chicken, Nov. 1, 1918	761,204	
Poultry (miscellaneous)	510,329	
	1,271,533	
Nov. 1st, 1917	1,057,500	
Nov. 1st, 1918	1,229,208	
Increase, 16.2 per cent.	171,708	

SOME STORAGE STOCKS SHOW IMPROVEMENT

While egg and poultry stocks in storage are far from satisfactory, there are other storage stocks that show very satisfactory holdings according to the Cost of Living Commissioner's report.

The stocks of butter reported amount to 18,306,549 pounds of creamery and 1,532,060 pounds of dairy. This is a distinct decline in the quantity of creamery butter, as compared with last month, as would be expected from the enforced sales of overseas shipments. It is, however, about 6 per cent. more than the supply on this date last year in spite of these large shipments.

Oleomargarine shows total stocks of 684,842 pounds; not enough to have much effect on the butter market.

There are on hand 6,064,137 pounds of cheese, which is a slight increase over

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

LIVE hogs seem to have afforded quite a good deal of excitement during the past week, but an effort to bring prices down from 25 to 50c per cwt. is being made. Only a fair run is reported, and supplies are quickly absorbed. Dressed meats are firm, the better cuts seeming to be in best demand, with shoulder cuts not quite so active and consequently easier.

Lard is ruling with a very firm undertone. The production is none too heavy, and with the good demand in evidence, dealers are finding some difficulty in keeping up with the business offering. Indications point to continued firm levels.

Fresh-made creamery butter is again being offered. Dealers, however, are not rushing to secure supplies, as they indicate that prices asked are too high. There is a disposition to operate on storage stocks for a little while until the ideas of the creameries are revised to lower levels.

Supplies of new-laid eggs coming to hand are still small, but show improvement. The mild weather in evidence the last few days seems to have stimulated production somewhat, and offerings are being absorbed quite easily.

Better deliveries as to quality are reported with poultry. Prices have held firm, though quotations to the trade on spring chickens, turkeys and geese show a somewhat narrower range.

this will mean that higher prices will prevail, although records indicate that large stocks of butter are held. Produce men state that they can now sell butter to country buyers at a premium over the prices obtaining here. For the most part the local trade is comparatively small.

Butter—

Creamery prints (storage) ...	0 50	0 51
Creamery solids (storage)....	0 50	0 50
Dairy prints, choice	0 44	
Dairy, in tubs, choice	0 42	

Cheese Active, Prices Firm

Montreal.
CHEESE.—Firmness is evident in the cheese market, and at the recent advances prices are maintained fully. With country points now closing operations for the year, it is very apparent that the receipts here for the year will be very much less than those for the same period of 1917. As a matter of fact these show a decrease, to date, of over 97,000 boxes. Prices at country points still are high, and the position all around is firm.

Cheese—

Large, per lb.	\$0 28
Twins, per lb.	0 28
Triplets, per lb.	0 27½
Stilton, per lb.	0 30
Fancy, old cheese, per lb.	0 30

Egg Prices Steady, No Low Prices

Montreal.
EGGS.—The position is unchanged as relating to quotations. New-laid are still scarce, and these are in greater demand than can be taken care of. As a consequence, storage stock is being utilized very greatly, and for these grades prices are steady and well maintained. Supplies received during the season are shorter by 32,101 cases—that is from May 1 last.

New laid	0 70
Selects	0 53
No. 1	0 49
No. 2	0 47

More Poultry Wanted Best Sells Well

Montreal.
POULTRY.—There has been no change of price this week. The produce men are looking for larger supplies of better grade stock. Shipments of live poultry could be improved, it being felt that the unfavorable weather has been a drawback to delivery.

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

Oysters Lower; Lake Fish Scarce

Montreal.
FISH.—Lower prices for oysters are attributable to the better labor conditions which now obtain at producing

Dressed Hogs Easier; Good Run

Montreal.
PROVISIONS.—Best dressed hogs sold early this week in Montreal at \$25 per cwt. Some reached as much as \$25.50, but in view of the larger offerings of farmers' hogs outside, the price of abattoir killed declined to meet the competition. There was a good run of live hogs early in the week. Demand has improved, and from this time forth a good trade is looked for.

Hogs, Dressed—		
Abattoir killed, small	25 00	25 50
Do., heavy, 225-275 lbs.		24 50
Hogs, live		18 00
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)	\$56 00	
Clear fat backs (bbl.)	58 00	
Short cut clear pork (bbl.)	56 00	
Heavy mess pork (bbl.)	53 00	
Bean pork (bbl.)	52 00	

Lard Sales Good, Prices Hold

Montreal.
LARD.—Demand is good on a steady basis, but there has been no change from last week, prices ruling steady and firm. Stocks are in reasonably good shape to take care of the seasonable demand.

Lard, pure—

Tierces, 400 lbs., per lb.	0 32
Tubs, 50 lbs.	0 32½
Pails, 20 lbs., per lb.	0 32¾
Bricks, 1 lb., per lb.	0 34

Steadiness Feature For Shortening

Montreal.
SHORTENING.—There is a steady and unchanged basis for this product, buyers taking what they require, and there being ample stock for all needs. With cottonseed oil prices under some extent of control, there is little inclination to change of any kind.

Shortening—

Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28¼	0 28½

Steady Movement Here of Margarine

Montreal.
MARGARINE.—A steady and active trade obtains for margarine, the better grades, especially, selling actively. The undertone is still firm, with best grades selling up to 36 cents. Supplies have been fairly well maintained.

Margarine—

Prints, according to quality, lb.	0 34	0 36
Tubs, according to quality, lb.		0 30

Butter Very Firm, Unchanged

Montreal.
BUTTER.—While a steady and very firm undertone obtains in the creamery butter market, prices have ruled this week without change. Now that the government's operation of the embargo regarding creamery has expired, some announcement regarding price change may be anticipated. Some believe that

points. This applies particularly to package goods. Prawns, lobsters, scallops and clams are actively selling, and supplies of these are good. Lake fish still are scarce and will continue so. In view of the probable closing of navigation in the near future, merchants at outside points are now having supplies of fish sent them for their winter requirements. In salt fish, cod, herring, trout, marbot, etc., stocks are more heavily drawn upon than ever, with a consequent firming of prices.

SMOKED FISH		
Haddies (fresh cured)	0 15	0 17
Haddies, fillet	0 18	0 19
Smoked herrings (med.) per box	0 25	0 26
Smoked cod	0 15	0 15
Bloaters, per box 60/100	2 00	2 50
Kippers, per box 40/50	2 50	3 25
SALTED AND PICKLED FISH		
Haddock (per bbl.), 200 lbs.	16 00	16 00
Herring (Labrador), per bbl.	14 50	15 00
Herring (Labrador), 1/2 bbls.	7 50	7 75
Herrings, No. 1 lake (100-lb. keg)	6 00	6 00
Salmon (Labrador) per bbl.	27 00	28 00
Do., tierces	38 00	38 00
Salmon (B.C. Red)	26 00	26 00
Sea Trout, red and pale, per bbl.	20 00	25 00
Sea Trout (1/2 bbls.)	10 50	13 00
Green Cod, No. 1, per bbl. (med.)	21 00	21 00
Green Cod (large bbl.)	22 00	22 00
Mackerel, No. 1, per bbl.	32 00	32 00
Mackerel (1/2 bbl.)	16 50	16 50
Codfish (skinless), 100-lb. box	16 00	16 00
Codfish, 2-lb. blocks (24-lb. case)	2 20	2 20
Codfish (skinless), blks. "Ivory"	0 18	0 18
Brand, lb.	0 18	0 18
Codfish, boneless, lb. (according	0 16	0 20
to package)	0 16	0 20
Codfish, shredded, 12-lb. box	0 15	0 16
Eels, salted	0 15	0 16
Pickled turbot, new, bbls.	17 00	18 00
Do., half barrels	7 50	8 50
Cod, boneless (20-lb. boxes), as	0 20	0 23
to grade	0 20	0 23
Cod, strip (30-lb. boxes)	0 22	0 22
Cod, dry (bundles)	16 00	16 00
SHRIMPS, LOBSTERS, OYSTERS		
Lobsters, medium and large, lb.	0 55	0 55
Prawns, lb.	0 35	0 35
Shrimps, lb.	0 32	0 32
Scallops, per gallon	4 00	4 00
Oysters—		
Malpeque shell (bbl.)	15 00	15 00
Malpeque, ordinary (11)	12 00	12 00
Bontouche, best	12 00	12 00
Ordinary, No. 1, gal.	2 75	2 75
Cape Cod shell oysters, bbl.	14 00	16 00
5 gal. (wine) cans	12 00	12 00
1 gal. (wine) cans	2 50	2 50
3 gal. (wine) cans	7 25	7 25
Oyster pails (pints), 100.	1 50	1 50
Oyster pails (quarts), 100.	2 10	2 10
Clams, med., bbl.	9 00	9 00
FRESH FROZEN SEA FISH		
Herring, large sea, lb.	0 09	0 10
Herring, frozen, lake, lb.	0 07	0 09
Halibut	0 23	0 24
Halibut (medium)	0 24	0 24
Haddock	0 08	0 09
Mackerel	0 15	0 16
Cod—Toms, bbl.	5 00	5 00
Cod Steak, fancy, lb.	0 11	0 12
Salmon, red	0 20	0 23
Salmon, pale	0 15	0 16
Salmon, Gaspe	0 25	0 26
Swordfish	0 21	0 22
FRESH FROZEN LAKE FISH		
Pike, lb.	0 11 1/2	0 12
Perch	0 12 1/2	0 13
Whitefish, lb.	0 15	0 16
Whitefish (small)	0 09 1/2	0 12 1/2
Lake trout	0 19	0 20
Eels, lb.	0 15	0 15
Doree	0 15 1/2	0 16
FRESH FISH		
Haddock	0 09	0 10
Steak cod	0 11	0 12
Market cod	0 07	0 08
Carp	0 09	0 10
Dore	0 19	0 20
Lake trout	0 19	0 20
Brook trout	0 15	0 16
Pike	0 12	0 13
B. C. Salmon	0 25	0 26
Salmon (Gaspe)	0 27	0 28
Gaspereaux, lb.	0 06	0 06
Western Halibut	0 25	0 26
Eastern Halibut (chicken)	0 23	0 23
Eastern Halibut (med.)	0 26	0 26
Flounders	0 09	0 10
Perch	0 10	0 10
Bullheads	0 15	0 15
Whitefish	0 19	0 20
Whitefish (small)	0 09 1/2	0 12

Mackerel, lb.	0 17	0 18
Mackerel, lb.	0 15	0 16
Smelts, No. 1	0 17	0 18
Smelts, No. 2	0 11	0 12
Smelts, No. 2	0 12	0 13
Shad	0 15	0 16
Swordfish	0 25	0 25

Live Hogs Active; Meats Steady

Toronto. PROVISIONS.—Live hogs have been quite active during the past week, prices ranging up as high as \$18.50 to \$18.75 per cwt., fed and watered basis, but indications are that \$18.00 to \$18.25 will be the range of quotations to prevail this week. The run is only fair and all offerings are quickly absorbed.

The better cuts of cured meats are very firm, whereas the shoulder cuts, which do not enjoy quite as active a sale, are in some cases slightly easier. The demand as a whole is considered very good. Range of quotations follows:

Hams—		
Medium	0 38	0 39
Large, per lb.	0 34	0 35
Bacon—		
Plain	0 46	0 48
Trimmed, with rib in	0 49	0 49
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 41	0 46
Roll, per lb.	0 33	0 35
Wiltshire (smoked sides), lb.	0 36 1/2	0 37 1/2
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 31
Do., aver. 70-100, lb.	0 30	0 30
Fat backs	0 32 1/2	0 34
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 55
Hams, roast, without dressing,	0 53	0 55
per lb.	0 53	0 55
Shoulders, roast, without dress-	0 50	0 52
ing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	49 00	52 00
Short cut backs, bbl., 100 lbs.	58 00	60 00
Pickled rolls, bbl., 200 lbs.	56 00	61 00
Hogs—		
Dressed, 70-100 lbs. weight ..	28 50	29 00
Live, off cars	18 25	18 50
Live, fed and watered	18 00	18 25
Live, f.o.b.	17 00	17 25

Lard Very Firm; Demand Maintained

Toronto. LARD.—The market has strengthened and prices rule with a very firm undertone. The production is none too heavy and with the active demand prevailing indications point to continued firm levels. Prices are unchanged as follows:

Lard, pure, tierces, 400 lbs.	\$0 31 1/2	
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails		
1/4-3/4c higher than tierces, and 1-lb. prints, 1 1/2-		
1 3/4c higher than tierces.		

Shortening Steady; Firm Undertone

Toronto. SHORTENING.—Sales are steadily maintained and whereas no quotable change is apparent in the market, the undertone is one of marked strength. The tendencies point upward, though whether this will result in actual changes is still just a little uncertain.

Shortening, tierces, 400 lbs., lb. \$0 26		
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces;		
pails, 3/4-1c higher than tierces, and 1-lb. prints,		
1 1/2-1 3/4c higher than tierces.		

Margarine Sales Slower; Prices Firm

Toronto. MARGARINE.—Sales seem to have fallen off a little bit for no apparent

reason. Prices are considered to be very reasonable, and it is expected that activity will be the keynote within the next few days again. Prices are unchanged for the week at the following levels:

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

Fresh Made Creamery Offering

Toronto. BUTTER.—It is intimated that the ideas of some of the creameries are altogether too high. Fresh made creamery on the basis being charged by some of the creameries would have to sell to the trade at about 56 to 57 cents, and with the good supplies of storage butter to draw from, it is intimated that dealers may content themselves with supplying the trade with this stock. Sales are along normal lines which represent a very good total.

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

Supplies New Laid Eggs Better; Firm

Toronto. EGGS.—Supplies are none too plentiful of new laid, but production seems to be on the increase. The mild weather seems to have had a good effect and it is possible that supplies for the next two or three weeks may show a very good increase. Prices are unchanged, the new laid selling to the trade at around 70 cents per dozen. The demand for all grades is very good and being met from ample stock.

Eggs—		
New-laid, in cartons, doz.	0 70	0 70
Do., extras	0 65	0 65
Storage, No. 1, doz.	0 52	0 53
Splits and No. 2, doz.	0 45	0 47

Cheese Moving; Prices Hold Firm

Toronto. CHEESE.—Last week end prices on the country boards showed a slight falling off from the previous week, however prices being paid are more than those being offered for export business, and this would indicate that domestic trade at present is a more dominating factor than export business. Prices to the trade have ruled without change during the week at the following levels:

Cheese—		
New, large	0 27 1/2	0 28
Stilton (new)	0 30	0 31 1/2
Twins, 1/4c lb. higher than large cheese. Trip-		
lets 1/2c lb. higher than large cheese.		

Selling Range on Chickens, Geese Narrows

Toronto. POULTRY.—Deliveries during the past week have been satisfactory, and indications are that stock now coming to hand shows a much better grade. Prices during the week are unchanged as far as buying is concerned, but prices quoted to the retail trade show a little

narrower range on spring chickens and geese. Quotations to-day are:

Prices paid by commission men at Toronto:	
	Live Dressed
Ducks	\$0 22
Geese	0 16
Turkeys	0 25
Do., young	0 29
Roosters	0 17
Hens, over 4 lbs.	0 19
Hens, over 5 lbs.	0 25
Hens, under 4 lbs.	0 17
Chickens, Spring, 2 lbs.	0 20-0 23
or over	0 20-0 23
Squabs, dozen	4 50

Prices quoted to retail trade:	
	Dressed
Hens, light	\$0 28
Do., heavy	0 33
Chickens, spring	0 33
Ducks	0 30
Turkeys	0 36
Geese	0 26

**White Fish Goes
IC Lower; Sales Good**

Toronto.
FISH.—Fresh white fish has declined 1 cent per pound. This brings to-day's quotations down to 12½ to 13 cents per pound. Supplies of all lines are coming along at a very satisfactory rate, and the demand keeps up wonderfully well. There is little change in the range of quotations which follows, over prices appearing last week.

FRESH SEA FISH		
Brills, dressed, lb.	0 10	0 11
Cod Steak, lb.	0 10	0 13
Do., market, lb.	0 09	0 10
Flounders, lb.	0 10	0 11
Flukes	0 15	0 15
Gaspereau, lb.	0 08	0 08½
Halibut, medium, lb.	0 22½	0 25
Do., chicken, lb.	0 21½	0 22
Do., large	0 21½	0 22
Haddock, heads on, lb.	0 09	0 10
Do., headless, lb.	0 10	0 11
Do., Scrod, lb.	0 08	0 08½
Herring, lb.	0 08	0 08½
Mackerel, lb.	0 14	0 16
Plaice, dressed, lb.	0 10	0 11
Smelts, lb.	0 12	0 23
Tomeods, lb.	0 05	0 05½

FRESH LAKE FISH		
Herring, dressed, lb.	0 06½	0 07
Trout, lb.	0 13½	0 14
Whitefish, lb.	0 12½	0 13

SMOKED FISH		
Bloaters, 50 Count, box.	2 25	0 17
Ciscoes, lb.	0 12	0 12
Haddies, chicken	0 17	0 18
Do., fillets, lb.	0 17	0 18
Do., Finnan, lb.	1 75	2 75
Herring, Kipperd, box	1 75	1 75
Shrimps, can	1 75	1 75

FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Haddock, lb.	0 08½	0 09
Mackerel, lb.	0 15	0 15
Halibut, lb.	0 22	0 23
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25

FROZEN LAKE FISH		
Mullets, lb.	0 06	0 06½
Pike, round, lb.	0 09	0 09½
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 15½

DRY AND PICKLED FISH		
Cod, Acadia Strip, box.	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case	4 00	
Do., Acadia Tablets, 2 lb., 12 to crate	5 25	
Do., Halifax Shredded, box.	2 40	
Herring, Labrador, bbl.	14 00	
Do., Do., keg	7 25	
Do., Do., No. 4 size	5 60	
Do., Do., No. 2 size	2 90	
Imperial, 25 lbs., loose, lb.	0 13	
Quail on Toast, 24 1-lb. tablets, lb.	0 14	0 17
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin	4 20	4 20
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg	12 00	
OYSTERS, No. 3 size package	8 85	
Do., No. 5 size package	14 50	
Do., per gallon	3 10	

**Small Supplies of
Eggs to be Had**

Winnipeg.
EGGS.—There is a scarcity of eggs at the present time while there is a big demand for them. Prices have been gradually rising for some time and strictly new laid eggs are now quoted at 60 cents per dozen.

**Fish Dealers Wait
For Cold Weather**

Winnipeg.
FISH.—The fish trade reports no change for the week and wholesale dealers are now waiting for the cold weather to set in when the demand will be much improved. There is plenty of supplies and prices have showed no change.

LAKE FISH	
Whitefish (cleaned), lb.	0 13
Whitefish (frozen), lb.	0 12½
Pickrel, lb.	0 12
Frozen Trout, lb.	0 19
Round Jackfish, lb.	0 07½
Dressed Jackfish, lb.	0 08
Frozen Goldeye, lb.	0 07½
Pickrel Fillet, lb.	0 32
Speckled Trout, lb.	0 35

SEAFISH	
Frozen Halibut, lb.	0 22
Fresh Halibut, lb.	0 24
Fresh Salmon, lb.	0 25
Frozen Mackerel, lb.	0 17
Red Carp, lb.	0 09
Sable Fish, lb.	0 12
Haddock, lb.	0 10
Soles, lb.	0 08
Plaice, lb.	0 08
Skate, lb.	0 08
Smelt, lb.	0 18
White Salmon, lb.	0 16½

SMOKED FISH	
Finnan Haddie (30-lb. boxes), lb.	0 16
Finnan Haddie (15-lb. boxes), lb.	0 16½
Smoked Goldeye, lb.	0 17
Smoked Codfish, lb.	0 20
Smoked Fillet (15-lb. boxes), lb.	0 20
Bloaters (25-lb. boxes), case	2 75

**SHOW CARD WRITING
(Continued from page 27)**

That is the idea of this style of lettering; a stroke can be added here and there without changing the character of the lettering.

The entire formation of these alphabets is of brush stroke principle. Every stroke is numbered and an arrow is pointing in the direction in which you should draw the brush to make the stroke. Each letter is made with as few strokes as possible to get the desired effect.

Use a number six brush and practice with black on white card. Use the same principle as shown in "Practice Exercise." Select various strokes throughout the alphabet and practice until you can make them perfectly.

A WORD OF THANKS

Most orders are worth a word of thanks, and it is a graceful attention that the customer will appreciate. Wyckoff and Cafeny, London, insert in every order that leaves the store a small attractively printed dodger with the following word of thanks.

WE THANK YOU
for this order and would appreciate any further business which you may be pleased to give us. It will be our aim to give you the very best goods at the lowest prices consistent with the quality.

Our store is equipped with modern conveniences in order to give you the best service in a clean, bright and attractive store.

If you Phone 3950 your orders will have prompt and careful attention.

Wyckoff & Cafeny,
56-58 Dundas street, London, Canada

A POT OF TEA

*You make it in your mess-tin by the
brazier's rosy gleam;
You watch it cloud, then settle amber
clear;
You lift it with your bay'nit, and you
sniff the fragrant steam;
The very breath of it is ripe with
cheer.*

*You're awful cold and dirty, and
a-cursin' of your lot;
You scoff the blushin' 'alf of it, so
rich and rippin' 'ot;
It bucks you up like anythink, just
seems to touch the spot;
God bless the man that first dis-
covered Tea!*

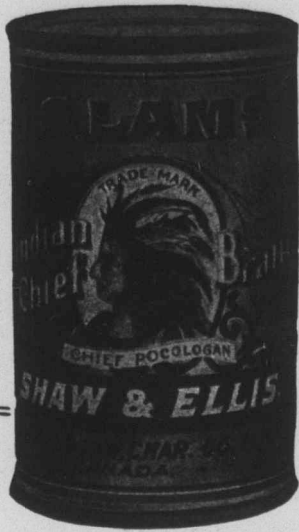
*Since I came out to fight in France,
which ain't the other day,
I think I've drunk enough to float
a barge;
All kinds of fancy foreign dope, from
caffy and doo lay,
To rum they serves you out before
a charge.*

*In back rooms of estaminays I've
gurgled pints of cham;
I've swilled down mugs of cider till
I've felt a bloomin' dam;
But 'struth; they all aint in it with
the vintage of Assam.
God bless the man who first invented
Tea!*

*I think them lazy lumps o' gods wot
kips on asphodel,
Swigs nectar that's a flavor of
Oolong;
I only wish them sons o' guns a-
grilling down in 'ell
Could 'ave their daily rations of
Suchong.*

*Hurrah! I'm off to battle, which is
'ell and 'eaven, too;
And if I don't give some poor bloke
a sexton's job to do,
To-night, by Fritz's campfire, won't
I 'ave a gorgeous brew;
As we drink the giddy victory in
Tea!
To-night we'll all be telling of the
Boches that we slew,
As we drink the giddy victory in
tea!*

—From "Rhymes of a Red Cross Man."



Help Conserve Our Meat Supplies!

“INDIAN CHIEF” BRAND CLAMS

offer your customers a dandy substitute—a sweet, pure, wholesome fish food that represents sensible meat substitution in its most economical and practical form.

You cannot recommend a better sea food than Indian Chief Brand Clams. They will open up on your customer's table just as sweet and just as fresh as the day they were taken from the clam beds.

Remind your trade, too, that Indian Chief Brand Clams are ready cooked. Heating to a simmer makes them ready to serve—a fact that will appeal to both the restaurant trade as well as to the housewife.

**Make Indian Chief Brand Clams a leader
in your fish department. It will pay you.**

Shaw and Ellis, Pocologan, ^{Charlotte} Co. N. B.

RELEG

Pronounce “REAL EGG”



**Much
in
demand**

“Releg” is liked by every thrifty housewife because it gives 100% satisfaction in baking at a fraction of the cost of eggs.

Once she tries “Releg” she will use it by preference. So it will pay you to recommend it.

“Releg” is always dependable.

Agents: Loggie, Sons & Co., Toronto
—Angevine & McLauchlin, St. John,
N.B.—W. H. Escott Co., Ltd., Win-
nipeg, Canada.

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

Freeman Display Refrigerator

An efficient, silent salesman all the year round.

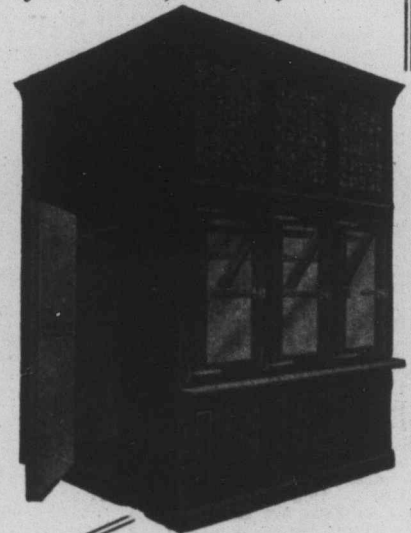
An ideal showcase storage for grocer and delicatessen, everything in full view.

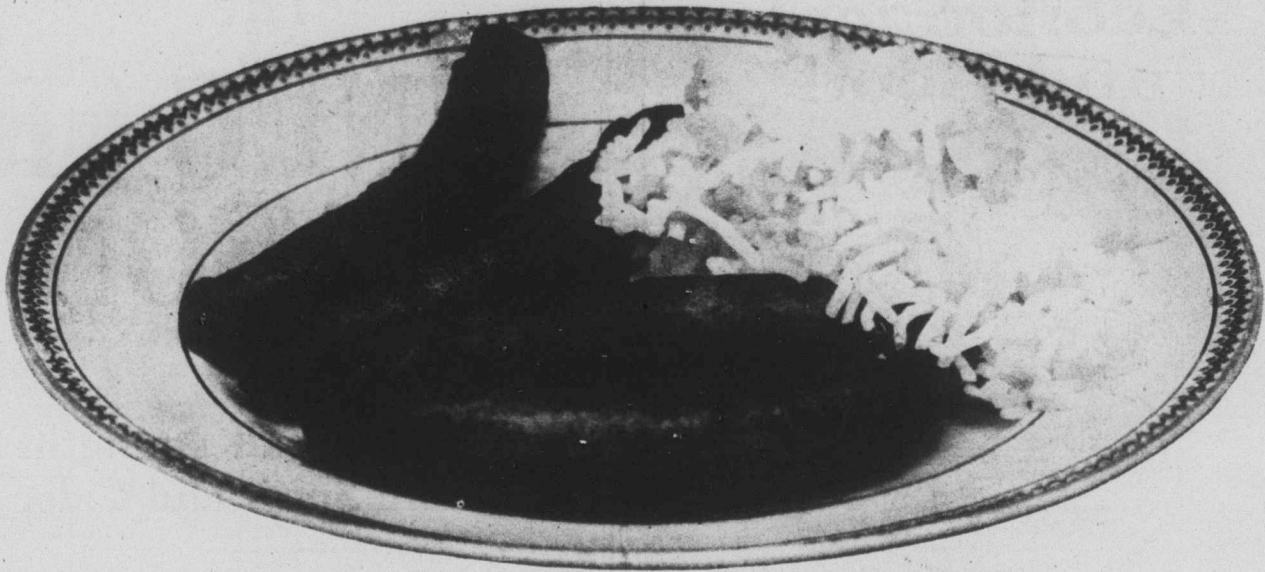
An ornament to your store, durably constructed, convenient in all its arrangements for ice, cleanliness and display of butter, lard, cheese and delicatessens.

Send for our large beautifully illustrated catalogue showing the complete Freeman line.

**W. A. FREEMAN CO.,
Limited,**

Hamilton, Canada.
Toronto, Montreal
114 York St.





SAUSAGE!

“**W**HEN the frost is on the pumpkin” pork sausage comes into its own!

The very sight of a plate of hot, fried sausage these mornings suggests warmth and cheer—sharpens up the appetite—puts a keen edge on anticipation.

We are already receiving a steady run of orders for

DAVIES QUALITY SAUSAGE

—and scores of dealers are taking advantage of the present demand to build up a substantial trade.

Our present varieties comprise:

LITTLE PORK SAUSAGE—(Little, but “extra” good).

“FARM” SAUSAGE—(Not linked).

“NEW ENGLAND” SAUSAGE—(A very popular brand).

“CHELTENHAM” SAUSAGE—(In handy 1-lb. packages, large and small links).

“CAMBRIDGE” SAUSAGE—(In handy 1-lb. packages, large and small links).

Now is the time to feature these Quality lines, on your counter. Show them to advantage and let them make sales for you!

ORDER THROUGH OUR TRAVELLER—OR DROP US A POSTAL CARD.

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

MONTREAL

TORONTO

WINNIPEG

Canada Food Board Packer's License No. 13-50

Economical and Good

Housewives everywhere who are doing their bit to conserve the nation's food supplies are fully alive to the great economy of using good, wholesome sea foods extensively.

This is why good grocers are finding it more than ever worth while to feature the delectable and inexpensive



BRUNSWICK BRAND SEA FOODS

Be one of those aggressive dealers. Show a stock of Brunswick Brand every day and your sales will quickly grow.



Order from this list:

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

Connors Brothers Limited

Black's Harbor, N.B.

Canada Food Board License No. 1-603

The VINEGAR SEASON

IS ON

We make all strengths in both Spirit and Cider

Write us for prices.

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

Canada Food Board License No. 14-153

Are You Selling OLIVE BUTTER?



Have you yet to learn what a real snappy seller this delicious table delicacy is?

Olive Butter is good. Critical people like it and come back for it after a first purchase. It's a good profit - maker, too — well worth displaying.

Made from selected Pure Spices, Olives, Pimento and Malt Vinegar.

Canada Food Board License No. 12-261

E. W. Jeffress, Limited

WALKERVILLE, ONT.


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



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto



Have No Hesitation

in choosing

'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 it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.

Man Left You, Did He?

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

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

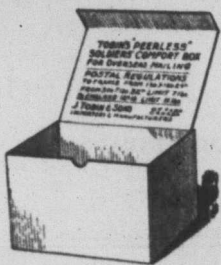
a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

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

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



"Peerless" Overseas Mailing Boxes

BULLETIN NO. 6

Our advice, we are pleased to note, has been well taken up by the grocers in general throughout the country. Consequently we have had our hands full handing out orders to our shippers, going to all parts of Canada—one order from DAWSON, ALASKA (wonder when it will reach there). Somebody thinking of their soldier boys even up there. We are thinking of how we are going to make stock go round. Oh, well, send in the orders! We will look after you. PRICES have advanced a trifle only; but—!!—NUF CED.

J. TOBIN & SONS (Sons on Active Service) **OTTAWA, ONT.**

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal
Men's Wear Review

Canadian Grocer
Bookseller and Stationer

Dry Goods Review
Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery
Power House

Canadian Foundryman
Printer and Publisher

Marine Engineering

MAGAZINES

MACLEAN'S MAGAZINE

FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto

Southam Bldg., 128 Bleury Street, Montreal

1207 Union Trust Bldg., Winnipeg, Man.

H.P. SAUCE

Means Business

Half the selling of H.P. is done by our advertising. Put H.P. on your counter—it sells in a moment—your customers will like it, come for more, and buy other goods as well. H.P. can swell your trade, don't you forget it.

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



Furnivall's

Keep your stock of Furnivall's out in face view of your customers.

Recommend the Furnivall lines. They have a quality that makes repeat selling absolutely certain. And your profit is one worth getting. At your wholesalers.

FURNIVALL-NEW,
Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. H. J. Sykes, 736 Elgin St., Ottawa, Ont. Montreal—George Hodge & Sons, Ltd., St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co., Ltd., Winnipeg.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

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

SOLE AGENTS FOR CANADA

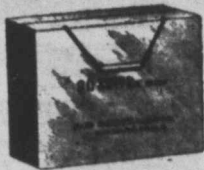
F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

MR. GROCER

Here's a Butter Box

with a real idea
back of it!



Convenient — Collapsible—
Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of. Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes. You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

Codes : A.B.C. 4th and 5th Editions.

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents

W. G. Patrick & Co., Ltd.
 Montreal

Lind Brokerage Co., Ltd.
 Toronto

KING GEORGE'S
NAVY **CHEWING**
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats."


The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler to ship you.



Rock City Tobacco Co., Ltd.

JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

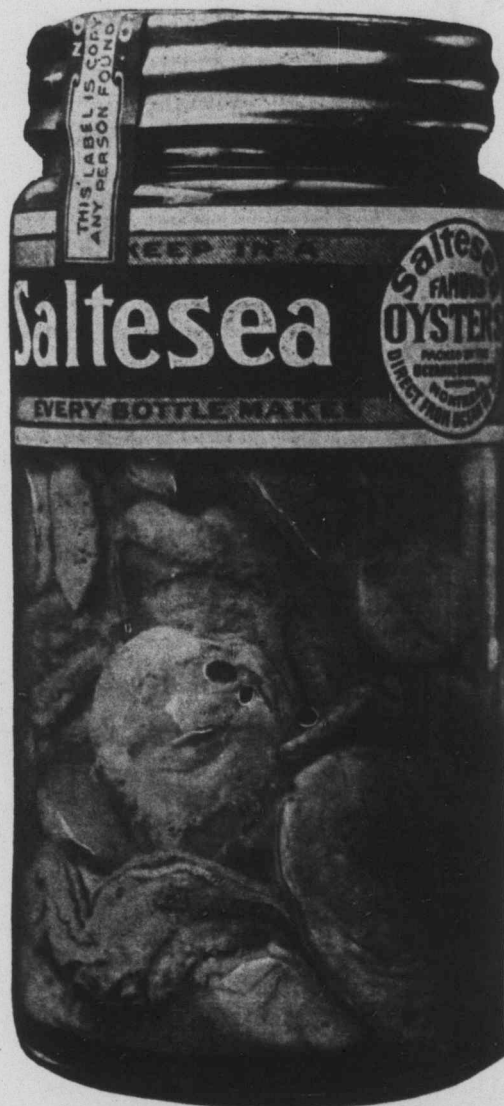
Its distinctive flavor and aroma have won approval from the most critical tea users.

This fact, coupled with our constant consumer advertising, creates a growing call for Japan Tea and puts good profits in the way of Japan Tea Dealers. Are you one of them?



"SALTESEA" OYSTERS

Direct from Ocean to your table,
absolutely CLEAN and PURE



ALL your particular trade want this package. You can't help but sell them.

Send for sample case, 24 jars, TODAY. Or we will send you sample jar for trial.

ACTUAL SIZE

The Oceanic Oyster Company of Canada, Limited

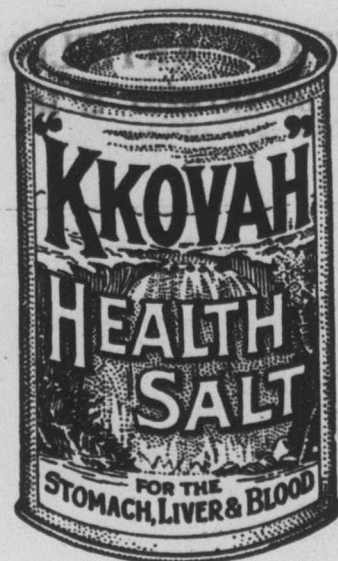
Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

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



These Two
have won the confidence of
the public because of their
proven dependability.

“K KOVAH”
CUSTARD
AND
“K KOVAH”
HEALTH SALT

should be prominently shown
in your daily displays.

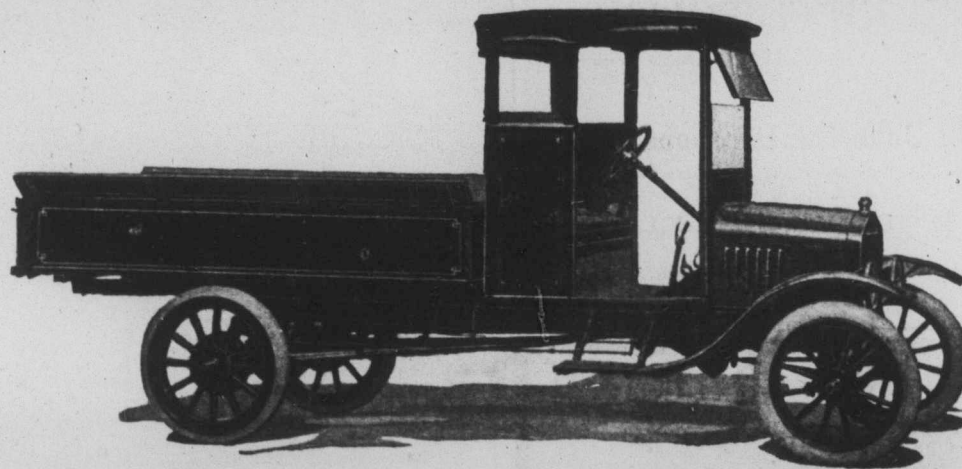
They're worth it because of
profit and customer satisfac-
tion.



Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED
WINNIPEG :: TORONTO :: MONTREAL

Write for Prices on this Fine Delivery Body



“IMPROVED” EXPRESS BODY

Every Live Grocer wants the best delivery service he can give his customers. Nothing builds up Good-will and Holds Trade like smart delivery, and nothing is more essential to good delivery than putting a strong, handsome Body on the Chassis of your delivery motor. The IMPROVED EXPRESS Body is made to fit any chassis. Mention the chassis you use, and write us for prices and full particulars. If we have no agent in your town, we will sell you direct.

A Real, Live Agent Wanted in Every District

There is real money in selling Improved Bodies. If you know of a good agent, please have him write us.

CARRIAGE FACTORIES LIMITED,
Head Offices, Excelsior Life Building, Toronto

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS
FOR FAMILY TRADE

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

R. E. BOYD & COMPANY
Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL
DONALD H. BAIN CO.
AGENTS FOR THE CANADIAN NORTH-WEST

ORDER NOW
FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCasky Register System
McCASKEY SYSTEMS, LTD.
Toronto, Canada



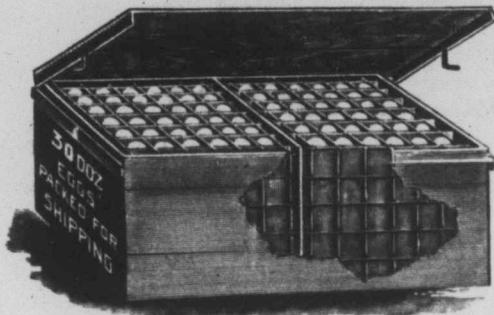
OAKLEY'S
"WELLINGTON"
KNIFE POLISH

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

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

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

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and
extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, MONTREAL, CANADA

QUOTATIONS FOR
PROPRIETARY ARTICLES
SPACE IN THIS DEPARTMENT IS \$65
PER INCH PER YEAR

BAKING POWDER
ROYAL BAKING POWDER

Size	Less than 10-case lots Per doz.
Dime	\$ 1 15
4-oz.	1 65
6-oz.	2 45
8-oz.	3 10
12-oz.	4 65
16-oz.	5 90
2 1/2-lb.	14 60
5-lb.	27 35

F.O.B. Montreal, or F.O.B. jobbers' point, subject to jobbers' regular terms. Lots of 10 cases and over, less 2% discount; 1% barrel discount will be allowed when packed in barrels. Barrels contain 15 cases assorted sizes.

JAMS
DOMINION CANNERS, LTD.
"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and Pure Sugar Only.

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

DOMINION CANNERS, LTD.
CATSUPS—In Glass Bottles

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

BAKED BEANS WITH PORK
Brands—Canada First, Simcoe, Quaker.

	Per doz.
Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	1 35
1 1/4's (20-oz.) Plain, per doz.	1 65
Tomato or Chili Sauce	1 90
2's Baked Beans, Plain, 2 doz. to case	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 30
1 1/2's Tall, Plain, per doz.	2 75
Tomato or Chili Sauce	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.	

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	2 00
12-oz. Glass, Screw Top, 2 doz. in case	2 40
16-oz. Glass, Screw Top, 2 doz. in case	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	2 95
2's Tin, 2 doz. per case	4 45

4's Tin, 12 pails in crate, per pail	0 76
5's Tin, 8 pails in crate, per pail	0 90
7's Tin or Wood, 6 pails in crate	1 26
30's Tin or Wood, one pail crate, per lb.	0 17 1/2

BLUE

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

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes 28 boxes in case	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

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

6c. LINES
Toronto Prices

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

10c LINES

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

Big Problems for Business in Canada

"CANADIAN manufacturers are to-day facing a great crisis.

"Are our industries to pass from their war-time activity to a state of protected idleness? Or are they to take advantage of the development of a normal decade, encouraged under the abnormal conditions which have prevailed since August, 1914, to establish export business on a new scale and win for Canadian people a substantial share of that wealth which will help to discharge the burden of war and maintain prosperity?"

"These are the questions which may be answered in the events of the next few weeks or months. Immediate action, direct and practical, is necessary. The appointment of a trade mission to England is one step in the right direction which should go far towards maintaining Canada's position as a factor in the industrial world. Further government co-operation of the same practical character in securing orders and arranging transportation and finances is necessary. But this is not all."

Above is a direct quotation from the leading article in THE FINANCIAL POST of November 16th, and in THE POST of that date and of subsequent issues, you will find further information on this intensely important business situation. It will be profitable for you to read THE POST every week at this juncture. Note this list of contents of the current issue:

Problems Which Must be Faced if Industrial Prosperity of Canada is to be Maintained.

Food Demands Make Farmers' Position Strong.

Post War Relations With the United States. The Adjustment Brought by War to the Stock Market.

World Shortage Likely to Keep Food Prices Up.

\$75,000,000 to be Spent on Ships by Government.

Allies in Europe Will Expect 50 Per Cent. Credit.

Life Companies Are Lifting Their War Restrictions.

Ending of War Should Bring Reduced Taxes.

Big Building Programme to be Carried Out. Peace Conditions Have Not Affected Grain Markets.

An Anglo-Colonial on Future of British Trade.

Bond Market Outlook Favorable.

Anxious Times Ahead for Fire Insurance Companies.

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

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

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

Name

Address

C.G.



Visitors Unwelcome

No youngster will voluntarily take more than one mouthful of anything he doesn't like even when he gets it in a predatory way. The boy in the picture seems to be well pleased with results so far and apparently is going further into this Jell-O matter.

Which reminds us that some beautiful Jell-O advertising matter awaits delivery free to any grocer who will write to us asking for it.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ont.

Made in Canada

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

Dairy Butter Wraps

Made from 30-lb. No. 1 Genuine Vegetable Parchment Paper, printed in two colors ink with design conforming to regulations covering Dairy Butter, size 8 x 11, packed 500 sheets to a carton.

ALWAYS IN STOCK

Special Printed Wraps to Order

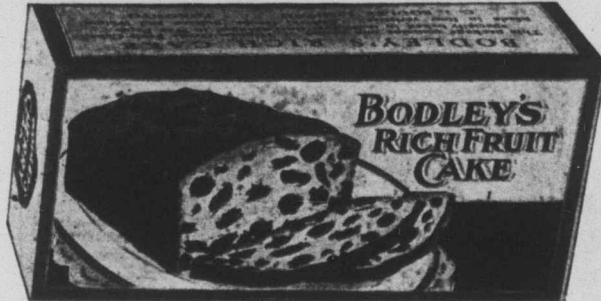
Business Systems Limited

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO

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

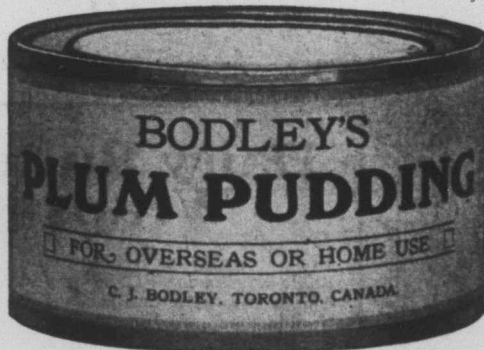
For the
Christmas Shopper



Bodley's
Rich Fruit Cake
and
Bodley's
Plum Pudding

These are two good feature lines for the Christmas shopping weeks.

We will be glad to quote you and suggest your writing us immediately. Our prices will keep both lines moving and leave you a nice profit as well.



C. J. Bodley, Limited
TORONTO

Canada Food Control License No. 5-309

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

- Size—
2½-quart Tall Cylinder Can
No. 1 Pint Cylinder Can....
No. 16 Jar
No. 4 Jar
No. 10 Can

YUBA BRAND

- 2½-quart Tall Cylinder Can.
No. 1 Pint Cylinder Can....
No. 10 Can

BORDEN MILK CO., LTD.,
CONDENSED MILK

- Terms, net, 30 days.
Eagle Brand, each 48 cans...\$9 25
Reindeer Brand, each 48 cans. 8 75
Silver Cow, each 48 cans... 8 40
Gold Seal, Purity, each 48 cans 8 25
Mayflower Brand, each 48 cans 8 25
Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

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

CONDENSED COFFEE

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

CARNATION MILK PRODUCTS CO., LTD.

All points east of and including Fort William, in Ontario, Quebec and Maritime Provinces.

EVAPORATED MILK

- | | |
|--|----------|
| | Per Case |
| Carnation, 16-oz., talls (48 cans per case) | 6 40 |
| Carnation, 6-oz. baby (96 cans per case) | 5 40 |
| Canada First, 16-oz. talls (48 cans per case) | 6 25 |
| Canada First, 6-oz. baby (48 cans per case) | 2 60 |
| Canada First, 12-oz. family (48 cans per case) | 5 50 |
| Canada First, 32-oz. hotel (24 cans per case) | 6 15 |

W. CLARK, LIMITED,
MONTREAL.

- Compressed Corn Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.49; 5s, \$29.90.
English Brawn—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45.
Roast Beef—½s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—½s, \$2.90; 1s, \$4.45; 2s, \$9.

- Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—½s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4.2s, \$7.75.
Corn Beef Hash — ½s, \$1.95; 1s, \$3.70; 2s, \$5.45.
Beef Steak and Onions—½s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80;
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken — ½s, \$5.90; 1s, \$8.95.
Boneless Turkey — ½s, \$5.90; 1s, \$8.95.
Ox Tongue—½s, \$3.85; 1s, \$7.95; 1½s, \$12.45; 2s, \$15.95; 2½s, \$17.50; 3½s, \$27; 6s, \$45.
Lunch Tongue—½s, \$3.45; 1s, \$6.75; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 6s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.35; Assorted, 1s, \$1.95; Soups and Bouillil, 1s, \$1.50.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.80; 3s, flats, \$2.95; 3s, talls, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1½s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$2.50; 2s, \$4.30.
Tongue, Ham and Veal Pates—½s, \$2.25.
Ham and Veal Pates—½s, \$2.25.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—½s, 75c; 1½s, \$1.40.
Plum Pudding—½s, \$2.45.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue — 1½s, \$14.50; 2s, \$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef — ¼s, \$1.75; ½s, \$2.85; 1s, \$4.15.
Mince meat—1s, \$3.45.
Potted Chicken—¼s, \$2.35.
Ham—¼s, \$2.35.
Tongue—¼s, \$2.35.
Venison—¼s, \$2.35.
Chicken Breast—½s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 33c; 12s, 31c; 24s, 30c; 50s, 30c.

"The Power of the West"

AS soon as peace is in sight, politics will again come into play in Canada and then the West may hold the balance of power. Such is the prediction made by J. K. Munro, special political writer, in November MACLEAN'S. He thinks that the Western tail may wag the Canadian dog and that this explains why statesmen and others are trying to-day to get both hands on the tail. An outspoken article—incisive, humorous, fearless, unbiased. Read it—"The Power of the West."

Germany Should Pay Canada's War Debt

Had Germany won the Junkers intended to seize and divide Canada. Writing in the November issue of MACLEAN'S MAGAZINE, Lieut-Col. J. B. Maclean contends that the war debt we have piled up should be paid in cash by Germany as one of the peace terms. He makes a vigorous presentation of Canada's case.

Chronicles of the Klondyke

The real story of the great gold boom is being told for the first time by E. Ward Smith, who was treasurer, assessor, clerk and tax collector of Dawson City during the Yukon stampede. His series starts with "My Recollections of Early Strikes"—Strange stories of how men stumbled on tremendous fortunes in the frozen North. The author knew everyone in the Klondyke and saw everything that went on at first hand.

Bright Stories—Vital Articles—Famous Writers

The important articles and the big stories that are being written in Canada by the best Canadian writers are always found nowadays in MACLEAN'S. Here's a partial list of the November bill:—

The Minx Goes to the Front

C. N. and A. M. Williamson

Better Dead—The Silly World of the Spiritualists
Stephen Leacock

The Strange Adventure of the Staring Canvas
Arthur Stringer

Family Pride - Theodore Goodridge Roberts

The Three Sapphires - W. A. Fraser

The Life of Mary Pickford - Arthur Stringer

We Must Tighten Our Belts - Henry B. Thomson
(Chairman, Canada Food Board)

Lenix Ballister—Detective - A. P. McKishnie

Business Outlook - Investment Situation

Women and Their Work - Books of the Month

World Happenings in a Nutshell.—"Review of Reviews Dept."

The periodicals of the world are searched to get the best articles on current events. For instance, November MACLEAN'S contains: The Starving of Lille, The True Story of the Jameson Raid, Germany's Fleet Will Come Out? Mysterious New City in France, The Woman Who Caused Russia's Defeat, Hypnotism Cures Shell Shock, How Turkey Planned to Butcher British, Queen Mary is Accomplished Letter Writer, Why Palestine Was Captured.

Buy an *Extra Copy* for Husband, Brother, Friend, and Send Overseas

Over 60,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

NOVEMBER ISSUE Now On Sale
At All News Dealers

20c Per Copy. \$2.00 Per Year.

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest Wholesaler.

Are You Ready FOR GOOD BUSINESS

BOOK your orders NOW for

White Spruce Butter Tubs
N. B. Egg Carriers
H. D. Egg Crates
Buggy Egg Crates
Brooms and Brushes
Fruit Jars
Paper and Twines

Walter Woods & Co.
 HAMILTON and WINNIPEG

WAR CONDITIONS

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

SPRATT'S

DOG CAKES

POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

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

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

COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., ¼-lb.	\$....
D. S. F., ½-lb. ....	....
D. S. F., 1-lb. ....	....
F. D., ¼-lb. ....	....

	Per jar
Durham, 1-lb. jar, each... \$....	
Durham, 4-lb. jar, each... ..	

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

Hotel	\$18 50
Household size	8 25
Small size	5 75

Prices f.o.b. Montreal.

THE CANADA STARCH CO., LTD.
 Manufacturers of the
 Edwardsburg Brands Starches

Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry....	.09½
40 lbs., 1 lb. pkg., White Glass .....	.10¼
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons.....	.10¼
100-lb. kegs, No. 1 white..	.10¼
200-lb. bbls., No. 1 white..	.10¼
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. ....	.11¼
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13¼
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13¼
100 lbs., kegs, Silver Gloss, large crystals .....	.11¼
40 lbs., Benson's Enamel, (cold water), per case....	3.25
20 lbs. Cases Refined Potato Flour, 1-lb. pkgs.....	.15
Celluloid, 45 cartons, case..	4.60

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared .....	.11¼
40 lbs. Canada Pure Corn..	.10¼
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.....	.20
(20-lb. boxes, ¼c higher, except potato flour)	

BRANTFORD STARCH
 Ontario and Quebec

Laundry Starches—	
Canada Laundry	\$0.09½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. 1.10	
First Quality White Laundry—	
8-lb. canisters, cs. of 48 lbs. ....	.10¼
Barrels, 200 lbs. ....	.10
Kegs, 100 lbs. ....	.10
Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs. ....	.11
8 in case .....	.12½
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case....	.12½
Kegs, extra large crystals, 100 lbs. ....	.10¼
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3.25
Celluloid Starches—	
Boxes containing 45 cartons, per case	4 50
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP.

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.25
2-lb. tins, 2 doz. in case....	4.80
5-lb. tins, 1 doz. in case....	5.40
10-lb. tins, ½ doz. in case..	5.10
20-lb. tins, ¼ doz. in case..	5.05

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs.....	\$0.07¼
Half bbls., about 350 lbs....	.07¼
¼ bbls., about 175 lbs.....	.07¼
2-gal. wooden pails, 25 lbs..	2.25
3-gal. wooden pails, 28½ lbs. 3 40	
5-gal. wooden pails, 65 lbs..	5 50

LILY WHITE CORN SYRUP®

2-lb. tins, 2 doz. in case... \$5.30
5-lb. tins, 1 doz. in case... 5 90
10-lb. tins, ½ doz. in case. 5 60
20-lb. tins, ¼ doz. in case. 5 55

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup	
2-lb. tins, 2 doz. in case	\$7.00
Barrels, per 100 lbs.	9.75
½ barrels, per 100 lbs.	10.00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.	
1 lb.	\$4.00
½ lb.	2.00
Robinson's Patent Groats—	
1 lb.	\$4.00
½ lb.	2.00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown	\$1.15
Card Outfits, Black and Tan..	4.15
Metal Outfits, Black and Tan..	4.85
Creams, Black and Tan	1.25
White Cleaner	1.25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED.
 EMPIRE BRANCH

Black Watch, 9s, lb.....	\$1 08
Bobs, 11s	0 92
Currency, 11s	0 90
Stag Bar, 8s, boxes 5 lbs....	0 96
Pay Roll, thick bars, 9s....	1 10
Pay Roll, plug, 9s and 6-lb. caddies	1 10
Shamrock, 8s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	0 96
Great West Pouches, 8s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 00
Forest and Stream, tins, 10s, 2-lb. cartons	1 20
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 20
Forest and Stream, 1-lb. glass humidors	1 50
Master Workman, 8s, 2-lb. cartons	1 00
Master Workman, bars, 6s, 2/3s, ½ butts, 9-lb. boxes, 3 lbs.	1 10
Derby 8s, 4-lb. boxes.....	0 96
Old Virginia, 12s.....	1 50
Old Kentucky (bars), 7s, boxes, 7 lbs.....	1 10

WM. H. DUNN, LTD., Montreal.
BABBITS

Soap Powder, case 100 pkgs... \$5 00
Cleanser, case 50 pkgs. 2 90
Cleanser (Koher) cs. 50 pkgs 2 90
Pure Lye, case of 4 doz. 5 60

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

FLORIDA ORANGES

We handle only the best Packs. Our first cars now in stock, the Famous

PARSON BROWNS

The best Orange shipped from Florida.

California Red Emperor Grapes

In kegs and Lug Boxes. Fine dry stock. Quality pack.

On account of heavy rains in California will probably be last of season.

ALSO BEST QUALITY IN

Florida Grape Fruit, California Lemons, British Columbia and Canadian box Apples.

The House of Quality The Firm for Service
Established 1861

HUGH WALKER & SON

Guelph, Ontario

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

California Navels

First car for season due Monday

Quality reported to be first-class

Florida Oranges and Grape Fruit

NEW COCOANUTS

Almonds Walnuts Filberts

Brazils and Shelled Almonds

WHITE & CO., LTD.

FRONT AND CHURCH STREETS

TORONTO

Phone M. 6243

Canada Food Board License No. 277

ORANGES

Florida Pineapples Oranges

Juicy, Sweet, High Color. Best of all, much cheaper.

Extra California Lemons

Reasonable prices again

Cranberries

Finest Late Keepers

Grapes

Finest California Red Emperors
In Drums and Lugs

Apples

Ontario, Nova Scotia and British Columbia, in boxes and barrels. All the best varieties.

DUNCANS LIMITED

NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS

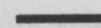
Canada Food Board License No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



When buying

insist

on this brand

Canada Food Board License No. 14-128

A display will immediately improve your sale of

Sani-Flush

The need for *Sani-Flush* is self-apparent. People are ready to buy it as soon as it is called to their attention by a local merchant.

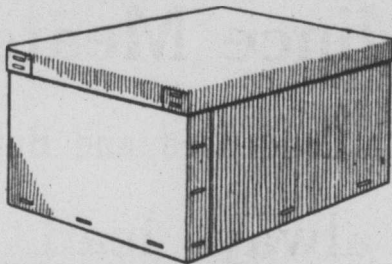
Some women are just a little timid about asking on account of it being used for cleaning water-closets. You overcome this embarrassment by showing a can of *Sani-Flush* on a counter where a customer may simply point to it and say: "Give me a can of that!"



Sani-Flush is different from other articles you handle and should be given special treatment.

Harold F. Ritchie & Co., Limited
10-12 McCaul Street
Toronto, Ont.

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

INDEX TO ADVERTISERS

A	K
American Pad & Textile Co. 9	Kavanagh Co. 63
Anchor Cap 6	L
B	Lambe, W. G. 12
Bain, Donald H., Co. 11	Lemon Bros. 12
Baker & Co., Ltd., Walter 12	Little Bros., Ltd. 14
Borden Milk Co. 1	Loggie, Sons & Co. 12
Bodley, C. J. 58	M
Bowes Co. 2	Macivor Bros. Co. 49
Bowser & Co., S. F. 9	Maclure, A. M., & Co. 11
Boxes, Ltd. 62	Mackay Co., Ltd., John 13
Business Systems 57	MacLeod & Co., D. J. 11
Butte Argyll 18	Maclure & Langley 12
C	McCaskey Systems, Ltd. 56
Canada Nut Co. 14	McCormick Mfg. Co. 4
Cane & Sons, Wm. 8	Magor, Son & Co., Ltd. 20
Canadian Milk Products 9	Mann, C. A., & Co. 63
Canadian Wood Products Co. 17	Marsh Grape Juice Co. 13
Carriage Factories, Ltd. 55	Marshall, H. D. 13
Channell Chemical Co.	Miller Bros. Co. 56
Inside front cover	Midland Vinegar 51
Clark, W., Ltd. 3	N
Connors Bros. 48	Nagle & Co., N. (Volpeek) 64
Chilliwack Evaporating & Packing Co. 15	National Licorice Co. 4
Cockburn Co., F. D. 11	Nagle Mercantile Agency 64
Climax Baler 64	Nelson, C. J. 14
Clayoquot Sound Canning Co. 14	Nootka Packing Co. 15
Church & Dwight 8	Nutrient Food Co. 63
D	O
Davies, Wm., Co. 47	Oakeys, John & Son, Ltd. 56
Dayton Scale Co. Back cover	Oceanic Oyster Co. 51
Defiance Packing Co. 15	Oury Miliar Co. 51
Dole Bros. 56	P
Dominion Salt Co. 8	Patrick, W. G., & Co. 12
Dominion Cannery, Ltd. 6	Paturel, Emil 51
Duncans, Ltd. 61	Pennock, H. P., & Co., Ltd. 10
E	Perry, H. L., & Co. 10
Eddy Co., E. B. 5	Pullan, E. 63
Eckhardt, H. P., & Co. 59	R
El Roi-Tan, Ltd. 14	Releg Co., Ltd. 46
Elliott, W. F. 12	Robin Hood Milling Co.
Escott, W. H., Co. 10	Front cover
Estabrooks & Co., T. H. 25	Rock City Tobacco Co. 52
F	Rose & Lafamme, Ltd. 15
Freeman & Co., J. L. 13	S
Freeman Co., W. A. 46	Scott, Ltd., A. B. 51
Fugita & Co. Inside front cover	Scott-Bathgate Co., Ltd. 10
Furnivall-New, Ltd. 51	Shaw & Ellis 46
G	Smith & Proctor 49
Gaetz & Co. 13	Smith & Son, E. D. 16
Genesee Pure Food Co. 57	Spratts, Limited 60
Gillespie & Co., The Robt. 14	Schofield & Beer 13
Grant, C. H. 11	Stevens-Hepner Co. 8
Griffin & Skelly 7	Sutcliffe & Pingham 55
Gray, John & Co. 52	T
H	Taylor & Pringle, Ltd. 48
Hargraves, Canada, Ltd. 9	Tobin, J., & Son 49
Hart, C. B., Reg. 13	Toronto Salt Works 63
Hygienic Products 62	Trent Mfg. Co. 63
I	Thompson, E. B. 63
Imperial Oil Co., Ltd.	Thompson & Co., G. B. 11
Inside back cover	Turton, J. E. 13
Imperial Rice Milling Co. 15	Toronto Pottery Co. 63
Ingersoll Packing Co., Ltd. 20	V
J	Vogans, Ltd. 63
Japan Tea 53	W
Jeffreys, Ltd., E. W. 48	Walker, Hugh, & Son 61
Jones, C. & J. 12	Watford Mfg. Co. 4
	Watson & Truesdale 11
	Wethey, J. H., & Co. 51
	White & Co. 51
	White Cottell's 63
	Williams Storage Co. 11
	Woods, Walter, & Co. 60

BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

Vogans Overseas
CAKE

Put up in one pound packages.
Order from your jobber to-day.
VOGANS, LIMITED TORONTO

JARS AND BUTTER CROCKS



Are needed in every household. We can supply you with the kind that sells. Write for price list now to —

The Toronto Pottery Co. LIMITED
Dominion Bank Bldg., Toronto

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE COTTELL'S
BEST ENGLISH MALT VINEGAR
QUALITY VINEGAR
WHITE COTTELL & CO.
Camberwell, London, England
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Avenue
TORONTO

All these ads will have position on a live page each week containing reading matter.

MARKET BRIEFS

Sugar has advanced from 45 to 55c per 100 pounds during the week. Refiners are now working on the new basis of costs for raws recently established on the new crop by the International Sugar Committee. Supplies are no more plentiful than they have been and are not expected to improve before early in the new year. The period represented by the next two months has always been one of stringency as regards supplies, and nothing is in sight to alter this condition this year.

Higher prices are again the order of the day on condensed and evaporated milk, new quotations being issued to the trade early this week. Condensed coffee and cocoa have also joined the upward movement and a higher level of prices is also ruling on these two lines.

The lifting of the embargo on raisins has made the trade as a whole feel somewhat easier in regard to this line. The loss of this business, along with prunes, peaches and apricots, was a serious item, and whereas full deliveries of orders are hardly looked for, there will be enough released to take care of pressing needs, it is thought. It is intimated the embargo has been lifted from prunes, peaches and apricots as well, but few, if any, of these are expected. The very small crops have been largely absorbed by Government orders and there will be a sufficiently large army maintained and fed to absorb bulk of supplies.

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.
The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.
Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.
NUTRIENT FOOD CO., TORONTO

HIGHEST PRICES PAID

for all kinds of
Poultry and Fresh Eggs
KAVANAGH PROVISION CO.
372 Bleury Street, Montreal
Telephones: Uptown 4620-4621 Night Up 1980
Canada Food Board License No. 9-960

Sugar Bags WANTED

WRITE
E-PULLAN TORONTO

GROCERS & BUTCHERS

Buy the Best
FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER
C. A. MANN & CO.
LONDON, ONTARIO
"Canada Food Board License No. 7-078"

These one-inch spaces only \$1.25 per insertion if used each issue in the year.

Wanted

CLASSIFIED ADVERTISING

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

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

WANTED

DEAD STOCK OF PATENT MEDICINES, drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

AGENCIES WANTED

GROCERY LINE WANTED ON COMMISSION by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

WOULD HANDLE BISCUITS, SYRUP, CONFECTIONERY. Good accounts. Big sales. F. J. Buote, Tignish, P.E.I.

WANTED—PAYING GROCERY BUSINESS in good live town. Box 456, Canadian Grocer.

SIDE-LINE FOR TRAVELLERS—INFORMATION wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.

SITUATIONS WANTED

EXPERIENCED LADY WISHES POSITION in general store. Apply Box 454, Canadian Grocer.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement.

If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

FOR SALE

CASH GROCERY BUSINESS AVERAGING \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

FOR SALE—ONE OF THE BEST GENERAL merchandise businesses in the County of Huron. Stock about \$7,000. Only store in village. Turnover around \$30,000 a year. Pressed brick dwelling and store. Retiring because of advancing age. Box 458, Canadian Grocer.

THE "WANT" AD.

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

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

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

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

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



PAPER BALERS

Turn Waste Into Profit

Made in 12 sizes.
Send for catalog.

Climax Baler Co.

Steel "Fireproof" Hamilton, Ontario

Cash in on Your Book Debts

Get that which is rightfully yours.

WE CAN TURN THOSE BOOK DEBTS OF YOURS INTO MONEY if you'll just authorize us to do so.

Our organization is big enough to collect quickly anywhere. Ask to see our special forms. They'll be mailed you free.

The Nagle Mercantile Agency
Westmount (Montreal) Que.

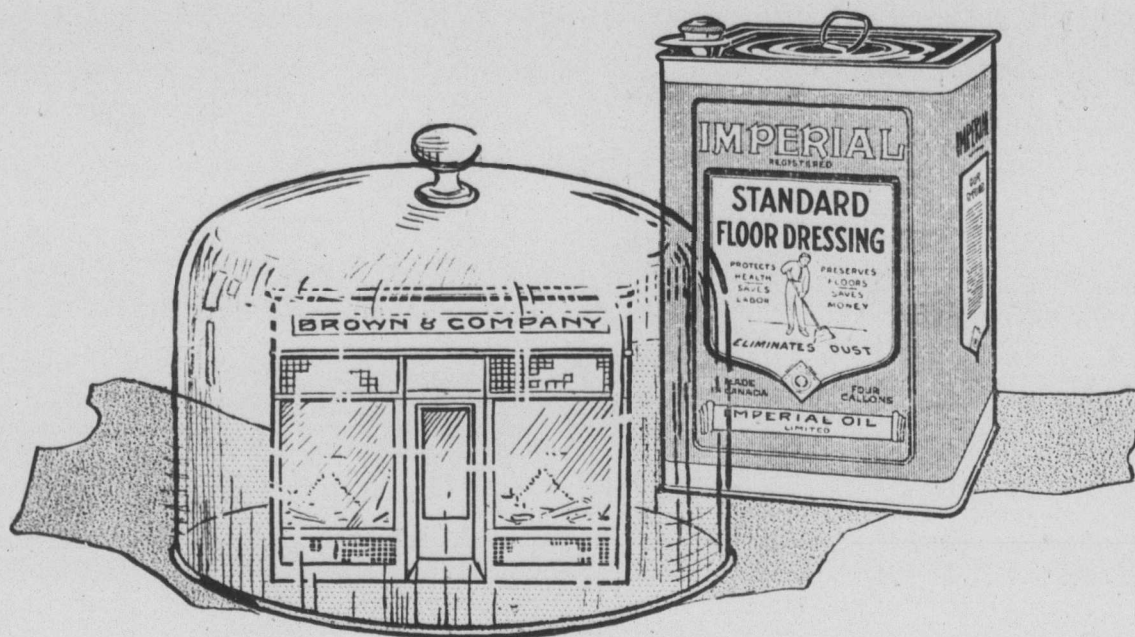
15 cents **VOLPEEK**
MENDS POTS & PANS

Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal



THE DUST-FREE STORE

DUST can never be kept out of the store, but it can be effectively controlled by the use of

STANDARD Floor Dressing

which when applied to your floors, definitely lays and holds 90% of atmospheric dust. This is a condition of affairs that the old fashioned mop and feather duster can never bring about. They only disturb the dust to settle elsewhere.

Standard Floor Dressing is economical. A single gallon suffices for 500-700 square feet of space or shelving, and lasts for several months. It may be applied with an ordinary floor sprayer. To keep the dressed surfaces in order, all that is necessary is to sweep off the accumulated dust and dirt regularly with a stiff brush or broom.

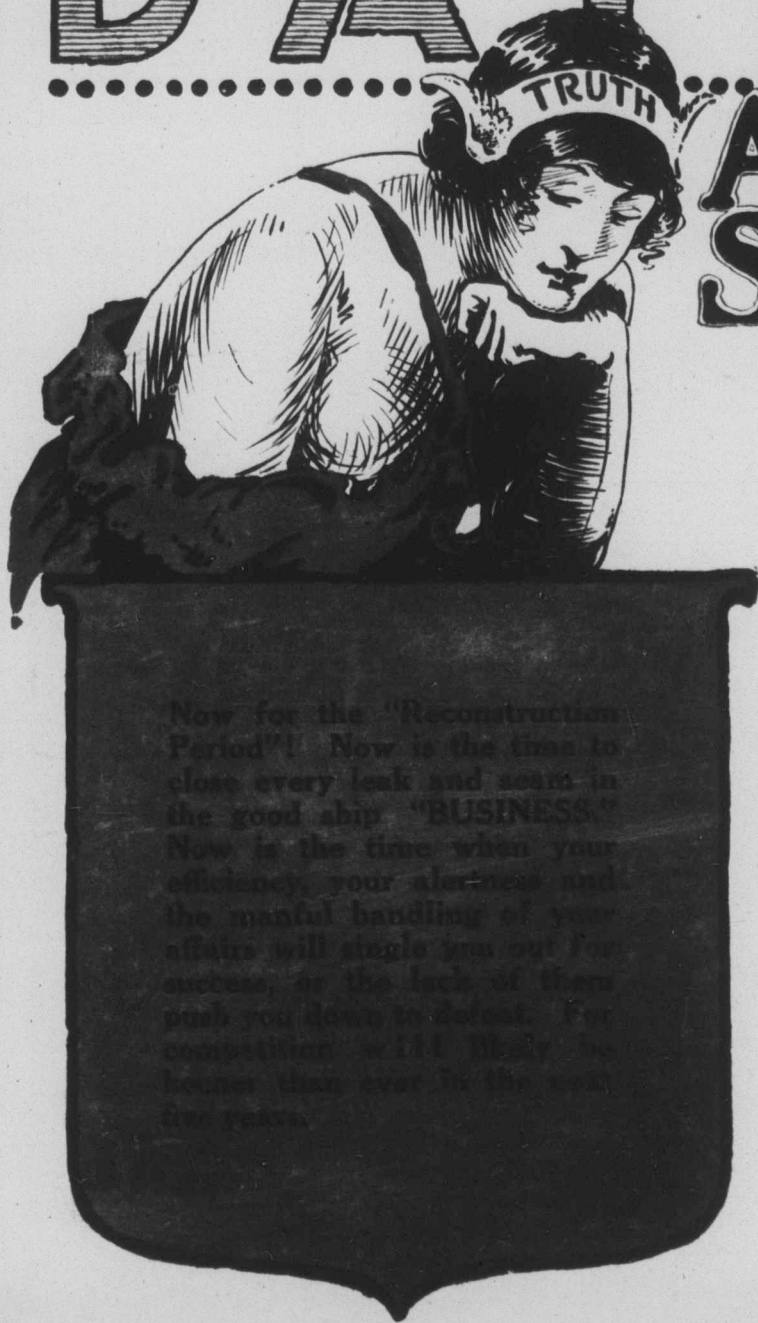
Floors treated with Standard Floor Dressing help to promote a fresher, tidier store, and cleaner, quicker-selling stock on the shelves.

Supplied in one and four gallon cans, and in barrels and half barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

DAYTON



Automatic Scale

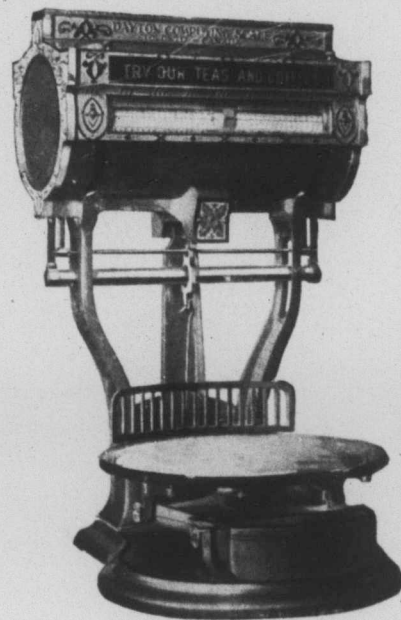
Here is a silent partner that will prove an ever-watchful guardian of your profits. The Dayton Automatic Scale protects you against "down weights" and mistakes in figure costs. It gets you full value for everything you weigh. It is a beautifully built, accurate, durable machine that is absolutely just to you and your business. The public like to see you use a Dayton. They know it's fair to them, too.

Now for the "Reconstruction Period"! Now is the time to close every leak and seam in the good ship "BUSINESS"! Now is the time when your efficiency, your alertness and the mental handling of all affairs will single you out as the one who will succeed.

Our latest Dayton Scale catalogue is very interesting. Let us send you a copy.

Dayton Computing Scales
Royce and Campbell Avenues, Toronto, Ont.

The International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.



The Dayton Automatic Scale.
"It stands for the Square Deal."
It's made in Canada.