

**PAGES
MISSING**

CANADIAN GROCER

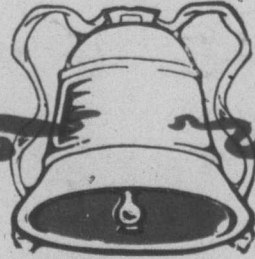
Member of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI.

PUBLICATION OFFICE: TORONTO, DECEMBER 28th, 1917

No. 52



May the New Year Bells
herald for you the dawn
of a most prosperous year

To you—the manufacturer, whose patronage we have enjoyed during the past year, we heartily wish abundance of Good Health, Happiness and Prosperity during 1918.

We assure you the same live resultful service:

Our unusual facilities for Storage and Representation.

Our 20 years' Selling Experience in the West.

Our keen, aggressive salesmen, constantly in touch
with BOTH WHOLESALE AND RETAIL
TRADE.

These are some of the reasons why you'll find our service a big factor in making 1918 a Prosperous New Year.

We sell direct to
the Retail Trade
CHRISTIE'S BISCUITS
and
**ROBERTSON'S
CONFECTIONERY**

Scott-Bathgate Co., Limited

Importers and Manufacturers' Agents

149 Notre Dame Ave. E. - Winnipeg

**We Wish You A Happy
And Prosperous New Year**

ST. LAWRENCE SUGAR REFINERIES, LTD.
MONTREAL

**PROHIBITION
BY THE BRITISH GOVERNMENT**

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

MUNITIONS OF WAR

This regulation precludes our manufacturing (for the present)

BOTTLE CAPS

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

BETTS & COMPANY, LIMITED

1 Wharf Road LONDON, N., Eng.

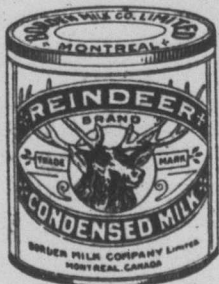
Cable Address: CHECKMATE, LONDON



A Prosperous New Year

awaits every grocer who makes a point of featuring such good quality customer pleasers as the BORDEN MILK PRODUCTS.

Resolve now, at the beginning of 1918, to show the Borden lines regularly and so link your store with the growing Borden demand. Success surpassing your fondest expectations is our New Year wish for you.



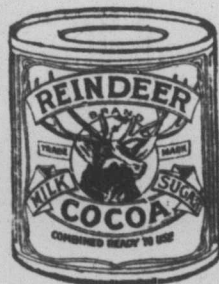
Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office:

No. 2 Arcade Building, Vancouver



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

Makes Your Selling Easy



It is easy to say to the customer that an ordinary extract is "good — you better try it." But that is *not convincing*. It is far easier to state briefly the convincing facts about

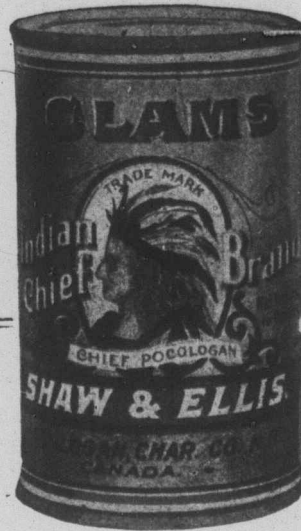
Shirriff's True Vanilla

Just let them know that Shirriff's is 50% stronger than Government requirements, less is needed to give flavor; Shirriff's is made from the best vanilla bean the world produces, namely, the Mexican; the Shirriff process takes a whole year. Shirriff's has a quality reputation of more than thirty years to maintain. It is guaranteed.

You see it is easy to sell Shirriff's because the quality enables you to state convincing selling facts.

Why not order a case to-day?

Imperial Extract Co.
Toronto



Every customer
will like
**Indian Chief
Brand Clams**

The high-grade goodness of these delicious Clams will win you the trade of the most discriminating.

Being put up the day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams are positively pure and always worthy of a strong recommendation.

If you're not already pushing this quick-selling line, begin now.

SHAW & ELLIS
POCOLOGAN, N.B.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINES

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

SOLE AGENTS FOR CANADA

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

Your Customers

Mr. Grocer, are to-day
studying **ECONOMY**
more than ever before.



Don't hesitate to tell them that

CLARK'S PORK & BEANS

are just what they want.
They are a perfect meal.

They Save Worry.
They Save Time.
They Save Labour.
They Save Money.



and for you they are the quickest sellers.

W. CLARK LTD.

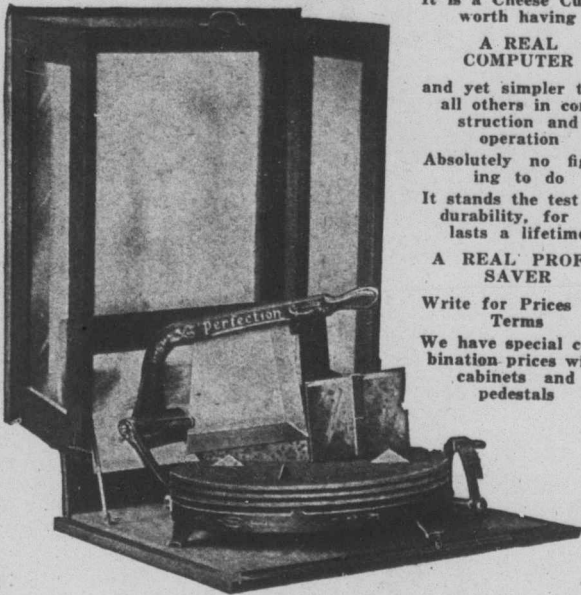
Clark's

MONTREAL

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

Perfection! Computing Cheese Cutter

(IT IS ALL MADE IN CANADA)



It is a Cheese Cutter worth having

A REAL COMPUTER

and yet simpler than all others in construction and operation

Absolutely no figuring to do

It stands the test for durability, for it lasts a lifetime

A REAL PROFIT SAVER

Write for Prices and Terms

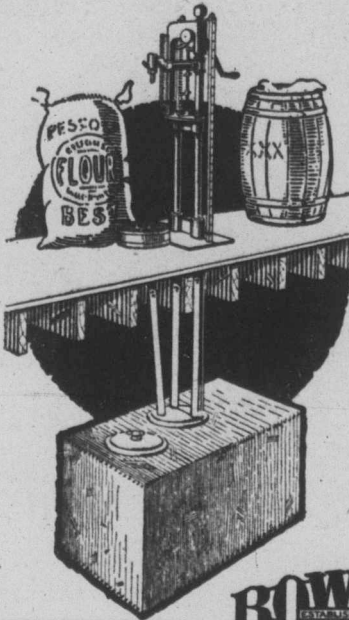
We have special combination prices with cabinets and pedestals

IT SAVES ITS COST in a few months and lasts a lifetime. BUY IT NOW.

IF BUSINESS is BAD or GOOD, you need a PROFIT-SAVER. BUY IT NOW

AMERICAN COMPUTING COMPANY
HAMILTON, ONT.

No More— Oil Fumes



The oft-times serious damage to food supplies by oil fumes is the result of the improper storage of oil. Fumes, on account of their ready mixture with air, are carried throughout the store, where all foods capable of absorption and contamination are rendered useless.

BOWSER

OIL STORAGE SYSTEMS

keep oil fumes (which are really the strength and body of oil) where they belong—with the oil—and prevent all other waste, such as spilling, dripping, over-measure, etc.

Every merchant handling oil should have a Bowser—it is a money-saver and profit-maker.

Write for literature—Now

S. F. Bowser & Co., Inc. TORONTO ONTARIO

Sales Offices in All Centres Representatives Everywhere



During the holiday season your customers want the best seeded raisins that they can get—They want the SUN-KIST kind.

The housewife has discovered that all seeded raisins are not alike—That SUN-KIST Seeded Raisins have an individuality all their own. They are California's best from Fresno County—packed under a brand of distinction—in a package of individuality and of quality unexcelled.

Cater to the best trade with SUN-KIST Seeded Raisins.

Wholesale distributors in every territory. ASK THEM



Canada's Best Will Stand The Test

For years Windsor Salt has stood every test for Purity, Quality and Savour.

It is the standby in almost every home—just as it is sold by practically every grocer.

Windsor Table Salt

Made in Canada
THE CANADIAN SALT CO. LIMITED

It's astonishing how quickly the demand for

OCEAN BLUE

increases wherever introduced.

Customers who pride themselves on spotlessly white linen and lace continually recommend it to their friends who pass on the information to other particular people. It is really worth your while to have your store associated with Ocean Blue.

Order from your Wholesaler.

HARGREAVES (CANADA), LTD.,

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

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

Everybody Uses Milk

Why not get a share of this trade?

By selling Klim—pasteurized, separated milk in powder form—you can get a big share of the milk business. Klim does not freeze, turn sour or waste. It is 100% body building food value and can be used either dry by mixing with other dry ingredients in cooking, or as liquid by dissolving in water. Klim is a fast-selling staple grocery food product. You should have it in stock. The advertising has created the demand. It sells easily.



Order from your Wholesaler.

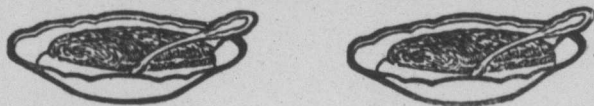
Canadian Milk Products, Ltd.

10 - 12 William Street, Toronto

More Nourishing Than Meat

Your customer who complains of the high cost of living is, no doubt, paying for a meat breakfast, now about five times the cost of a

Shredded Wheat



breakfast and without getting any more nourishment.

Tell your customers about the low cost and economy of Shredded Wheat and you'll get the benefit of our extended, far-reaching newspaper and magazine advertising campaign in which we are emphasizing these points.

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

"Made in Canada"

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ont.

Toronto Office: 49 Wellington Street East

Get acquainted with the Bulldog family



Get your customers acquainted with them.

Nineteen "Bulldog" Cleaners—and every one a customer-pleaser.

They have been shown, advertised and sold for fifteen years and are going stronger than ever to-day.

Be one of the dealers handling "Bulldog" lines. It will pay you.

John B. Paine Co., Limited

Factories at Toronto and Winnipeg

Agents:

Mowat & McGeachy, Saskatoon;
Oppenheimer Bros., Vancouver, B.C.

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

INTERNATIONAL BUSINESS MACHINES

Company, Limited

Capital \$2,000,000

Head Office
Toronto

Makers of

All Goods made
in Canada

3 Great Products

Controlling Men, Minutes, Money

Dayton Scales	Time Recorders	Hollerith Tabulating and Recording Machines
<p>L. A. DAVIDSON Sales Manager</p>	<p>FRANK E. MUTTON General Manager</p>	<p>ST. GEORGE BOND Sales Manager</p>
<p>Dayton Computing Scales Dayton Meat Slicers Dayton Computing Cheese Cutters Money-weight Scales Burk's Patent Bag Holder</p>	<p>International Time Recorders International Cost Recorders International Master Clocks International Secondary Clocks International Time Stamps</p>	<p>Hollerith Electric Tabulating and Recording Machines Hollerith Electric Sorting Machines Hollerith Card Punches Hollerith Punched Cards</p>
<p>Address:— International Business Machines Co., Limited Scale Division Royce and Campbell Ave. TORONTO</p>	<p>Address:— International Business Machines Co., Limited Time Recorder Division 270 Dundas Street TORONTO</p>	<p>Address:— International Business Machines Co., Limited Tabulating Machine Division 270 Dundas Street TORONTO</p>

Dayton Computing Scales are known the world over as the best for money on earth.

International Time Recorders are used in almost every progressive plant in existence.

Hollerith Tabulating Machines are recognized as one of the great machines of the age—mechanically classifying and sorting records in any conceivable way desired.

Our combined users are numbered in hundreds of thousands in every kind of business known.

Our \$2,000,000 capitalization in these times surely indicates our faith in Canada.

International Business Machines Co., Limited

Head Office: 270 Dundas St., Toronto, Canada

Frank E. Mutton, Vice-President and General Manager

Also at Montreal, Winnipeg, Vancouver.



Food Controller has granted us permission to manufacture

**Ralston Wheat Food
Purina Whole Wheat Flour
Branzos**

THE demand for these three wholesome Food Products is well established. This demand is growing in every community and will continue to grow because of their high quality and because they make excellent substitutes for expensive meats. With the great importance of food conservation being emphasized everywhere this latter fact alone will boost the sales and keep the dealer's supply moving briskly.

Season's Greetings

To one and all we extend our heartiest greetings. To those whose homes and shops are overclouded with the horrors of war, we extend a double greeting. Let us hope the year about to dawn may bring health, peace and prosperity to all. If we can serve you during 1918 we, will consider it an honor to enroll you as a new or old patron.

*The Chisholm Milling Co. Limited
Toronto, Canada*



NEVER BE WITHOUT A GOOD STOCK OF

“KKOVAH”

CUSTARD

IT PAYS TO FEATURE

“KKOVAH”

SALE AGENTS FOR CANADA :

Maclure & Langley, Limited

MONTREAL

TORONTO

WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

*Wholesale Grocery Commission
Brokers*

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

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

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

F. D. COCKBURN CO.

Grocery Brokers
Manufacturers' Agents **WINNIPEG**

THE H. L. PERRY CO.

214-216 Princess St., Winnipeg

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

Storage Distributing Forwarding

The Canada Nut Co., Limited

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

VANCOUVER, B.C.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES.

MANUFACTURERS :

Do you require first class representation? Write us. Satisfaction guaranteed.

GEO. W. GRIFFITHS & CO., LTD.
Manufacturers' Agents and Commission Brokers

402 Chamber of Commerce
Winnipeg - - Manitoba

G. B. Thompson & Co.

Wholesale Commission Brokers and Commission Agents

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

THE
Robert Gillespie Co.

MALTESE CROSS BUILDING

WINNIPEG

IMPORTERS, BROKERS,
MANFS. AGENTS,
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

WHOLESALE
GROCERY BROKERS

*Manufacturers' Agents
Commission Merchants*

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

Est. 1907.

Write us.

Correspondence Solicited.

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

120 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

C. H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents,

1206 McArthur Bldg., Winnipeg

We have the facilities for giving manufacturers first-class service.

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

TO MANUFACTURERS AND SHIPPERS

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

DONALD H. BAIN Co.

WINNIPEG

Head Office

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

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

Have you any
POTATOES, BEANS
to offer? If so, forward me full particulars.
FRED J. WHITE, Broker
Board of Trade Bldg. - Toronto, Ontario

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

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE IN ADVANCE.

PRICE \$2.10 Post Paid.

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

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

If you want
Split Peas
let us hear from you.
W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

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

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

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

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

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

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

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:
Calgary, Alta. | Vancouver, B.C.
Edmonton, Alta. | Hamilton, Ont.
Halifax, N.S. | Montreal, Que.
London, Ont. | Quebec, Que.
Ottawa, Ont. | Toronto, Ont.
St. John, N.B. | Winnipeg, Man.
Victoria, B.C. | Sydney, N.S.
Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager
Western Canada
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Buyers and Sellers of
**All Kinds of Grains and
Seeds**
Denault Grain and Provision Co.
LIMITED
SHERBROOKE, P.Q.

WANT ADS.

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

TRY IT OUT

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

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

WE WISH YOU
THE COMPLIMENTS OF
THE SEASON

C. B. HART, Reg.
*Wholesale Grocery
and Merchandise
Brokers*
489 St. Paul Street W.
MONTREAL

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

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

This service is for *YOU* and will only be of benefit when you use it. Send your enquiries along, they are welcomed. This service is *free* to subscribers.

USE THE BLANK FORM

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

COFFEE

- ☞ Are you giving attention to your Coffee trade?
- ☞ The fine aroma of freshly roasted and ground Coffee in your store suggests the purchase to your customers.
- ☞ Prices have not advanced. You can obtain a good profit and satisfy critical Coffee trade by handling our selected blends.

KEARNEY BROS., LIMITED

Tea Importers

Coffee Roasters

33 St. Peter St., Montreal

What will SUNSWEET do for you in 1918?

FOR months we have been busy building the groundwork upon which will rest our 1918 campaign to the housewives of America. We know pretty well what this campaign will do.

First—it will result unquestionably in a larger, day-in-and-day-out demand for prunes and apricots. Every force, every resource at the command of this State-wide, cooperative organization will be used to impress upon the minds of American housewives that SUNSWEET and Quality are inseparable.

It goes without saying that this quality-appeal will be reflected in the sales that go over your counter. Your customers will not only buy better prunes and apricots and buy them oftener; but they will ask for them by their rightful name, SUNSWEET.

We are not urging you to stock SUNSWEET on our mere say-so. We offer no wonderful promises, no glittering generalities. We merely ask you to ask yourself this simple question: "Is it not to my profit-advantage to know SUNSWEET better?"

Ask your jobber about it today!

CALIFORNIA PRUNE AND APRICOT GROWERS, INC.

San Jose, California

A cooperative growing and marketing association embracing more than 5,000 growers engaged in this industry in California



Sunsweet nature-
flavored
CALIFORNIA
Prunes and Apricots

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

Charbonneau

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

Are you displaying
IMPERIAL
Maple Cream
Butter?

CHARBONNEAU LIMITED

330 Nicolet Street - MONTREAL

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

A High Quality Favorite

Housewives who pride themselves on the excellent quality of their baking are strong for

COW BRAND BAKING SODA

You can't stock another line of Baking Soda so likely to please particular people.



Church and Dwight

LIMITED

Manufacturers

MONTREAL

HEINZ

Canadian-American Food Products.

57 VARIETIES

Canadian Factory, Leamington, Ont. Principal Factory, Pittsburgh, U.S.A.

Distributing Warehouses in Canada:
TORONTO MONTREAL

Canadian Distributing Agencies:

- | | |
|--------------|------------------------------|
| Halifax | John Tobin & Co. |
| St. John | Baird & Peters. |
| Quebec | J. B. Renaud & Co. |
| Ottawa | Provost & Allard. |
| Winnipeg | The Codville Co., Ltd. |
| Edmonton | The A. Macdonald Co. |
| Lethbridge | The A. Macdonald Co. |
| Calgary | Simington Co., Ltd. |
| Fernie, B.C. | Western Canada Wholesale Co. |
| Moose Jaw | The Codville Co., Ltd. |
| Saskatoon | The Codville Co., Ltd. |
| Vancouver | Kelly, Douglas & Co. |
| Victoria | Kelly, Douglas & Co. |



*Worth featuring at any
time—*

MATHIEU'S NERVINE POWDERS

Neuralgia, Headaches, Sleeplessness and other nerve complaints are effectively removed with Mathieu's Nervine Powders.

Free from harmful drugs such as morphine, chloral, opium, etc., these nerve soothers may be safely recommended to everybody requiring a quick and sure remedy for nerve troubles.

Stock Mathieu's Nervine Powders now and add to your profits.

J. L. Mathieu Company

SHERBROOKE, QUEBEC

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

Royal Acadia Sugar for that particular housewife

There is no sweetener on the market to-day with the high class customer pleasing quality of Royal Acadia Sugar.

Wherever sold Royal Acadia is a prime favorite. To buy it once is to buy it regularly and every sale makes a good profit for the dealer.

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

Are you well stocked?



The Acadia Sugar Refining Co.

Limited
HALIFAX, CANADA

MADE IN CANADA



"It's
The
Real
MacKay"

Established 1851

*Pearl
Barley
Flour*

An Unequalled Barley Food
for BABIES, INVALIDS and AGED PEOPLE
INVALUABLE TO NURSING MOTHERS
One pound net in every can. Every can
guaranteed

If your jobber hasn't got it, write direct

THE JOHN MACKAY CO., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada.

**NORWEGIAN
SARDINES** (STYLED
SMOKED
SILD)

NOTHING LIKE IT!
NO BONES
ALL MEAT!



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)

Apply: STANDARD IMPORTS, LIMITED, Montreal

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

WITH the Election and the Christmas rush over, the trade can settle down to regular business once more and make plans for increasing sales in 1918.

Consider the tea department well. It is here that many grocers are losing business to pedlars. Make a list of your customers and find out how many are buying tea from pedlars. Perhaps you will be surprised.

Make up your mind to get this business. It means more money in your pocket. And the most effective way to get this business is by offering your customers a distinctive tea — one they cannot get from the pedlars.

Red Rose Tea is distinctive in flavor and richness. It is not matched by any tea the pedlars sell nor any tea sold in bulk. With Red Rose as an ally you can win trade you are now losing to the pedlar and increase your tea sales in 1918.

Red Rose Tea
"is good tea"

T. H. Estabrooks Co.
Limited

St. John, Toronto, Winnipeg, Calgary



KEEN'S OXFORD BLUE

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

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

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

Keep well stocked.

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



It's Canadian
made. So push it!

The Cowan Co. Limited, Toronto

CANADIAN GROCER

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Co-operating with the Food Controller

Interesting Viewpoints on the New License Regulations—A Minor Matter of Delay in Delivery Due to Need for License Numbers—Broad View of the Situation—A Little Point re Sale of Cereals Already Licensed as Packages.

DEPUTY FOOD CONTROLLER APPOINTED IS UNOFFICIAL REPORT

DEVELOPMENTS in the proposed new regulations governing the food distributing activities have been limited during the past week. P. B. Tustin, the man who is largely responsible for the character of the regulations, has been spending the holiday season at his home in Winnipeg.

While no definite announcement has been made, CANADIAN GROCER has every reason to believe that Mr. Tustin has actually been appointed Deputy to the Hon. W. J. Hanna, the Food Controller, and that immediately upon his return from the West his appointment will be officially gazetted. Probably at the same time there will be published an Order-in-Council giving effect to the proposals itemized in last week's issue.

Mr. Tustin's appointment will be especially for the administration of the terms of this proposed legislation which will unquestionably invest him with large powers. He was, however, the choice of a joint meeting of retailers, wholesalers and manufacturers, as it was felt that his business training and ability and his familiarity with the long discussion of the pros and cons of the regulations eminently fitted him for the onerous task of administering their terms.

There will be an advisory committee in each province to assist in the administration of the regulations. This committee will consist of three retailers, three wholesalers and three manufacturers. None of these committees have as yet been appointed.

JUDGING from the views of several important manufacturers of food-stuffs from bacon to biscuits the disposition of the manufacturing industry throughout the Dominion is towards doing everything possible to help make a practical success of the Food Controller's latest licensing regulations. This was of course expressed in the manufacturers' resolutions given in the CANADIAN GROCER last week together with the full report of the proposed regulations, a report which has been read with interest in the CANADIAN GROCER by manufacturers, brokers, wholesalers, and retailers in every part of the Dominion.

Paths of Opinion Paved

Some of the earlier expressions of opinion which have reached CANADIAN GROCER are representative of many more. In no case has the idea of licensing the food distributor come as a surprise. Canada in this has been fortunate in having the United States' experi-

ence to guide and to pave the paths of public opinion, while of course the experience of Great Britain is also accessible to Canadian minds interested in the new system rendered necessary by the long continued warfare, and needs of the troops and of the Allied nations in the civilian sense.

Full realisation of these needs tempers the opinion of even those who have had reason to fear at first that the restrictions found necessary might depreciate and even ruin business structures, the work of years. Package goods manufacturers, for instance, who had feared at first that costly machinery for putting up their goods in the familiar forms and sizes might have to be left idle, are satisfied with the license plans for them, and though delay in receipt of licenses or notification of their numbers has been experienced disadvantageously at this juncture, the general feeling is in favor of the Food Controller's present efforts in the fair regulation of the package foods industry.

Waiting for Their Numbers

Retailers interested in consignments of package products just about the time the new regulations were announced specifying that each manufacturer was to have a license numbered with his particular number will appreciate instantly how delay in the issue of the licenses and their numbers has temporarily affected deliveries.

One package goods manufacturer informed CANADIAN GROCER that before he made application for license under the new plan he had orders for several hundred cases in hand. These he had to hold back from shipment as by the time they would be on sale the regulations would require each package to bear his license number. After he had made application and was waiting for his license more orders came along, and thus there was a little congestion due to unavoidable delay in shipment. Retailers awaiting deliveries of package goods may find in this fact the explanation of recent delays.

Patience the Best Policy

Fully in accord with the Food Controller's purposes, however, the package goods manufacturers have exercised patience, and the same good quality may be recommended to the retail trade interested. There may be delays before all retailers are in possession of their licenses and duly numbered on stationery, etc., but there need be no fears of restriction of business as a result. Fairness is found to be an attribute of the Food Controller's. Here is how one manufacturer interested in package goods expresses himself:

A Broad Viewpoint

An excellent example of the spirit of helpfulness towards the Food Controller is expressed in the opinion voiced by Douglas Campbell, of the Campbell Milling Company, Toronto. Mr. Campbell is frankly aware of the difficulties of administering a great licensing system, and from his merely personal point of view—like many another manufacturer—would wish to see avoided the necessity for having an army of officials em-

ployed non-productively in administering a license system

"I feel rather strongly about anything like that," said Mr. Campbell. "They have had endless trouble with this sort of thing in the United States and I wouldn't care to see anything like that at Ottawa."

But Mr. Campbell has cheerfully abandoned a popular small package of flour—the three and a half pound size—one of the best selling packages in order to meet the needs of the occasion with which the Food Controller is tussling, and here is the broad point of view Mr. Campbell expresses in regard to the question generally:

"The Food Controller is proceeding on a very fair basis so far. He has endeavored to secure co-operation of the food distributors without force, and has tried to outline a system by which the distribution of food stuffs can be under control. The system would seem to be simply to provide that the manufacturers do what is reasonable and according to what their conscience tells them is right considering the needs of the country in war time, and that the wholesale distributors and smaller merchants serve the people at a reasonable profit."

On the matter of premiums in packages Mr. Campbell expressed himself as on principle opposed to premiums.

Endorses License System

From flour and cereals to cocoa and chocolate is a step of some length but cocoa and chocolate have come to be regarded and rightly as food stuff scarcely less important than flour and cereals. The armies in Europe are getting fighting strength from cocoa and chocolate as well as from flour and bacon and cheese. "The Chocolate Soldier" was not just a consumer of candy, but a man who recognised food value. From H. N. Cowan, of the Cowan Company, Toronto, comes the following brief comment on the Food Controller's license plans:

"Chocolate and cocoa are very necessary foodstuffs. Their food value is undoubted. Chocolate and 'candy' are of course, two very different things. There is no question that foodstuffs at the present time should be controlled, and the only way to do it is by licenses or some such means of keeping tab on food distributors.

"As to premiums—personally I don't hold with the premium idea. We have never given premiums nor am I in favor at any time of premiums with foodstuffs. I don't believe in the principle."

Packers Accustomed to Plan

Food distribution on a most important scale is carried on by the great packing houses. There is nothing "new" about the application of some form of control to these great food distributors. This was pointed out by Alex. Hall of the Harris Abattoirs, Toronto. Mr. Hall, while disinclined to express much opinion at this stage as to the working of the plan with the retailer in view, said: "We have been for over a year under a system of not exactly licensed opera-

tion, but at least government investigation showing the Food Controller what we have, and what we are doing. This has worked satisfactorily enough. It is not up to us to raise objections at this time. We are to do as we are told by the Food Controller, and we are doing so."

Biscuit Manufacturer's View

That the whole innovation of licensing food distributors has a purpose beyond and apart from the necessity of food control and food conservation was the view expressed by Mr. Telfer, of Telfer Bros., biscuit manufacturers, Toronto.

"I think that these licenses are simply coming in to take the place of the liquor licenses done away with under prohibition, and that they are for revenue purposes," said Mr. Telfer. "The fees are small as compared to the liquor sellers' license fees but the number of the food distributors is much greater, and the amount realised will come to about the same I should think. There is no reason why the system should not work as well in the one case as the other, and as a means of regulating and conserving foods in war time it is no doubt advisable.

A Point in the Application Form

There is not much doubt that every person selling any sort of food product is going to be required to operate under license but a clause in the application form for license to put up cereal foods in small packages attracted the attention of Mr. Jackson, of the Roman Meal Company, Toronto. This clause raises a special point as regards the sales of package goods which are already covered by license to manufacture. The clause (No. 7) reads: "That wholesale dealers

and retail dealers shall not require a license to sell any breakfast food or cereal in original packages of less than 20 lbs. when such breakfast food or cereal has been manufactured under a license issued by the Food Controller."

Under this clause it would seem that a dealer handling exclusively such breakfast foods and cereals in such packages as are implied by the wording of the clause would not require any license since the goods themselves would all have been manufactured under license in any case. This may seem only a technicality and a trifle, but from such trifling technicalities troubles have been known to arise over food control in the United States.

The premium idea is not popular—that is not popular with the people who might present premiums. Curiously enough, with the people who really pay for the premiums in many instances (perhaps in all instances)—the consumers—the premium idea finds any popularity it possesses. The Food Controller has ruled against premiums of any kind with package cereals.

Mr. Jackson states: "The only form of premium (if you can call it a premium) which we have ever considered in connection with our product is a special cooker—fireless—with which the perfection of culinary results can be obtained for our meal. Maybe the Food Controller might not consider this a premium—it's a fine point whether an appliance to get the best food value out of a food stuff is a premium in the sense of a mere inducement to purchase—but in any case we are not considering our cooker idea for the present."

Fruit and Vegetable Licenses Necessary

Wide Range of New Order and Stringent Conditions—The Full Terms of the Order.

THE order-in-council of the Food Controller, No. 3,214, requiring the licensing of all fruit and vegetable handlers is a fairly comprehensive document, and deals with every marketing organization from growers' organizations to pedlars. The conditions, too, of obtaining and holding a license are fairly stringent.

The actual terms of the order are as follows:

1. On and after the first day of February, 1918, no person shall deal wholesale in fresh fruits or fresh vegetables without having first obtained a license from the Food Controller.

2. That all applications for such licenses shall be in Form A attached hereto.

3. That all licenses shall expire on the thirty-first day of December in each year.

4. That the classes of licenses for wholesale handling or dealing in fresh fruits and fresh vegetables shall be the following:—

Class I.—

(Division A.) Growers' Organizations: whose chief business is marketing, on a co-operative basis, members' crops only.

(Division B.) Commission Packers: packing and selling for growers' account on a commission basis only.

(Division C.) Buying Packers; buying from growers, packing and selling on their own account.

Class II.—

(Division A.) Wholesale Jobbers: selling to wholesale dealers, and through wholesale commission merchants, doing chiefly an inter-provincial and international business.

(Division B.) Wholesale Dealers: selling to retailers and wholesale pedlars.

(Division C.) Wholesale Commission Merchants: selling to retailers and wholesale pedlars on commission only.

(Division D.) Wholesale Pedlars: sell-

ing and delivering to retailers from wagon, truck or other vehicle.

(Division E.) Brokers: selling on brokerage basis only.

(Division F.) Auctioneers: selling at auction only.

5. That all licenses shall be issued subject to the following rules and regulations:—

(1) No license holder shall charge more than a reasonable profit or commission, or make any contract for future delivery or store in order to acquire speculative profits from a rising market.

(2) No license holder shall sell to any other license holder of a like class or division except on a split profit or split commission, and only one such sale of the same goods may be made.

(3) No holder of a broker's license shall charge any brokerage or commission on goods shipped to him for sale, if such goods are transferred by him to any wholesale commission merchant to be sold on commission.

(4) No holder of a commission packer's or of a wholesale commission merchant's license shall sell to himself any goods received by him to be sold on commission.

(5) Every license holder shall keep such books, invoices, vouchers and other papers and records as will enable the Food Controller or any person by him thereto authorized to verify any report or statement that such license holder is required to make to the Food Controller.

6. That the following shall be the fees to be paid for licenses granted under this order:—

Class I. Divisions A, B, C.—\$10 per annum for each division.

Class II. Divisions D, E.—\$10 per annum for each division.

Class II. Divisions A, B, C, F.—\$20 per annum for each division.

In any case where a license is granted after the first day of July in any year

one-half only of the foregoing fees shall be charged.

Dated at Ottawa, this 13th day of December, 1917.

W. J. HANNA,
Food Controller.

Vaseline Requires Tax Stamp

Many Merchants Have Been Selling Without a Stamp — Government Regulations Are Not Lived up to by Largest Manufacturers, and Consequently Stamp is Required.

MOST merchants who have been handling vaseline have in all good faith been selling it without the necessary stamp tax. They believed that it was a product that did not require the stamp. Vaseline, however, is a trade marked name and as such comes under the ruling of the War Stamp Act because there is no indication on the package that this trade marked article is manufactured in conformity with the regulation of the British or American Pharmacopoeias or the French Codex, which is necessary if such trade marked articles are to escape the stamp tax.

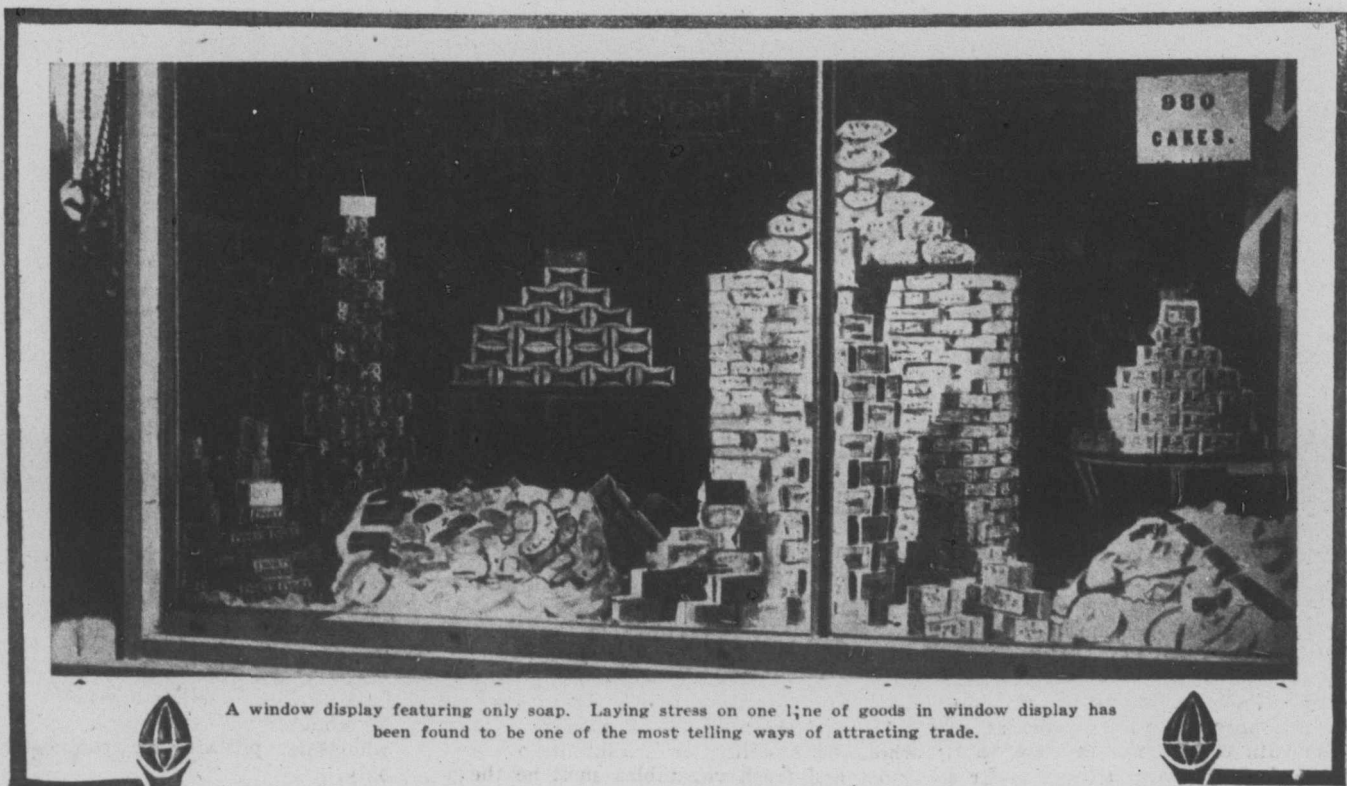
The clause of the regulations dealing with this matter is as follows. "If a preparation recognized by the British and American Pharmacopoeias or the French Codex is sold under a special trade mark or as the product of some special individual or firm, same is subject to the tax. The only exception to this rule is when the label of such preparation gives the name under which it is actually recognized by the Pharmacopoeia or the Codex and further gives

the information that it is prepared in accordance with the formula of the same given in the Pharmacopoeia or Codex.

For instance:—Jones' glycerin is subject to the tax unless the label contains the following information: "This preparation is prepared in accordance with the formula given in the Pharmacopoeia or Codex."

GREEK OLIVES AND OLIVE OIL

The olive crop for 1916 is reported as better in both quantity and quality than that of 1915, the production being 45,000,000 and 38,000,000 pounds, respectively. The green olives are used entirely for the production of oil, and only a very small amount is consumed locally. The yield of black olives for 1916 amounted to about 425,000 pounds; these, known as Kalamata olives, are the only kind exported, preserved either in salt brine or in olive oil. The oil produced from the green olives in 1916 was about 1,120,000 gallons, against 800,000 gallons in 1915.



A window display featuring only soap. Laying stress on one line of goods in window display has been found to be one of the most telling ways of attracting trade.

War is Demanding Standardization

Need for Uniformity is Being Met by Business Men of the United States—How Model Truck and Liberty Motor Were Evolved — What Government Asks the Organized Business Men of the Country to Carry Out.

By a Staff Representative at Washington.

Washington, D.C.

EVERY business man knows the importance and the significance of standardization. The word ranks second only to efficiency. It denotes the realization of modern business that waste must be eliminated — the kind of waste that produces the same article a dozen different ways and makes repairs and replacements a matter of tremendous difficulty.

With reference to standardization in peace time opinions are not unanimous. Some do not favor it entirely. They feel that competition in design and variety in process of manufacture are healthy factors in trade and the means of satisfying the widely divergent tastes of the public. Some feel that in certain lines of goods there will never be possible a very rigid measure of standardization. Others, again, favor the most complete degree of standardization all through. They would have uniformity enforced by law in as many lines as conditions would permit. All agree that in many things standardization is very necessary and very beneficial.

With regard to war there can be no question whatever, no difference of opinion. Standardization of supplies is as necessary as discipline in the ranks. Bullets must be made the same to a ten-thousandth part of an inch, rifles must be turned out absolutely to a model; guns, aeroplanes, motor trucks, gas helmets, everything used in the deadly business of war must adhere to set standards. This is the theory of war, at least; it is not always the practice.

The Moral of the Motor Truck

A young American engineer returned to the United States as soon after President Wilson's declaration of war as the limits of space and the handicaps of travelling out of France would permit. He had been serving with the French army in the engineering branch of the service for a couple of years, but got permission to return home as soon as his own country entered the war. In offering his services to *La Belle France* he had hoped, or at any rate expected, to assist in some of the more spectacular phases of war time engineering. It had developed, however, that he was on most intimate terms with the workings and the parts of motor trucks. No one was more capable than he in reassembling and doctoring disabled motor lorries. Accordingly he had been put in charge of a large workshop some distance back from the lines, where he worked anywhere from fourteen to eighteen hours a day—and saw to it that his staff did the same—at the highly useful if not spectacular business of repairing army trucks.

It was gruelling work in every sense

of the word. When a shell lands in the neighborhood of a truck, the result is not hard to imagine. Generally the wreckage is left to rust where it has landed and the Western front is strewn with mangled remnants of wrecked cars. The need for trucks is very great, however, and anything that can be saved must be saved. Accordingly the young American and his staff had to tackle repair jobs that would have made any garage man on this side of the ocean throw up his arms in desperation.

But the great difficulty lay in the matter of duplication of parts. The French army had recruited and conscripted cars and motor trucks from all corners of the earth. There were French cars, English cars, American cars. There were so many different shapes and constructions that the repair depot had to carry no less than 20,000 parts! When a wrecked truck was brought in for treatment, it had to be identified, its origin traced back, its particular make and model determined and then the proper parts found. Necessarily work was slow and the difficulties great.

On his return to the United States, this engineer was a strong advocate of standardization. He had seen the lack of it in its worst phase and, to use an army term, he was "fed up with it." He told of one incident that illustrated effectively the dire results of lack of standardization.

Three motor trucks were parked by the side of a road back of the French line—a big English truck, a French truck of an antiquated model and a converted Ford. A shell landed close enough to scramble the three of them. Only the English truck was left sufficiently intact to be worth bothering with at all, but some of its parts had been scattered about and, when the repair men came to gather that machine together, they struck the job of their lives. There was three of everything in the mass of wreckage.

Standardizing the Truck

It hardly required the testimony of this officer and others who had had a like experience to convince Uncle Sam of the need for proper standardization. It had already been determined that only one type of truck should be used with the American army.

The means of attaining this end was supplied through the agency of the Advisory Commission of the Council of National Defence. Committees had been appointed to act with the General Munitions Board. The Committee on Army Vehicles consisted of William Butterworth, of Deere & Co., chairman; A. N. Thielaus, Studebaker Corporation; R. V. Bond, Kentucky Wagon Co., and E. E. Parsonage, of the National Implement and Vehicle Association. A committee on

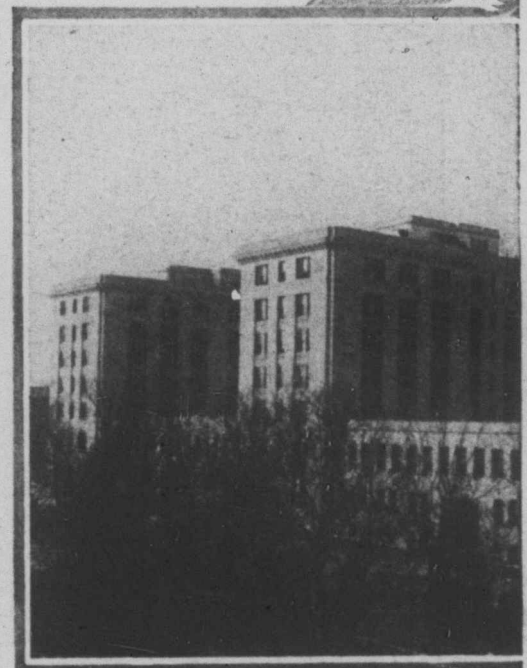
Armored Cars had also been appointed consisting of Col. J. H. Rice, of the Ordnance Department of the U.S. Army; Col. C. B. Baker, Quarter-master General, and F. A. Scott, of the General Munitions Board. Finally there was a committee on Automotive Transport, consisting of Karl W. Zimmerschild, of General Motors Co., Detroit, vice-chairman; Charles Clifton, representing National Automobile Chamber of Commerce; C. W. Stiger, representing motor and accessory manufacturers; H. L. Horning, representing tractor interests; Henry R. Sutphen, representing watercraft interests; Frank H. Russell, representing Aviation Engine Association of America; Coker F. Clarkson, secretary and general manager of Society of Automotive Engineers; T. W. Henderson, Henderson Motorcycle Co., Detroit, Mich.

The task of standardizing motor trucks for army use was in its various phases turned over to these committees of business men. The ultimate result was one of the miracles of manufacture that the war has brought about.

Engineers in Conference

The coöperation of all the manufacturers was first obtained. It was a very earnest evidence of coöperation that was demanded of them. They were asked to "go the limit," to throw in everything they knew to help in the planning construction of the perfect motor truck. They agreed.

New Government buildings in course of construction at Washington, D.C.



The concluding phase of the proceedings was when there gathered at Washington the head engineers of all the big manufacturers. They were collected together in one room, provided with plenty of material for the preparation of plans and then told to "go to it." It was impressed upon them that the country needed a truck as near perfect as was possible under existing conditions and that it was a patriotic duty with each and every one of them to help toward that end without a shade of reservation.

The story goes that the door was actually locked on them. This may or may not be true. But it is a fact that the conference brought forth wonderful results once they got down to work.

Imagine the situation; a score or more of jealous engineers who for years had been feverishly striving to excel each other in the improvement of truck construction. Each man there had shop secrets, exclusive processes, ideas that had been guarded as more sacred than the secret of the Sphinx; and they were asked to cooperate in the production of a perfect truck!

It did not take long for the ice to thaw. First one man laid a shop secret on the table, then another uncorked a hoarded kink and a third explained the nature of a projected improvement. In an hour all the cards were on the table and the group were up to their ears in details and specifications.

To-day every truck manufacturer has handed over to his rivals what was once supposed to be his chief stock in trade—his secrets of construction. But a truck is being produced for the use of the American army that will be as near perfect as it is possible to go to-day—a truck containing just one thousand parts where nearly two thousand were needed before. Every truck that goes to France will be of that model.

Activities incident to the war, have made enlarged quarters imperative.



The repair depots behind the American lines will carry one thousand parts only.

The Liberty Motor

The same story could be told with reference to the standardizing of the motor used for aeroplanes. It is, of course, generally known that the worth of a flying machine lies in the heart that drives it—speed, durability, facility, all depend upon the humming little mechanism in the nose of the machine. As the United States has felt, and perhaps rightly, that the only road to Berlin is one that cuts through the clouds—in other words, that the war can best be won in the air—the need for the finest motor possible was early recognized:

The same procedure was followed. The cooperation of the manufacturers was sought and obtained, the engineers were summoned to Washington and put into a room with the same instructions, "Evolve us a perfect motor." There was the same letting down of the bars, the same surrender of cherished secrets, the same mutual discussion of specifications and details.

The result was the Liberty motor. American aeroplanes will fly over the enemy lines with the assurance that the motive power throbbing in them comes from a motor that has all the good points American makers know and none of the faults they have been able to find and correct—a hundred per cent. machine as far as present knowledge goes.

In All Lines Now

The same idea is being carried through in all lines included within the needs of war. The army and the navy demand uniformity, absolute standardization, and Uncle Sam is putting the issue up to the business men of the country. On them is devolving the task of cutting straight roads through the rough hills of competitive construction. And the business men are living up to their task.

Reference has previously been made to waterproofing, as a line in which there was much mystery and mutual secrecy. Manufacturers jealously guarded their methods and processes from their competitors. Standardization for army purposes is being effected, however. Through the mutual efforts of the manufacturers the best methods are being determined for the waterproofing of clothing, tents, coverings, etc.

This is quoted merely as an evidence of what is going on in practically all lines.

And Now "Camouflage"

The standardization idea is being carried to all extremes and is being made to apply to what may seem the smallest details.

Every now and then a favorite artist drops from the pages of the magazines. His drawings are no longer seen and the public wonders what has become of him. In all such cases the answer is that he has gone into the service of the army. He is being employed on the devising and perfecting of "camouflage."

The war has coined many new words and phrases, but perhaps none more expressive or widely used than "camou-

flage," the art of concealment. The airship has provided the enemy with a far-reaching, all observing eye and it has become necessary to disguise batteries, hide roads and camps, cover "ammunition dumps" and, in fact, so change the appearance of everything the aerial observer can see that he will be deceived. The work must be well done, for the aerial observer uses a camera—and it is hard to deceive a camera!

With great thoroughness Uncle Sam is working on the standardization of camouflage. Hundreds of artists have been conscripted into the service and are being used in devising and preparing methods of disguise. They are attached to the various camps and the results that they obtain are duly reported. Information is exchanged among the various camps. Even this seemingly small phase of warfare is being worked out on a basis of absolute standardization.

The moral of it all is that the U.S. Government is obtaining tremendous results in the matter of standardization because the coordination of business men has been obtained. In no other way could the Liberty motor have been evolved. The system of national committees is making it possible to organize any industry to the point where anything needed for war purposes can be obtained.

Standardization is a matter for business men to handle and Uncle Sam has had the good, common sense to delegate it to business men.

And the results prove the wisdom of this course.

NOTED ITALIAN MERCHANT SIGNALLY HONORED

Announcement has been made that King Victor Emanuel of Italy has bestowed the Order of the Crown of Italy on John B. Ciceri, Toronto, Canada, in recognition of the marked success of his work in cementing good relations, trade and otherwise, between Italy and Canada.

Mr. John B. Ciceri, Sr., ranks amongst the foremost of Canada's honored Italian citizens and his life has been spent in building up an era of better understanding and good feeling between Canada, his adopted country, and the land of his fathers, Italy.

Mr. Ciceri's especially notable work of late has been his connection with the Italian Red Cross, which has received an impetus in this country second to no other outside of Italy itself.

The Order of the Crown of Italy is rarely bestowed outside of Italy and only then in recognition of special service to the Italian Fatherland.

Mr. Ciceri is President of the Chas. Ciceri Co., 38 Church street, Toronto.

PRICE OF WESTERN FISH TO BE REGULATED

Reports from the Food Controller's office indicate that the regulation of the price of Western winter-caught fish has been considered and a plan prepared. Joint action by the authorities of the United States and Canada is contemplated in order to make it effective.

How Coffee Sales Doubled Themselves

Goderich Grocer Finds Best Selling Argument is the Aroma of the Product Itself —
Not Only Sells the Product, but Many Other Lines as Well.

THE installation of a modern electric coffee grinder according to Mr. Dean, of Dean Brothers, Goderich, Ont., was a means of doubling and quadrupling the business done in this commodity in that store. The firm, according to Mr. Dean, had always made rather a feature of their coffee trade and had gone along from day to day thinking that they had about touched the limits of the possibilities in that line. The installation of a modern coffee grinder, however, proved that they were wrong in this regard.

In response to the enquiry as to how this trade was built up Mr. Dean stated that it had pretty well built itself up without any particular help from him. One thing he had noticed, however, was that the smell of freshly ground coffee in the store meant a very decided impetus in the amount of sales.

There is nothing that gives the attractive aroma of freshly ground coffee; it permeates the store and even beyond the store and naturally focuses the attention of the passerby as well as the customer on the matter of coffee. In that way there is no reason to introduce the subject of coffee sales.

Letting the Product Introduce Itself

The subject is introduced by the product itself. In this way they found that the modern coffee grinder was not only a labor saver, but a business builder as well and it was not very long before they began to find that their coffee sales had increased to a very considerable extent indeed, and were apparently continually increasing as more and more people began to realize that they carried and made somewhat of a specialty of this line. Moreover, in Eastern Canada people are

not naturally coffee drinkers, and it is a taste that can actually be cultivated. It is possible to introduce people to coffee who have never been extensive users, providing always that the service and the quality of goods are maintained. Mr. Dean takes great care to see that the quality of his coffee is maintained, and has found it possible to assure the standard of goods he has specialized in being always available.

An Aid in Selling Other Lines

But the aroma of coffee, according to Mr. Dean, is not only a means of selling coffee, but has proved a most effective means of selling other goods as well. He has noted in his own experience, time and time again, that the fragrant and appetizing aroma of coffee would not only suggest a pound of these goods, but many other things as well that without this suggestion might very possibly never have been purchased. In this way he has found coffee one of the prime factors in building up his business.

The Dean Brothers' store is an exceptionally well-placed and attractively-arranged store. Situated on one of the corners of the octagon that forms the heart of the City of Goderich, most of the people of Goderich pass its doors some time or other during the course of the day. Large bright windows give ample scope for attractive decoration, and the interior is arranged with a view to the very best and most sanitary display and handling of the goods sold. Modern bin fixtures and other equipment add to the attractiveness of the store. The central pillars in the store have had built around them square shelving that makes these otherwise objectionable fea-

tures one of the most effective means of display in the store.

Mr. Dean's brother, who is associated with him in the store, is conducting another store in Buffalo. In both these stores the brothers are jointly interested, though the management is in the hands of the resident brother. The father is also engaged in the grocery business in Buffalo; so it is evidently a family trait.

NICARAGUAN COFFEE CROP

The coffee crop of Nicaragua for the year 1917 is generally regarded as an average one, there being no indication that it will exceed the annual average yield of 24,000,000 pounds. Most of the coffee has been shipped from the three great coffee districts of Matagalpa, Las Sierras and Los Pueblos, and a quantity is still held in warehouses awaiting shipment to foreign ports.

Up to the end of July, according to the report of a large commission merchant, 17,289,929 pounds had been exported. These figures are regarded as reliable, although not authorized by the Government.

For the year 1916, according to the Collector General of Customs of Nicaragua, 10,452,839 kilos, or 23,044,329 pounds, of coffee were exported, the value being \$2,170,786, or a fraction more than 9 cents per pound.

SPINACH CROP IN HOLLAND IMPROVED—SOME SEED MAY BE AVAILABLE

According to official statistics, 10,057 acres were utilized for the raising of seeds in the Netherlands in 1916, of which 1,012 hectares (2,501 acres) were devoted to spinach seed. No statistics as to the area utilized for seeds are available for 1917, but it is presumed that it is practically the same as in 1916.

Although no exact statistics are available giving the production of spinach seed in the Netherlands for 1917, the Seed Bureau at The Hague estimates that it will amount to at least 2,204,600 pounds, which is considerably in excess of 1916.

Of last year's production 518,509 pounds were exported to the United States, but, as the Dutch Government has since placed an embargo on spinach seed, the prospects for the export of any of the current crop are not very bright. Producers, however, are in hopes of obtaining export licenses later on.



The Dean Brothers' store, Goderich, Ont. Mr. Dean, the manager of the Goderich store, is seen in the foreground. Note the modern equipment throughout.

Co-operative Delivery a Necessity

Conditions Making Some Delivery Reforms Imperative — Possibility of Government Action—Some Information Relative to the Inauguration and Management of Co-operative Delivery Systems.

THE question of co-operative delivery is one that is very rapidly growing in interest and in importance. War-time conditions, with their urgent need for retrenchment in every possible way, along with the ever-growing scarcity of men, have forced this matter more and more upon the public attention. In many places some action of this nature is becoming imperative. There is also a hint in the air that this is one of the matters that the Hon. W. J. Hanna has under consideration, and that some action that will make some definite decision on this matter an immediate necessity is not unlikely to occur at almost any time.

The one delivery a day campaign that is being so strongly urged is a step in this direction. The co-operative system, however, is not an attempt to cut down the service that the store can give to its customer, but merely to systematize this service, and to cut loose from many of the minor abuses that have crept in, which entail enormous waste annually, and do not actually serve any useful purpose.

More and more the smaller communities are turning to the co-operative systems. There are very many instances in Canada where this system has been tried, and tried with a large measure of success. Moreover, even some of the larger towns and cities have inaugurated such a system.

In the United States some elaborate systems have been worked out, taking in many large cities, but the bulk of the places where the scheme has been tried have from one to ten thousand inhabitants. The Commercial Economy Board of the National Council of Defence have recently been carrying on a series of investigations regarding this matter, and have arrived at some very interesting and useful data that might be of great moment to any community contemplating the introduction of such a system. Some of the results are noted herewith.

Substantial savings mark the success of the co-operative system in almost every town or city where it has been installed and maintained with care and forethought. In one city of 12,000 population 14 wagons replaced 20 under the old system. In another city of 15,000 population the system has proved to be so successful that the stock purchased at \$250 by each co-operating merchant when the system was organized ten years ago is now held at \$1,000. The system owns the building in which its offices and distributing stalls are located, and rents an 80-acre farm on which it is making a profit. One grocer in a town of 4,000 population has cut his delivery expense from \$1,638 annually to \$806, a saving of almost 50 per cent. A

merchant in another town reduced his delivery cost from \$675 to \$224 in one month. Eleven stores in another town report an annual saving of \$5,000. Elsewhere 9 wagons replaced 17. Under the new system in another city 11 men, 14 horses and 1 car replaced 21 men, 32 horses and 4 cars. And many other instances of savings could also be cited. Savings like these, however, are possible only when a system is well managed and earnestly supported by merchants and customers.

A careful scrutiny of co-operative delivery records in a list of forty-seven cities and towns in the United States indicates that the system has been successful in thirty cases, a failure in five, and doubtful as to results in twelve places largely because the system has been recently installed and results are still undetermined. These forty-seven cities are located in twenty States. One of these cities has a population of over 200,000, two over 125,000, three over 20,000, nine over 10,000, thirteen over 5,000, eighteen over 1,000, and one with less than 1,000.

From these figures it is evident that cities with a population of between 1,000 and 5,000 outnumber any other group in the list. Cities with a population of 5,000 to 10,000 come second, and those with a population of 10,000 to 20,000 come third. In other words, of the list of forty-seven cities, forty range between 1,000 and 20,000 in population. This, however, is not to be taken as an implication that co-operative delivery is not likely to be successful in the centres of population of over 20,000.

How the Savings Are Made

There are numerous elements in the saving made possible by co-operative delivery. The depreciation charges on vehicles are generally reduced. This results from the very nature of the system. Instead of several wagons or trucks covering a single district at the same time one does the work. In the place of a multiplicity of complete equipments one will do. Wagons are likely to go out more fully loaded. More deliveries are made per mile of driving. Several supervisors are replaced by one. A unified and more economical planning of routes is made possible. Accommodation deliveries are generally abolished, and in their place a specified number of regular deliveries is made to each household, according to a definite schedule.

Five Suggestions Prompted by Experience

Many suggestions could be offered to retailers who may wish to instal a co-operative delivery system. Five suggestions are given here which should serve as guide-posts to successful installation

and maintenance. All of these suggestions have been tried by experience. If they are followed carefully, it should be possible for inexperienced retailers to avoid certain pitfalls which beset the co-operative system.

Valuation of Equipment

First, secure an honest and impartial valuation of the equipment turned over by the co-operating merchants. This will save much trouble. In some cases that were examined by the board's investigators it was found that old harness and old wagons had been turned in at values far above their true worth. Where systems have been tried and found successful the valuation of all automobile trucks, horses, wagons, and harness turned in has been accurately and impartially determined. As the capitalization of the new company is based on the valuation of this equipment, it is evident that the figure should be set accurately. In some cases the appraisal has been made by an outside party. This has convinced each merchant that he was receiving fair treatment. If he refused to accept the figure set by the appraiser, he has been given the privilege of paying into the new company cash to the amount of the appraised value, and then disposing of his delivery equipment as he saw fit. In some cases the entire equipment has been sold outright and new equipment purchased. Whether this shall be done in any particular case must be decided strictly on the merits of the case. There can be no general rule on this point.

Advantages of a Central Station

Second, consider carefully the advisability of establishing a central station, where parcels can be redistributed according to route, where C.O.D. collections can be turned in, and where all of the business of the new system may be transacted. A central station is not necessary in all cases. In fact, the investigations made by the board seem to indicate that in the smaller towns a central station is not at all necessary. For example, in one town, which has been divided into four sections, each merchant arranges his orders for delivery in eight separate piles, two for each section. One pile for each section contains the cash or charge orders and the other the C.O.D. orders. The one delivery wagon makes four trips during the day, each time taking to one particular section all of the two piles of each merchant for that section. In a town where co-operative delivery can be worked out on such a simple basis as this a central station would be only an expensive bit of unnecessary organization. Ordinarily, the central station seems to be necessary only in the

larger towns and cities, where the volume of delivery sales is heavy and trade conditions more or less complex.

Arranging an Adequate C.O.D. System

Third, work out all of the details in connection with C.O.D. orders with care. This is an exceedingly important problem. It requires for its solution responsible drivers, a particular accounting system, and a definite arrangement with merchants as to when they may expect their returns. Irresponsible drivers will probably mean an inaccurate crediting of customers who make the C.O.D. payments, a careless handling of the money itself, disputes over the amounts turned in by the drivers, and trouble for the manager in turning over collections to the co-operating merchants. The accounting system itself need not be complicated. In many cases the system is surprisingly easy to understand and operate. If dependable drivers are secured and the accounting system is satisfactory, there should be no uncertainty about turning over collection. These conditions met, the system should be able to carry on its work harmoniously.

Fourth, put a capable executive in charge of the work. Above all things needed for the success of the co-operative system is good management. Make sure that the manager is satisfied with his salary. Upon him falls the arrangement of routes, the redistribution of parcels among the routes from the central station, the collection and care of the C.O.D. funds, the collection of payments from the co-operating merchants, the maintenance of harmony among the merchants in the system, and the speeding up of deliveries in accordance with a pre-arranged schedule. Satisfaction to the merchants and to the customers depends upon his efficient management. One way

to avoid criticism of the co-operative system by disgruntled customers is to make sure that all deliveries are accurately addressed. Under independent delivery clerks often mark names hurriedly, depending upon the familiarity of the driver with the trade to assure accurate delivery. Merchants will do well to break up this habit and see that names and addresses are complete and accurate. It will mean less trouble for the merchant, and certainly less for the manager.

Maintain a Hard-and-Fast System

Fifth, in taking over the delivery work for any merchant, let it be clearly stated in the agreement or contract that all deliveries are to be handled under the co-operative system, and that no separate deliveries are to be made by the merchant. This understanding is especially necessary when the work is to be done at a unit charge for each delivery. In a number of towns the board found that the system had fallen short of success, or even failed, because certain dealers had made a practice, under the charge-per-delivery method, of turning over their long hauls to the co-operative system, and using boys to deliver goods to customers within a few blocks of the store. This practice is almost certain to spell loss or failure for the co-operative system, because it takes the short profitable haul away from the system, and leaves it only the long distance haul, which may or may not be profitable.

An Illustration of a Successful System

A co-operative system was organized in a city of 12,000 inhabitants in the North-west. A company was incorporated under the State laws and the stock was taken up by the merchants co-operating in proportion to the value of the wagons, horses and harness that they contributed. In this way the new company acquired

20 wagons. Of these, however, only 14 were used under the new management, which nevertheless gave four deliveries a day, although that had been impossible under the old system. Moreover, by careful planning of routes the wear and tear on the wagons was reduced 75 per cent. and deliveries were made with regularity. Although costs of operations have risen, the system, which in this city is now eight years old, continues to be a source of considerable saving to the merchants interested and to provide satisfactory service to their customers.

Ten Years' Experience in a Middle Western City

In a middle western city of 15,000 population a co-operative delivery system was established ten years ago. Twenty-two stores joined the organization at the outset. Five have since joined. A stock company was organized. Each merchant turned over one horse and wagon appraised at \$150, and also \$100 in cash, representing a total investment of \$250, or 25 shares at \$10 a share. Five directors were elected. These chose a superintendent. Four deliveries are made daily—at 7.30 a.m., 10 a.m., 1.45 p.m., and 4 p.m. Light carting is done for the merchants in addition to the regular deliveries. A central station is used. Shoe, dry goods, hardware and other stores get their goods delivered at a rate of 7c to 10c per delivery. Grocers and butchers pay varying amounts under 5c under a coupon and C.O.D. arrangement.

Over \$600 was cleared last year by handling deliveries for outside firms. So successful has been the system in this city that it has been possible to purchase the building which contains the offices.

These are only a few of the instances where the system has been successfully operated.

Going After Trade with a Bulletin

How a Little Trade Circular May Become an Effective Selling Agent at no Great Cost—A Hamilton, Ont., Merchant Uses Method Successfully.

IN these modern times most men engaged in business are thoroughly sold on the idea of the advantages to be gained from advertising. The only question with most of them is how to make the amount of their advertising appropriation get the best results. Then, too, as the size of the town increases the actual selling power of one newspaper as far as the store in the suburbs is concerned at least actually decreases. This at least is the belief of D. K. Clark, who carries on a thriving grocery, meat and hardware business at Ottawa Street, Hamilton.

Despite this fact, Mr. Clark is a firm believer in the power of advertising, but he figures that only the advertising that reaches his customers, or people who might possibly become customers, can be of any value to him. Newspaper advertising here, he contends, might draw people to the centre of the town, but it will not draw them towards the out-

skirts, and his store on the outskirts in a thriving and progressive district. Therefore, he has had to develop his own form of advertising.

The Monthly Bulletin Idea

The idea that Mr. Clark has developed is the idea of a monthly bulletin that deals particularly with the interests and



The D. K. Clarke Store, Hamilton, showing the grocery and meat departments in the front and hardware department at the side.

also the needs of the community it is designed to reach. For instance, from that community there have gone to the front a very unusual proportion of men. Every family has a personal interest in the war. Mr. Clark himself has a son at the front, and all are eagerly awaiting news of any of the boys from that section. For that reason Mr. Clark tries to get for this bulletin items of news regarding these boys, scraps from letters, or items of unusual interest clipped from papers that would not be available to all the readers. Items, too, of local interest are dealt with. In other words, it is made the local organ of the district that surrounds the store.

Not a Great Expense

Now it looks as though the issue of a monthly four-page booklet might entail quite an item of expense.

This is not the case, however. There is a certain amount of labor connected with it, but if you set aside the item of labor the bulletin pays for itself. In the district in which Mr. Clark is located there is quite a collection of stores. These stores were interested in the bulletin and willingly joined in the scheme. Mr. Clark gave the assurance that there would be no competitive advertising on the bulletin. When a merchant took space to advertise a certain line he was assured that he would be the only one so advertising. There is one grocer, one shoe store, and one hardware, and so on. Each month there are 1,000 copies printed at a cost of \$11. Slightly over half of each page is devoted to the actual bulletin, leaving a place at the top and bottom for advertising. For this space on the back cover the charge is \$3 a month, and for the same space on the inner pages \$2.50, making a total of \$16 per month.

There is, of course, the expense of delivery to be set against this. It is a comparatively small item, however. Five boys do the work for a total of \$2.50. These boys go out under the supervision of Mr. Clark's son or the head clerk to make sure that none of the work is scamped, and the bulletins are actually delivered into 14,000 homes a radius of about three-quarters of a mile on every side of the store. These homes are all more nearly associated with this district than with any other. Therefore, it is advertising in which there is no waste. In the actual matter of expense, there is a revenue of \$16 against an expenditure of \$13.50, leaving a small margin to compensate for the time taken in getting out the bulletin.

Effective Advertising

It would seem to be an effective form of advertising, but is it? That is a question not easily answered. You can't question everybody who enters a store as to why they came; that system would lack graciousness, and would not tend to be helpful. So despite the desire to know just what the power of certain advertising is, it can only be determined by more or less indefinite means. Mr. Clark has noted enough of these instances, however, to convince him that there is a real pulling power in the idea.

THE BULLETIN

Issued monthly and distributed free throughout East Hamilton.
We want "The Bulletin" to be of real benefit to the people who read it. If you have any announcements of interest to East Hamilton, which you want the people to read, put it in "The Bulletin." See D. K. Clarke, 228 Ottawa Street, about it.

JUNE 1st, 1917 HAMILTON

How is your garden plot? We will all be experienced farmers next year.

Yes, it has been a cold Spring, but the farmers say such weather is really beneficial in that it retards the tender spring growth until all danger of frost is past.

Are the Mayor and Council going to dawdle along with the question of Gas Supply for Hamilton until next winter, and then let us suffer as before. It is a pity we haven't got a doctor on the Council, so he might give some of those gentlemen an injection that would give them energy to do more than merely talk.

If a boy had half the pride in the baby that his mother feels, he would shut it in the barn and charge 2 pias for admission.

How should the German rulers be punished for all the crimes they have committed during this war? Should not the Allies, when the day of reckoning comes, demand that the Kaiser and his men in authority, who have either directly or by consent outraged Belgium and Serbia, be hanged, and trust that at the judgment which all men must ultimately face, they will receive a punishment for Eternity befitting their crimes.



Better than Swatting Flies

Put Screen doors and Windows on your home and keep them out. We have all sizes.

Screen Wire 18 in. to 36 in. wide.
Lawn Mowers \$1.50 to \$5.75.
Lawn Hoes, 12c. and 15c. per ft.

We sell water and gas pipe, 1/2, 3/4, 1, 1 1/2, threaded, and all kinds of fittings.

Agents for
B-N ENGLISH PAINT
and
CHINA-LAC

D. K. CLARKE, 228 OTTAWA ST.

HARDWARE

The front page of the bulletin issued by D. K. Clarke, Ottawa Street, Hamilton.

One day it will be a woman dropping in to ask the price of some article illustrated in the last bulletin. Another time it is a stranger dropping in to ask if she might have an extra copy of the bulletin. Thus the buying public of the section is made familiar, not only with the name of the store, but with the store itself, and the chances are that when they need some article that the store has advertised that it is there they will go to get it.

A Developing Business

Mr. Clark has only been in business in this section for a few years, starting with a grocery store, that gradually became a thoroughly paying venture, and that was then further enlarged to take in a meat department. The latest addition has been the hardware department, that bids fair to put all the others into the shade. Each department has its separate quarters, though they are all connected by doorways. Mr. Clark himself keeps a general oversight on the whole business, though he has associated with him his son, who has complete charge of the meat end of the business, doing all the buying of that and the fruit, while Mr. Clark himself does all the buying for the grocery and hardware. In the few years that the business has been in operation it has grown into very fair proportions, and is a decided factor in the community.

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THE ALL-PACKAGE GROCERY CO. IN TROUBLE

Activity Described a Year or More Ago in Hands of a Receiver. Inability to Sell Stock Given As Reason

A year or two ago CANADIAN GROCER ran a description of an activity known as the All Package Grocery Com-

pany. In that article there was some suggestion that such schemes had not always proved successful and that there was a possibility that this one would not weather the business seas of two years. A despatch now comes from New York to the effect that the federal court of New York City has appointed a receiver for the All-Package Grocery Co., which for over a year has conducted a large number of retail stores in New York, Chicago and other cities. The action was taken on complaint of a stockholder, who claimed that the company's assets might be lost by the present management. He alleged that when he purchased 100 shares of stock in April, 1916, he was informed that a dividend would probably be declared either in January or July of this year, but no such dividend was declared. He further stated that the board of directors was under the domination of certain persons holding large blocks of stock for which they had not paid cash into the company's treasury.

The organization's troubles are ascribed to its inability to sell its shares to the public. The company was organized with a stock capital of \$25,000,000, but less than \$500,000 of it is said to have been sold.

The company started out with great promises. It manufactured some of its goods. It established weekly "schools" for its clerks and employed many schemes which appeared promising of real economies. Its prices were not materially lower than those of other well conducted stores, save on its own brands, on which it was able to undersell most of the "independent" stores. Chains have been less easily met in the competitive field. The cash and carry system generally prevailed, though latterly the company has had handcart delivery in some sections.

The chief comment in trade circles has been that the company seemed rather persistent in the continuance of stock sales, and curiosity has been expressed how long the capitalizing process would be necessary. It is said in some quarters that the recent difficulty in selling stock, with so many attractive ways for the small investor to use his money, led to a lack of capital, especially in the face of the company's need for ready capital to float its second unit of stores in Chicago. The company claimed six months ago to be on a dividend-paying basis in New York, but doubts of this have been expressed, based on trade observation of the apparent business being done in the stores.

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REPRESENTS CANADA'S INTERESTS BEFORE SUGAR COMMISSION

Mr. J. R. Bruce, agent of the Royal Bank of Canada in New York, has been appointed by the Food Controller to represent Canada's interests before the International Sugar Commission, which is now sitting at 111 Wall Street, New York city.



The pleasant surroundings of the A. G. Bain Co. Store, King Street, Hamilton.

Why Sugar is Scarce

Production of Foreign Countries Far Below Normal, and Many Sources of Supply Cut Off—Cuba Called Upon to Meet Exceptional Demands.

THE production of beet sugar in France this year has been estimated at only 207,000 tons, as compared with an average annual production during the five years before the war (1909-13) of 752,542 tons. Normal consumption in France is 704,830 tons. The beet sugar production of Italy has also been reduced from a pre-war average of 211,050 tons to 75,000 tons. The pre-war annual consumption of sugar in the United Kingdom was 2,056,000 tons, all of which had to be imported. About 70 per cent. of the supply of the United Kingdom came from countries from which it is now cut off by the war. Great Britain, France and Italy would require to import about 2,700,000 tons before the next crop—and most of it from new sources if they were to maintain their normal consumption.

But the necessity of conserving supplies of sugar, which was emphasized by the shortage of shipping, has resulted in stern economies among the Allies. Before the war, England had the largest per capita consumption of sugar of any nation—93 $\frac{1}{3}$ pounds per person per year. This has now been reduced to 26 pounds per person per year, or about one ounce per day per person. In Great Britain prices have now been fixed for jams and jellies. There is no sugar for

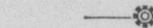
the home-made product. In France the people are on rations of 1.1 pounds per person per month, which the Government distributes at about 25 cents per pound. In Italy, because of the shortage of sugar supplies, the Government has set a retail price of \$1.25 for a box containing 2.2 pounds. In Germany the present sugar ration is only .77 pounds per person per month. In the United States and Canada the per capita monthly consumption of sugar is about 7.4 pounds.

Food Controller Urges Reduced Consumption

The Food Controller has asked Canadians to reduce their consumption of sugar by at least 7 ounces per week per person and, in order to provide larger supplies to meet the necessary requirements of the Allies, a further reduction to 3 pounds per person per month may be urged. Steps have already been taken to curtail the use of cane sugar in candy-making and the use of sugar or molasses in distillation of potable liquors has been prohibited.

About 50 per cent. of the sugar consumed in North America is imported from Cuba so that the Cuban product is the dominating market factor. The In-

ternational Sugar Commission, representing the Allied countries, as well as the United States Food Administration and the Food Controller for Canada, is endeavoring to secure the Cuban production at a reasonable price. By curtailing consumption in this country so that the necessity of securing the Cuban crop is not so urgent, the people of Canada will be assisting the Sugar Commission, the Allied countries and themselves in obtaining supplies for spring and summer at lower prices than would otherwise be possible.



U.S. FIRM INDICTED

Efforts to Maintain a Set Selling Price Bring Colgate & Co. Into the American Courts.

Colgate and Company of Jersey City were indicted by the grand jury in the United States Court here to-day for violation of the Federal laws by refusing to sell their products to dealers who would not agree to sell at the prices fixed by the company.

The indictment charges that Colgate and Company, manufacturers of soap and toilet preparations, for three years have engaged in unlawful practices in Virginia and elsewhere in the United States.

The indictment alleges that the defendants, through wholesale and retail dealers, fixed the price at which all their products should be sold, and refused to sell to dealers who would not agree to sell at the prices fixed by the company, thus suppressing competition.

CALIFORNIA FOOD GROWERS' ASSOCIATIONS FORM BIG ORGANIZATION

For Combined Advertising, Buying and Selling and Other Economical Advantages

Most of the California food growers' associations have combined into a big organization. Eight of them have already joined and others are expected to follow. This will control an annual agricultural output of about \$50,000,000. It will be called the "California Federation of Farmers' Co-operative Marketing Association," and the initial membership comprises the following:

California Prune and Apricot Growers Inc.

California Associated Olive Growers Assoc.

California Peach Growers Assoc.

California Associated Raisin Co.

Central California Berry Growers Assoc.

Sebastopol Apple Growers' Union.

Poultry Producers of Central California.

Poultry Producers of Southern California.

The three organizations that will be added are the Almond Association, the Rice Growers' Association and the State Dairy Association. All of the big organizations in California, with the exception of the California Fruit Growers' Exchange and the Walnut Association, are thus included in the membership.

Officers already selected are: President; Wyllie M. Giffen, of the California Associated Raisin Growers' Association; members of the executive committee, J. F. Niswander of Fresno and H. G. Coykendall of San Jose.

The new organization sets forth the following as its objects:

- (1) To secure co-operation on all problems of common interest.
- (2) To secure an interchange of thoughts, ideas and experiences.
- (3) To secure collective data on forms of organization and the dissemination of information relative to laws proposed and adopted, opinions and judgments of courts, commissions and tribunals involving the scope and limitation of the activities of co-operative marketing associations.

VILLAGE OF ANGUS, ONT., NARROWLY ESCAPES DESTRUCTION

The little village of Angus, near Camp Borden, narrowly escaped being wiped out by fire early Monday evening. From some unknown cause fire started in the second storey of Lee & Co.'s grocery and soon spread to a vacant store adjoining, and to an oil storehouse next to the post office and general store of H. L. Tarbush. Fortunately the storehouse was empty, but the fire, fanned by a strong north-west wind, made rapid headway in the frame building and several roofs 500 or 600 yards away were set afire. As the village has no fire-fighting appliances, it was difficult to arrest the progress of the flames, but a force of two hundred men proved equal to the occasion and kept the

fire confined to the first three buildings mentioned. All the properties destroyed belonged to L. S. Lee, whose loss is estimated at \$8,000, with some insurance.

CHEESE BOX MILL DESTROYED

The Harman's mills at Fullarton, Ont., were destroyed by fire early this week.

The mill, which was a large one, was used as a sawmill, cider mill, and cheese box factory. His loss will be heavy, with \$3,000 insurance on the building. The machinery is ruined, and 16,000 cheese box sides, representing nearly a year's output and valued at \$6,800. The mills gave employment to a number of men the year round.

How Can I Collect Those Old Bills?

By JAMES H. COLLINS.

Illustrations by Jessie Gillespie—
Reprinted from "Every Week"

THE sudden cold snap had frozen water-pipes all over town, and the electric light company was thawing out its equipment with a storage battery truck. A saloonkeeper pleaded with the foreman to help him get water—plumbers were unobtainable and he was losing business. The foreman was touched. He made connections from the truck batteries to the saloon pipes, turned on the electric current, and in a minute or two the water was running again.

"Five dollars," said the foreman. But the saloon man hesitated. That seemed a lot of money for five minutes' work—now that he had water once more.

The foreman was a born collector. "Just reverse that current," he said to an assistant, "and freeze him up again."

"Hey! hold on!" shouted the saloon man. "Here's your money—I was only foolin'!" And he paid eagerly, not knowing that the foreman had ordered an electrical impossibility.

To persons outside the collection department of a business it often seems as if the granting of credit and securing payment of bills might be full of difficulties and uncertainties. But, really, this department of a business can be conducted on definite principles to secure definite results.

The first thing in prompt, clean collections is to use judgment in extending credit. Customers can be gauged by classes, lines of business, residence localities, wealth, and other indications, and the trustworthy separated from the doubtful.

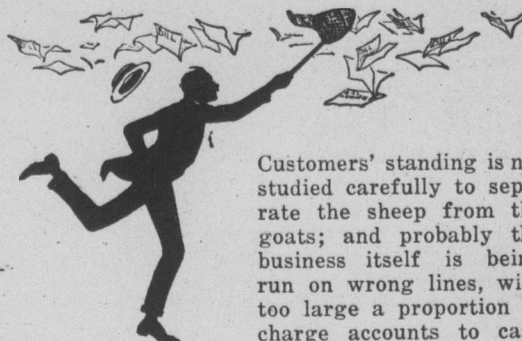
The next thing is to be prompt and systematic in mailing bills and asking for payment.

Third, have some way of punishing the tardy debtor.

That covers about all the elements of skilful collecting.

Add a collection man whose heart is in his work, and the money will come in.

Bad collections can always be traced, first of all, to careless granting of credit.



Customers' standing is not studied carefully to separate the sheep from the goats; and probably the business itself is being run on wrong lines, with too large a proportion of charge accounts to cash customers. This indicates careless salesmanship, and too many bad debts, which make high prices and short profits—foundation of the business all wrong.

Wise credit arrangements mean a better selection of customers, and also a better system in dealing with them. They are given to understand that bills are due on a certain day, and all the terms are clear, and the collection man asks for payment promptly on that day, with maybe a reminder several days in advance. Promptness and clear understanding lead to payment in three-fourths of the cases; for even debtors instinctively respond to straightforward dealing on the part of creditors, paying the concern that is businesslike, and putting off settlement with the one that is careless and tardy.

Sometimes a very little improvement in collecting methods will make all the difference in the world in prompt payment. A large instalment house sent bills to customers every month, and got a fair proportion of collections. When the collection man adopted the device of sending a printed return envelope

with each bill, making it easier for customers to mail back money, the collections improved twenty-five per cent.

Punishment of a tardy debtor does not mean a lawsuit for the money due, or browbeating through attorneys, or other unpleasant practices. It may be enough to show him that slow payment is hurting his own business standing—if he does not pay promptly he will not be entitled to discounts, or it will not be advisable to sell him such quantities on credit. The old-time way of collecting hard accounts was to turn them over to attorneys, on the assumption that debtors were dead beats, and get the money by hook or crook, along with the lasting enmity of the debtor. But the present-day method is to take the whole question up with the debtor, learn all the facts, make such business adjustment as will enable him to pay, and hold his friendship and trade.



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H. T. HUNTER - - - - Vice-President

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EDITORIAL BRIEFS

DISCUSSIONS as to whether a merchant should apply an advanced price to stock on hand or not usually end with the advocates of either procedure holding to their own views. There is no uniform method adopted although it is generally supposed that the dealer keeps his prices level with the market but this is not always the case.

The right of the merchant to ask the increased price for his goods on hand which have advanced is generally conceded, just as a decrease would result in his having to mark his goods down. However, there are many merchants who prefer not to take advantage of a change in price, their justification being their desire to speed up turnover.

With such a varied practice, some confusion undoubtedly results and more so under present disturbed market conditions. However, it might be taken into account that the rapid changes which have gone into effect since the outbreak of war will in many cases undergo a revision downward when abnormal conditions cease to exist. It is on a rising market that the merchant must increase his bank balance and in this way prepare for the day of the declining market.

THE MISTAKEN CLAMOR OF THE PUBLIC PRESS

THE Toronto *Star* in a recent editorial under the caption "Page Mr. Hanna, Please" adds another to the long list of newspaper solutions for the difficulties of the high cost of living. It is sorrowful to note the amount of wisdom wasted by the arm chair economists of the newspaper offices on an obdurate Food Controller.

Of course the argument in this case as in most others is the old time-worn one that the Food Controller should fix prices on all articles of food. Fortunately Mr. Hanna is wise enough to disregard this clamor and go upon his way meeting the question according to his own best judgment.

The *Star* speaks rather scornfully of the literature of the Food Campaign. That literature is directed toward conservation, and we make no doubt that it is having a fair measure of success. After all saving food is the prime necessity. If the Food Controller listened to every whimper from the newspapers and arbitrarily used his powers to set prices, he would not curtail the demand for these goods but augment it. The one little ray of satisfaction in high prices is that they limit the number of consumers and so conserve the supply. Setting prices might cause a few yelps of joy among the newspaper theorists, but it would be at too great a cost. Food must be saved. There is no way to add to the available supply now; prices do not affect the matter in any way. It must be saved by the sacrifices, self-denial and restrictions of the people. In encouraging this spirit Mr. Hanna has chosen the wise part and he will have the co-operation of the thinking people in his campaign.

WHAT IS A REASONABLE PROFIT?

HERE is a problem that has been troubling all of us. There has been such a hubbub about merchants charging no more than a reasonable profit, but nobody seems to be quite sure as to how you would describe a reasonable profit. President Wilson has answered the question in part at least. He has issued an order to Food Administrator Hoover to hold the trade down to the "normal average profit obtained in the period prior to the declaration of war in 1914." This the President believes was a "just, reasonable and fair profit."

HERE is a thought from across the border. It appeared in *The American Miller*.

"The Canadian Food Controller evidently was not familiar with the ancient cracker barrel in old-time grocery stores, or he would not be so sanguine about the economy and desirability of selling food from bulk goods. That barrel was a horror from a sanitary point of view and only the grocer ever saw the waste and contamination at the bottom of it."

Fortunately the Food Controller has seen the light.

A DRY CANADA

THE first act of the Union Government was a drastic one, destined to make Canada dry from coast to coast within a brief while. Quebec will be the only province to suffer greatly and probably even here, this action will have been discounted. It has long been evident that a dry Canada was only a matter of time.

Tin Plate Situation Uncertain

Governments of Canada and United States Investigating Actual Requirements — Will Probably Distribute Supply According to Necessity Shown.

THERE has been a great deal of uncertainty of late over the tin plate situation and a great variety of opinion is abroad, much of which is based on no actual knowledge. It is known that last year the situation was serious enough to warrant a good deal of uneasiness, and that the limitation of tonnage that still exists must of necessity still be a disturbing factor. The renewed activities of the great munition plants and the consequent difficulty of getting steel plate is another serious factor.

There has been no suggestion to date, however, of any actual famine in the product. All the activities relative to the matter have been to conserve the supply for the most urgent demands. At present there are investigations under way to determine what are the actual requirements of varying lines of activity on both sides of the line. It is expected that once these investigations have been completed that there will be an apportionment of the available supply. Just now liberal this apportionment may be to Canada, nobody is able to say, but as the United States dealings with this country in other lines has been of a generous nature there is no reason to greatly fear on this point.

T. N. Anderson of Hamilton, sales manager for Canada of the American Can Company speaking of the matter states:

"There are all sorts of rumors and uncertainties regarding the tin can industry for the future. No one knows or will venture to say what action either Government might take on this question. Practically all of the plates used in Canada during the war period have come from the States and the States have used very extraordinarily large quantities of plates under to-day's conditions. As far as we know Canada has not been handicapped to a point worth mentioning to date and in these unusual times we cannot worry too much about the future under conditions quite beyond the control of tinplate users.

"Both Governments are accumulating data which will show tinplate consumption divided by lines for several years past and estimates for next year. Our belief is that this information will be used by the United States Government as a basis for determining the future and deciding how much tinplate they can spare for export shipment to this country and others."

Fred Whittall of the A. R. Whittall Can Co., Montreal, is slightly less optimistic than Mr. Anderson.

"The United States" he says, "Government will not allow any export of tinplates at the moment for other than the manufacture of containers for perishable

food products. Clear and concise information relative to the purposes for which supplies are to be used must positively accompany all requests and no supplies are permitted forward in any case without licenses for each separate

Terms of the Last Package Goods Order Much Uncertainty on Part of Many as to Actual Conditions Prevailing Under New Order—Wheat Food Licenses May be Abrogated at a Month's Notice.

THERE has been so much discussion about the famous order-in-Council forbidding the use of packaged cereals, now happily deceased, that there is a good deal of uncertainty as to just what the present situation is. The first requisite now for the manufacturer of package cereals is the license without which he may not operate. It is interesting to note that wheat products occupy a different place from any other products. The manufacture of products composed either in whole or in part of wheat, even when licensed, may be forbidden on one month's notice if the Food Controller judges such action to be necessary.

The full terms of the order are as follows:—

The Order-in-Council

Whereas by order-in-Council dated the nineteenth day of October, 1917, it was amongst other things provided that the Food Controller shall have the power to grant licenses in such form and upon such terms and conditions as he may prescribe, for the sale of any foods known as breakfast foods or cereals in original packages of such lesser weight or size than twenty pounds as he may deem expedient, and may by written order exempt from the provisions of this ordinance any particular class or classes of persons, communities or places during such period or periods as may be described in such order, and may from time to time revoke or change any such order:

And whereas it is advisable in the public interests to make the following order:—

Therefore, I do hereby order:—

1. That on and after the first day of January, 1918, no manufacturer of breakfast foods or cereals shall manufacture for sale in the Dominion of Canada such breakfast foods or cereals in original packages of less than twenty pounds without first obtaining a license from the Food Controller for each kind of breakfast food or cereal manufactured.

2. That there shall be printed or marked on each package, in such clear and legible manner that it may be easily read by the consumer, the name of the

lot." Mr. Whittall states that he understands that consideration is now being given a request for some material for paint containers but that this is still under advisement by the government's board. Tinplate can be bought in the States at the present time, but in most cases it will be of little advantage to the Canadian manufacturer because of the embargo. Until present contracts are satisfied, little relief, Mr. Whittall states, is looked for.

the manufacturer, the net weight of the contents of such package (such weight being given in pounds and ounces avoirdupois), and the number of the license held by the manufacturer.

3. That no coupons, premiums, prizes, presents or other similar inducements to purchase shall be enclosed, given away or sold with any such breakfast food or cereal.

4. That the prices at which breakfast foods or cereals are sold to the public in packages shall not exceed such an amount as will pay for the cost of the containers and allow a reasonable profit on the contents of the package. The containers shall in all cases be inexpensive.

5. That all licenses issued under these regulations for the manufacture of any breakfast food or cereal which is composed in whole or in part of wheat flour or any product of wheat shall be subject to cancellation by the Food Controller upon one month's notice, if in the opinion of the Food Controller it is desirable to conserve the wheat or product of wheat so used, and the Food Controller may, if he considers it in the public interest, permit such manufacturer to substitute any other flour or material in the manufacture of such breakfast food or cereal in place of such wheat flour or product of wheat.

6. That in every application for a license under these regulations the applicant shall state the cost per pound or per package to the manufacturer of the container, and of advertising and selling such breakfast food or cereal, and if in the opinion of the Food Controller such cost is excessive, he may refuse to issue a license.

7. The wholesale dealers and retail dealers shall not require a license to sell any breakfast food or cereal in original packages of less than twenty pounds, when such breakfast food or cereal has been manufactured under a license issued by the Food Controller.

8. That the following shall be the fees chargeable for a license to manufacture a breakfast food or cereal:—

(Continued on page 33.)

The Necessary Profit

Further Analysis of the "Don't Get Ahead" Merchant—Bootstraps Poor Lifters — Must Have Profit-Leverage.

By Henry Johnson, Jr.

WHEN a merchant does \$30,000 to \$35,000 of business with expenses stated at about 11 2/3 per cent. and stands practically still something is radically wrong. To correct this condition we must first point out the obvious faults and then seek for those hidden both from the merchant and, perhaps, ourselves.

R. H., my correspondent of last week, referred to my series on running a retail credit business, just completed, for some suggestions. I feel sure that therein he will find something he can use. I invite him to ask questions after he has studied that, for I am sure his credit department will bear improvement.

And he should go after part of the problem diligently. For to owe \$4,500 with \$1,500 past due and extended while being owed \$3,500 of none too active accounts is really a serious condition. To-day, with active trading and quite prosperous times, is the time to make the correction and weed out the dead wood. If and when slower times come he will find the task much more difficult or actually impossible of performance.

DROP "TRADING-IN" WITHOUT RECORD

Next correction should be the trading-in method. When you buy anything, make a regular business of recording it, just as if you paid the money for it and gave nothing but money in return. That is, treat your produce purchases as you would purchases of hardware or any other merchandise.

Best way is to weigh in the butter, count the eggs, and otherwise check what is brought to you; and immediately make a paid out check for the whole. Then *pay the money* to the seller. Next, take his order for whatever he wants, and ring up the sale just as if no produce had been brought in; take the money for the goods as from a cash purchaser. The first time you do that your farmer will express surprise; but just tell him that it simplifies your accounting. No need to change your system of trading out the entire amount, if that is your present plan; for you can insist that the order amount to at least as much as you have paid him just as readily as you insist on handing over the cash. But you will find that this plan enhances confidence and promotes better feeling thereby—which in itself is a considerable advantage.

Keep those produce transactions by themselves under a separate heading in your books, and thus you will not only have an accurate account of just how much your business amounts to as a total, but you will learn just what proportion is done on the trading-in basis. I believe you will be surprised to find what a considerable item it is.

WHERE DOES THE PROFIT GO?

Now, inasmuch as you should have fully \$1,500 of hard, net profit every year and you evidently do not realize that sum, where does it go to? You must find that out before you can hope to improve very much.

I believe that much of it is lost through the mak-

ing of "good-natured" concessions. Maybe you have a way of dropping off the odd cents or half cents to make "even change." If your sale foots up \$1.01, or \$1.11, or 12 1/2c, you quite frequently "call it" \$1.00 even, or \$1.10, or 12c? If that kind of laxity runs through your business, three things follow:

First there is the actual loss. What can that really amount to? Well, \$100 daily sales in your store of mixed merchandise probably represents fully 250 daily transactions, averaging 40c a sale—at least. So an average loss of 1/4c on each sale means 62 1/2c a day, \$187.50 a year; 1/2c average loss would mean \$375.00 a year of loss. This shows that the smallest fraction of shrinkage which recurs as an *average* is a most insidious and persistently serious form of loss.

Second, and much more serious, is the fact that every helper you have will copy your laxity in this regard—and go you several better. For one of the preferred ways whereby clerks curry favor with customers is to be good to them—at your expense. And in their case the shrinkage rapidly increases from quarter and half cent allowances to pennies, nickles and quite often dimes. Here, then, is a perfectly obvious way of frittering away your entire theoretical profit without any intentional neglect of your interest or dishonesty on the part of your helpers.

Third, and most serious of all, such laxity begets dishonesty; and soon the character of your helpers is apt to be undermined so that their concessions become allowances to themselves, on the unconscious theory that if the boss can afford to be so easy with his customers, he can also afford to be more liberal with his helpers!

And all these are real, tangible forms of loss, terribly insidious because unsuspected, unlooked for, unrealized.

Believe me! lax methods do not pay.

TOO MUCH BOOKKEEPING?

R. H., says his office work is well kept up. What does that mean—that he is in his office every spare minute, working over cumbrous records and leaving his store, his stock and customers to his clerks?

I recall a very fine looking store in Colorado Springs which was for sale in 1905. It was a fine, large room; good location; light and airy; well selected stock. There should have been no reason why any man should not have been so prosperous in it that he would have been content to stay by the job of running it and making real money out of it. But the first glance into it indicated clearly to me why it was for sale; and I was not surprised to note, very soon afterwards, that it was closed up with a sheriff's notice attached to it.

For the day I called in I found the boss in the office, "busy" at his desk, while all the practical work was being done by helpers. The Old Man came out to see me with the air of one having only part of his mind in any work on the floor.

Now, bookkeeping is absolutely essential in any business, as I have insisted with steady reiteration in

these columns; but I have shown more than once how every essential can be carried on by a system which will take any active man's time for about 20 to 30 minutes daily, while the routine of posting and all that can be handled by a girl.

By all means, get away from the desk. Devote your own time to the practical handling of your buying and selling, the personal meeting and attention to your customers, the intimate and constant touch with the real things of which your books are properly only a reflection.

GET OUT OF DEBT

Get out on the floor in this way. Know your stock so intimately that you can buy intelligently from hand to mouth. Take on what you *need* for your business, not for a minute what the salesman need to sell you. I wager you will find a hundred ways to curtail your stock.

If to this you add such system as will insure your getting the fractional odds and ends of pennies which make up your net profit, promote accuracy and honesty and enhanced efficiency, and throw on to other shoulders the purely routine work of your business, you will have solved many of your problems; and *collect diligently when accounts are due.*

Set before yourself a clear-cut, definite task; to reduce your indebtedness steadily. Make it the first

business of your life to clean up the overdue stuff. Let that be a matter of real religion with you—that, whatever betide, you simply **MUST NOT** owe for goods beyond the due-date.

Next, aim for the cash discount. You can get this by saving a stated sum every month—as I have outlined here very recently—and thus accumulating money with which to pay within ten days. Simultaneously, aim to decrease your bank loans. Never let up on these things until you can stand in your front door looking inward and feel that everything you see belongs to you free of any debt or incumbrance. Then you will feel that your work is worth while.

This may look like a big order and a heavy program. Never mind. It not only can be done, but right now is the time to do it—and do it all. I am not sure that the extra man at \$1,000 to \$1,200 a year might not be a good investment; but I prefer to have you reply on some of the points I have made first. For I want to aid you intelligently, and to do that I need some further details such as I have indicated already.

Write to me further—freely and frankly. I shall be mighty glad to help you in any way, big or little, entire or partial. If only one useful hint results, the effort will be profitable to both of us.



Interior of the A. P. Johnson Store, Bronson Ave., Ottawa.

CURRENT NEWS OF THE WEEK

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

Maritime Provinces

T. Rankine & Sons, Ltd., manufacturers of biscuits, etc., St. John, N.B., suffered loss from smoke and water.

The large general store of A. & H. McKeague, Gagetown, N.B., was destroyed by fire on December 16. Store and warehouse, with their contents, were destroyed, the total loss being about \$20,000, with insurance of half that amount.

The travellers and home staff of the J. A. Marven Co., Ltd., held a reunion at the factory in Moncton on the evening of December 20. The company's permanent representatives in various maritime cities also were present. A generous banquet was followed by a long toast list, with speeches and songs.

R. W. Wigmore, who was head of a large dairy product company before becoming Commissioner of Water and Sewerage for the City of St. John, was elected to Parliament on the Unionist ticket for the constituency of St. John-Albert.

W. Frank Hatheway, of W. F. Hatheway & Co., Ltd., St. John, and Mrs. Hatheway, are spending Christmas in New York.

The fish market at St. John is unusually bare at present, cod and haddock being the only fresh fish obtainable regularly, and they show a consequent advance. Some mackerel and hake have been offering, but not much. Price list shows: Cod, small dry, \$8 to \$8.25; medium dry, \$9.50 to \$9.75; fresh, per pound, 7c to 10c; bloaters, per box, \$1; kippers, per 100, \$2.50; haddies, per pound, 12c; haddock, per pound, 7c to 10c; herring, pickled, per half-barrel, \$5.50 to \$5.75.

QUEBEC

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

N. Chartrand, grocer, St. Antoine St., Montreal, suffered loss by fire.

L. H. Pibus, grocer, Knowlton, Quebec, has sold his business to H. Holden.

J. L. Freeman, manager of the Montreal headquarters of H. D. Marshall, was a visitor to the Quebec branch last week and called on the trade.

ONTARIO

A. W. Hill, St. Thomas, Ont., is retiring from business.

McDonald Bros., grocers, Toronto, have dissolved partnership.

L. R. Stanley, grocer, Port Colborne, has been succeeded by W. H. Boneberg.

Sarnia's new market building was recently officially opened to the public and buyers. It is well heated and lighted.

J. D. Wright, head of the baking and confectionery firm bearing his name, will be a candidate for aldermanic hon-

ors in St. George's ward, St. Catharines, Ont.

Brantford has been conducting a buy at home campaign. The campaign has behind it the bulk of the business men in the town, who are actively engaged in helping the movement. It is expected that this campaign will have a material effect on the business of the city.

WESTERN PROVINCES

J. Godard, general store, St. Louis, Sask., has sold out.

N. I. Thompson, grocer, Irricana, Alta., has sold out.

Swain & Fox, general store, Ogden, Alta., have sold out.

M. H. Solstand & Co., general store, Lang, Sask., have sold out.

E. B. Archibald, general store, Swanson, Sask., has sold out.

L. D. Sky, general store, Edmonton, Alta., has moved to new premises.

D. C. Duncan Co., Ltd., general store, Estevan, Sask., have sold out.

Neumiller & Zaiser, general store, Estuary, Sask., have dissolved partnership.

Farmers' Supply Co., general store, Cabri, Sask. has opened a branch at Abbey, Sask.

Louis McLain, president of Louis McLain Co., Winnipeg, who has been laid up, recovered in time to be back on the job for the Christmas rush.

A. Pattison, formerly with the Cowan Co., Winnipeg, has been appointed Western representative for the Welch Grape Juice Co. from Fort William to the Coast, and already reports good business.

P. A. Young & Co., of Crystal City, Manitoba, are retiring from business and have sold their entire stock of general merchandise to the A. F. Higgins Co.

The Community Store, of Salmon Arm, B.C., has issued an elaborate price list in newspaper form. There are four pages of full newspaper size, calling attention to the goods of the store.

HON. RICHARD TURNER PASSES AWAY

Hon. Richard Turner, member of the Quebec Legislative Committee and one of the prominent business men of Quebec City, died there Saturday afternoon last after a brief illness, at the age of 74 years. He was founder of Whitehead and Turner, president of the Lumber and Pulpwood Co., of Bouteller Bros. Company, Limited, of the Quebec Cartage and Turner Company, a director of the Imperial Bank of Canada, and one of the founders of the Lake Edward

Sanitarium. He is survived by a widow and six children, among whom is Major General Sir Richard Turner, V.C., K.C.B., D.S.O., commander-in-chief of the Canadian forces in England

CHAIRMAN OF HARGREAVES, LTD., PASSES AWAY

The death occurred recently in England of T. L. Hargreaves, chairman of Hargreaves Brothers & Company, Gipsyville, England. In the late sixties Mr. Hargreaves founded the present business, and for about half a century has been actively engaged in this business. He retired from the active management of the business in 1910, but remained the chairman of the company, and took a keen interest in its progress.

Mr. Hargreaves was in his 74th year, and had been ailing for some time.

NEW BRUNSWICK SMELT SEASON

The smelt fishing season on the Northumberland Strait shores of New Brunswick has opened propitiously. Early returns show that in the Miramichi district, at and near Chatham, both quality and quantity of fish have been disappointing. The fishermen there are receiving about 10c a pound, while at Rexton and Richibucto, in Kent County, it is reported they have received as much as 15c. This, however, is for fish of unusually fine grade; the average price is not above 12c.

The export of smelts from the Moncton consular district during the 1916-17 season, that is from December 1 to February 15 following, as shown by consular invoices certified, was 957,989 pounds, valued at \$95,805.

VETERAN GROCER DEAD

East Cornwall Man Passes Away at Age of 100 Years and 4 Months

Charles Ruest, probably the oldest resident of Cornwall, Ont., passed away at his home in East Cornwall. The deceased was a native of Rimouski, Que., where he was born on June 1st, 1817, being at the time of his death 100 years, four months and nineteen days old. He came to Cornwall thirty-eight years ago, and has conducted a grocery business since that time. He was able to attend to his store until nine months ago. The deceased was for years a river captain and conducted a freight and passenger boat from Rimouski to the sea coast up to the time he retired and moved to Cornwall.

COMMERCIAL CONGRESS OR SHORT COURSE FOR DETAIL MERCHANTS

Manitoba University will put on a special one week short course for retail merchants, February 4th to 9th, 1918. This course will consist of lectures each day on all subjects having a bearing upon retail merchandising. The course is being prepared to meet the requirements of the retail merchants of the West. In addition to the lectures there will be opportunities given for discussion or consultation periods.

For the last three years the Universities of Minnesota, Wisconsin and Illinois have provided short courses for merchants of their respective States. In each case, the attendance has continued to grow because the merchants have recognized the practical value of getting the best information possible on the various phases of merchandising. A committee of country merchants is co-operating with the Secretary of the Advisory Committee on Commercial Education to make this course one of the most interesting that has ever been offered to merchants in any part of Canada. Two of the very best men will be brought to Winnipeg to assist local experts in handling the various subjects to be discussed. It is altogether likely that Roy Soule, editor of "The Hardware Age" New York, and C. Prior Irwin of the Wisconsin University will be in attendance and deliver the principal lectures. The success of the course, apart from the character and value of the addresses, will be measured largely by the number of merchants and their clerks who attend.

To be sure of the future support of the University in offering such valuable education for retail merchants of the province, a general response is necessary. In cases where merchants are unable to be present, an effort should be made to have a clerk or clerks attend the course on behalf of the store and thus get the benefit of the information and ideas available.

Last February, five members of the Manitoba Association attended the short course provided by the Minnesota University. The subjects treated in this course were as follows: Accounting, Preparing an Annual Statement, Credits and Collections, Over-buying, Perpetual Inventory, Arrangement and Display of Stock, Window Dressing, Salesmanship, Advertising, Knowing the Markets, Keeping a Mailing List, A Store Paper, Turn-over, Community Development, Circular Letters? How to Meet Competition, Dealers Co-operating, Selling Points of Goods, Training Salespeople, etc. Upon their return to Winnipeg, the members recommended to the Manitoba Executive of the Retail Merchants' Association that every effort should be made to provide a similar course for the merchants of Manitoba, and it is gratifying to know that the officers have succeeded in getting the fullest co-operation of the Manitoba University in accomplishing the task. It is up to the

merchants all over this province to make this an annual affair by proving to the University that their efforts along this line are fully appreciated. Your appreciation will best be expressed by your presence. The short course comes at a very desirable time. Most of the merchants will have completed stocktaking and business will likely be quieter than at any other period during the year.



L. P. Stanley, of Port Colborne, Ont., has sold his business to H. Boneburg and has enlisted in the Royal Flying Corps. Sergt. J. A. Finnerty, of 106 Broadway west, Vancouver, B.C., was wounded in action on November 10, according to information just received by friends. He left Vancouver with the 158th Battalion, prior to which he was a clerk in the grocery firm of Edgett & Co.

Sergt. William Wallace Watson, formerly a partner in the firm of Watson Bros., fish packers, in Vancouver, was killed in action November 10. He went overseas with a Vancouver battalion and served in France for two years.

Pte. Hector Macdonald Bennett, son of Mr. and Mrs. Wm. Bennett, of 711 Gladstone ave., Toronto, is reported dangerously ill. A brother, Walter C. Bennett, was killed March 1st, and another brother, Sidney George, is in France. Private Bennett went to France eight months ago, prior to which he was a driver for Bunnett's grocery, Bloor St. west, Toronto.

TERMS OF THE LAST PACKAGE GOODS ORDER

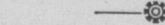
(Continued from page 29.)

When the value sold does not exceed \$100,000 per annum, \$10.00.
 When the value sold does not exceed \$200,000 per annum, \$30.00.
 When the value sold does not exceed \$300,000 per annum, \$30.00.
 When the value sold does not exceed \$400,000 per annum, \$40.00.
 When the value sold does not exceed \$500,000 per annum, \$50.00.
 And when the value so sold exceeds \$500,000 per annum then the license fee shall be \$50.00 and in addition \$5.00 for each \$100,000 or fraction thereof sold in excess of \$500,000. Such value shall in each case be the value of the previous year's business for goods manufactured or sold in Canada. If the cereal has not been previously manufactured or sold for a year before the application is made for a license the fee for the license shall be \$10.00. A sworn statement of the facts upon which the amount of the license fee depends shall be attached to the application.

9. That applications for licenses shall be made in form A of the Schedule hereto.

Dated at Ottawa, this 14th day of December, A. D. 1917.

W. J. HANNA.



BACK TO THE OLD STORE

Back to the old store, Nancy;
 Back to cheese and the ham,
 To the cave where I slave for the fool and the knave
 Selling them jelly and jam.

The world seems dark and dreary,
 From toil there is no hope,
 When a boy came in with a foolish grin
 Said, "Gimme some napkin soap."

Then the world seemed a little brighter;
 I will work and not vainly wish,
 When a girl with a curl and her brain in a whirl
 Asked, "Have you got any tuten fish?"

So I'll stick to the old store, Nancy,
 I'll stick to the cheese and the ham,
 To the cave where I slave for the fool and the knave,
 Selling them jelly and jam.

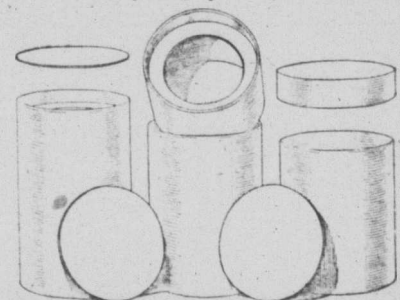
* Tuna fish.

New Goods Department

A PAPER SUBSTITUTE FOR CANS AND BOTTLES

There has been placed on the market by a Toronto firm a new "container," made entirely of paper. The company claims no glue or other impure substances are used in making it.

In describing its manufacture, it is pointed out the paper is passed through a chemical process, which renders it liquid, worm and weevil-proof. It is then formed into cylindrical cartons, the inner case of which becomes hermetically sealed when closed. It is used for such products as jams, jellies, marmalades,



mincemeat, butter, lard, peanut butter, margarine, oysters, pickles, salads, fruit cake, candies, cookies, etc.

Another form is used for dry products, such as tea, coffee, sugar, spices, baking powder, tobacco, etc. Hygienic Containers, Limited, 12-14 Sheppard Street, Toronto, manufacture these packages. They have been experimenting for months on a new style of package, and on February 1st, 1918, will have eight standard sizes, ranging from 2 in. to 6 in. in diameter by 2, 3, 4, 6 to 10 in. in height. These packages will be made of wood-fibre stock treated by their chemical process.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

THE MARKETS AT A GLANCE

INTEREST in the rolled oat and oatmeal situation has been keen during the week, following advances that have been made effective on the part of the mills. There is an insistent demand from the local trade in the face of the upward tendency in the market. One manufacturer advanced the price considerably in excess of other mills just by way of stopping the demand. There has been a heavy export movement in this class of cereal and milling oats are reported scarce. Corn products are also in firm market as a result of the situation in corn. While the embargo on shipments of corn into Canada has been raised by the United States Government, the quality of corn coming forward is very poor and millers have to consume larger quantities of corn in order to obtain a given amount of corn products. This is working out toward firm prices. No announcement has been made as yet with respect to a change in the price of flour, although millers are expecting that permission to charge higher prices will be granted by the department of food control.

One Canadian refiner obtained some supplies of Demerara raw sugar during the week and this will help out toward relieving the sugar situation. Supplies of margarine from the United States came into the Canadian market during the week. Shortening is in light supply owing to the light arrival of cottonseed oil. Barrel pork was in firmer tone with higher prices recorded in some quarters. This condition has been induced through the possibility of an embargo on supplies coming into Canada from the United States. Turkeys and ducks were in fairly good supply during the week, while geese were plentiful. Chickens were also in good supply. Wholesalers are now engaged in taking stock for the balance of the year. Travelers will not make their rounds to country points during the week, although calls will still be made in some of the large centres. Trade for the holiday season has been very gratifying in view of the shortages in numerous lines.

QUEBEC MARKETS

MONTREAL, Dec. 24. — While staffs have been busy with work incident to the closing of books or arrangement of stocks for making the annual inventory, general jobbing business has been rather confined. Many sorting orders for strictly holiday lines have been filled, but beyond these the compass of business has been of limited volume. In the matter of teas, one large importer told CANADIAN GROCER that they had never experienced such brisk business for the product as has obtained this year during the holidays. Nuts and fruits have sold very well, and the former commodity has been hard to obtain, sales being more limited as a consequence. Few shipments have arrived the past week, but there have been one or two. Among these is a consignment of seedless raisins, loose, and two other shipments, one of Barcelona filberts and one of new-shelled walnuts. Walnuts will not be obtainable as from French points from now on. CANADIAN GROCER was given the contents of a telegram to-

day stating that an embargo had been placed by the French Government against the export of these, dating from December 4th. Fish have been selling very well and there are a few changes in prices on this line, some of an upward and some of a downward tendency.

While molasses is much higher than some think to be justifiable, it is stated that spot stocks in Barbadoes are readily absorbed at options obtaining there. Glucose is now available in larger quantities and this is being freely bought. Corn syrups are also in good demand. A firm tendency is noted in rolled oats again. Pearl hominy is higher. There has been a somewhat small demand for turkeys as yet, owing to the abnormally high prices that are asked. Owing to the scarcity of new-laid eggs and the large needs for Christmas cooking, storage stock is firmer and two cents per dozen higher is being asked. California oranges are quoted higher this week. The sugar situation remains as reported last week, prices on refined ranging from \$8.80 to \$9 per cwt.

In the matter of deliveries, however, there is some considerable improvement and one large refiner is receiving some much needed supplies of raws.

Sugar Is Selling Without Further Change

Montreal.

SUGAR.—The action of one refiner in reducing his price for granulated last week has had no effect on other quotations, so that there are still the three prices, ranging from \$8.80 to \$9. Attention is still centered on the freight rate situation as applying to shipments from Cuba of the raws, and while some have announced that these rates have been struck, it is doubtful if the committee at Washington has yet made its announcement. Locally, there is the usual demand and none seem to be actually out of the refined grades. There has been a good demand for icing sugars for holiday trade. One large refiner reports the receipt of some raws and the deliveries which he is now able to make are considerably larger and more frequent.

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

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

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

Large Pack Salmon; Canned Goods Quiet

Montreal.

CANNED GOODS.—Locally, the market is without feature and trade passing is rather limited and confined to sorting business. The large pack of salmon, which is reported as the biggest on record, should have a beneficial effect sooner or later on the prices for this commodity. This refers to the Alaskan pack. Of this, however, the U.S. Government has bought largely, and as a matter of fact there is little apparent trading in the U.S. markets for canned goods aside from what government orders call for. It would

seem that many people are eating less canned goods than for many years, and with the family of moderate income this is a line that must be dispensed with to a greater or less extent, while prices are so abnormal.

Salmon Sockeye—		
"Clover Leaf," ½-lb. flats.....	2 45	
1 lb. flat	4 00	
1 lb. talls, cases 4 doz., per doz.	3 75	
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls		1 80
Pinks, 1-lb. talls		2 40
Cohoes, 1-lb. talls		2 65
Red Springs, 1-lb. talls		2 70
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Canadian sardines (case).....	6 75	7 00
Norwegian sardines, per case of 100 "¼s".....		20 00
Canned Vegetables—		
Tomatoes, 3s	2 67½	2 75
Tomatoes, U.S. pack (2s).....		2 12½
Tomatoes, 2½s	2 50	2 60
Peas, standards		1 75
Peas, Early June		1 90
Beans, Refugee wax	1 85	1 90
Beans, Refugees	1 85	1 90
Corn, 2s, doz.	2 35	2 40
Spinach (U.S.), 3s.....		3 00
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.		8 50
Red raspberries, 2s		2 90
Simcoes		2 75
Red cherries, 2s	2 60	2 90
Strawberries, 2s		3 00
Blueberries, 2s, doz.		1 35
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s		1 75
Pumpkins (gallon), doz.		6 00
Carrots, sliced, 2s		1 45
Apples (gallons)		5 00
Peaches, 2s (heavy syrup).....		2 00
Pears, 3s (heavy syrup).....		2 45
Pineapples, 1½s		2 25
Greengage plums (light syrup).....		1 90
Lombard plums (heavy syrup), 2s		1 70

More Seedless Raisins; Shipments Still Slow

Montreal.
DRIED FRUITS.—When a jobber receives a belated shipment of dried fruit these days he is very pleased, indeed. So long have shipments been on the road that an unprecedented condition has been created. All attempts to rush matters seem to fail and it is a matter of waiting until the "powers that be" do the needful. One jobber reports the arrival of a shipment of seedless raisins (loose) and this has arrived in time to meet some of the holiday demand. These raisins are selling at 16c to 16½c per pound. Otherwise there is no new feature for the week. Package raisins have sold well and available fancy stock has been picked up promptly.

Drained Peels—		
Citron		0 35
Lemon		0 27½
Orange		0 28½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$3.25; 4-crown cluster, \$3.75; 6-crown.....		4 00
Muscatsels, loose, 2 crown.....		0 11
Muscatsels, loose, 3-crown, lb.		0 11½
Muscatsels, 4-crown, lb.		0 12
Cal. seedless, 16 oz.		0 14
Cal. seedless (new)	0 16	0 16½
Fancy seeded, 16 oz. pkgs.		0 13
Choice seeded, 16 oz. pkgs.		0 12
Valencias, selected		0 11
Valencias, 4-crown layers		0 11½
Currants, old		0 24
Do., new		0 32
Figs (new), 100 to case.....		11 00
Figs (layer), 10-lb. boxes.....		2 25

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

Glucose Demand Good; Molasses Holds Firmly

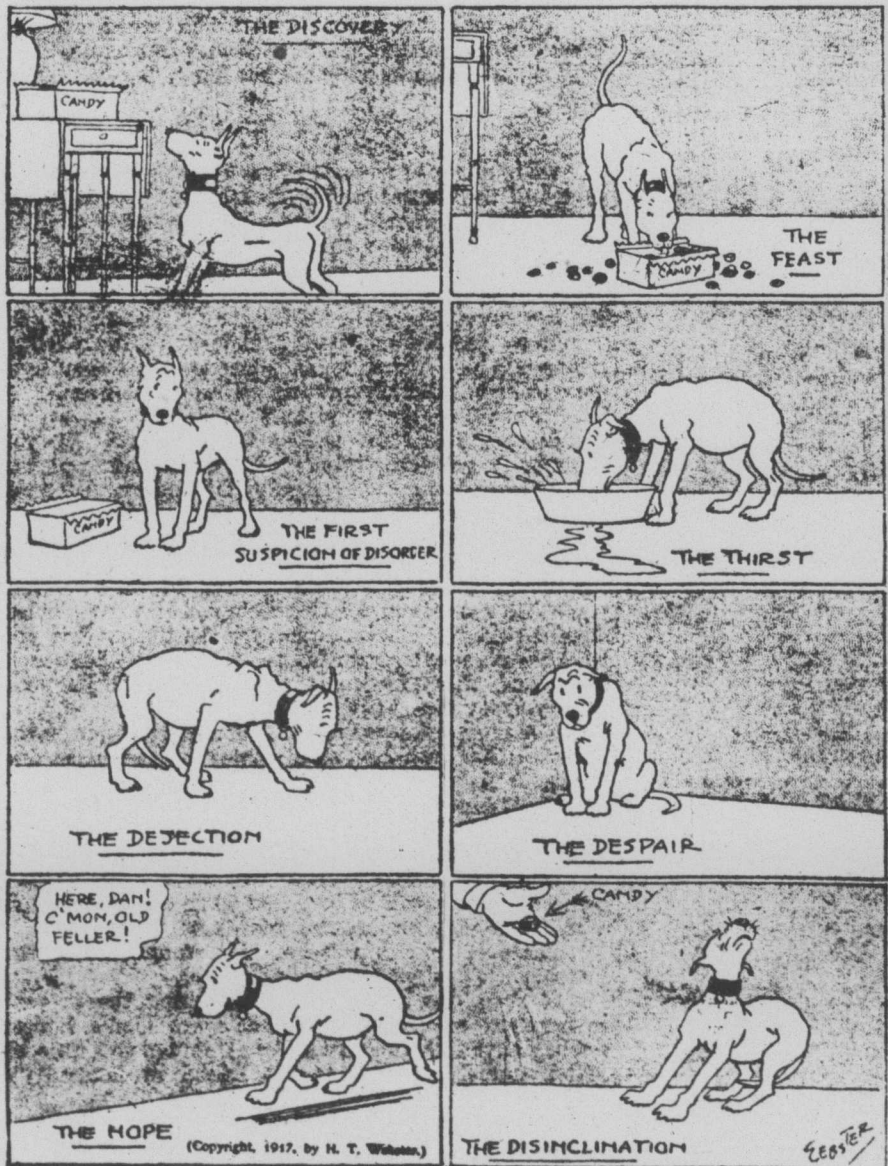
Montreal.
MOLASSES AND SYRUPS.—There has been little change in market conditions affecting syrups and molasses. Glucose is now beginning to arrive and for this there is a brisk demand. Ordinarily this would not be the case to any great extent, as, in normal seasons when deliveries are made when wanted candy makers and others using the product have their wants supplied early. Now there is a very brisk demand and they will accept delivery of all that they can procure. There is also a good demand for corn syrups which are being sent forward promptly. Molasses is firm with a strong undertone, the conditions being such at producing points that there is a ready response to options, which are being taken up readily.

Corn Syrup—		
Barrels, about 700 lbs.....		0 07½
Half bbls. or quarter bbls., ¼c per lb. over bbls.		
2-lb. tins, 2 doz. in case, case.		5 15
5-lb. tins, 1 doz. in case, case		5 50
10-lb. tins, ½ doz. in case, case		5 25
20-lb. tins, ¼ doz. in case, case		5 20

Prices for Fancy, Choice, Island of Montreal	
Barbadoes Molasses—	
Punchoons	0 86
Barrels	0 89
Half barrels	0 91
For outside territories prices range about 3c lower.	
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.	
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.....	
Barrels, per 100 lbs.	
Half barrels, per 100 lbs.....	

Barcelona Filberts In; New Shelled Walnuts 58c

Montreal.
NUTS.—"Business is fine" said a large importer to CANADIAN GROCER. Sales of nuts have been large and some have to regret the shortage of certain lines which are so popular at the Christmas season. New Barcelona filberts are to hand and are being asked for by the retail trade for immediate sale. These are priced at 17½c to 18½c per pound. A shipment of new shelled walnuts has also just been received. There would be a better feeling among importers and jobbers if they could



THE DOG THAT DECIDED TO HELP HANNA SAVE SUGAR. —From the Winnipeg Telegram.

secure much needed supplies of various lines, that they had hoped to have weeks ago. An embargo has been placed on shelled walnuts by the French Government effective from December 4th. This message was received and on the same day communicated to CANADIAN GROCER. For the immediate present, therefore, none will be exported from there.

Almonds (Tara), per lb.....	0 20	0 21
Almonds (shelled)	0 42	0 43
Almonds (Jordan)	0 70	0 70
Almonds, Valencia, shelled.....	0 44	0 46
Almonds, soft shelled Tarragonas	0 21½	0 22½
Brazil nuts (new)	0 14	0 18
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.....	0 19	0 22
Filberts, Barcelona	0 17½	0 18½
Hickory nuts large an small),		
lb.	0 10	0 15
Peanuts, Bon Ton	0 15½	0 16½
Peanuts, "Diamond G"	0 15	0 16
Peanuts (coon), per lb.	0 12½	0 13½
Peanuts (Jumbo), per lb.	0 16	0 17
Peanuts, shelled, Spanish, No. 1.	0 17	0 17
Peanuts, shelled, Virginia, No. 1	0 16	0 16
Do., No. 2	0 14	0 14
Pecans (new Jumbo), per lb....	0 21	0 25
Pecans, New Orleans, No. 2....	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 40	0 40
Pecans (shelled)	0 80	0 80
Walnuts (Grenoble)	0 23	0 23
Walnuts (new Naples)	0 16	0 16
Walnuts (shelled)	0 57	0 58
Walnuts (Marbots), in bags.....	0 22	0 24
Walnuts (California), No. 1....	0 24	0 24

**Maple Syrup Demand;
Honey Holds Firmly**

Montreal.
MAPLE PRODUCTS AND HONEY.
—There has been a better demand for maple syrup in some quarters the past week. This is due to the arrival of colder weather undoubtedly, and in many parts there should continue to be a large use of this commodity. Prices are firmly maintained, but without change. Honey is selling in moderate quantities at unchanged prices. Of this the supply is becoming appreciably less.

Honey—

Buckwheat, 5-10 lb. tins, lb....	0 17	0 17
Buckwheat, 60-lb. tins, lb....	0 16½	0 16½
Clover, 5-10 lb. tins, per lb....	0 19½	0 19½
Clover, 60-lb. tins	0 19	0 19
Comb. per section	0 21	0 21

Maple Product—

Syrup, 13 lbs. Imp. meas., gal.	1 70	1 80
11-lb. tins	1 35	1 45
Sugar, in blocks, per lb.....	0 19	0 20

**Bean Markets Strong;
Supplies Are Short**

Montreal.
BEANS.—There is a decided firmness of undertone to the bean market. Supplies are not coming forward as well as many would wish for and prices will, therefore, probably remain firm. Ontario stock still is scarce. The Quebec article is mostly in prominence and the good quality of shipments is remarked by the jobbers. Trade is fair and with continued cold weather this will probably be better still. The following prices hold. Split peas are said to be very firm, with higher prices probable.

Beans—

Canadian, hand-picked	10 50	10 50
Ontario, new crop, 3 to 4 lbs..	8 15	8 15
British Columbian	8 16	8 16
Do., in 100-lb. sacks, gross,		
per 100 lbs.	15 00	15 50
Canadian, 3-lb. pickers, per bu.	9 50	9 50
Canadian, 5-lb. pickers	7 40	8 00
Michigan, 3-lb. pickers	10 00	10 00

Michigan, hand-picked	10 50	10 50
Yellow, Eyes, per lb.	0 14	0 14
Rangoon beans, per bush.	7 50	7 50
Lima, per lb.	0 20	0 20
Chilean beans, per lb.	0 14½	0 14½
Manchurian white beans, lb....	0 15	0 15
South American	5 20	5 20
Peas, white soup, per bush.	5 00	5 00
Peas, split, new crop, bag 98 lbs.	11 00	11 25
Barley (pot), per bag 98 lbs....	6 25	7 25
Barley, pearl, per bag 98 lbs.	7 50	8 00

**Tapioca And Rice
Unchanged And Quiet**

Montreal.
RICE AND TAPIOCA.—"The situation on rice is summed up in the transportation situation," said a large rice miller to CANADIAN GROCER. It is a problem to know what the outcome will be and there is rather a more uncertain outlook for future deliveries than before. Locally sales are decidedly confined to small sorting business. For the strictly holiday demand there is probably some improvement in sales, but for the most part they are limited. Quotations remain unchanged.

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

**Teas Are Firmly Held;
Some Lots Arriving**

Montreal.
TEAS.—Fair movement of teas is reported and beyond this the market was without feature. Some retailers are selling normal quantities of the better grades and this is the case where the trade is largely with those who can afford to pay the high rates. Some deliveries of imported stocks are being made. Prices are maintained here, while in the Ceylon product some interest has been aroused through the announcement that the British government will take 40% of the Indian tea output. In addition to this part of the Ceylon crop will be taken by the British government. Recent advances in ocean rates will probably tend to make prices somewhat higher.

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

**Coffee And Cocoa Trade
Has Remained Good**

Montreal.
COFFEE.—The local supply of coffees seems to be ample for the needs and demand is fairly good. There is no new feature to report, prices being maintained as quoted last week. In the primary centres there is a more buoyant condition with prices somewhat firmer. This has had the effect of making a firm tone in the New York market which shewed some advance toward the close of the trading operations. This refers to futures, while for spot trading there was a good demand at unchanged prices. Cocoa sales are good and for this there seems to be an increasing demand.

Coffee, Roasted—

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

**Spice Men Report
Lighter Spot Stocks**

Montreal.
SPICES.—Locally, there is no change reported in the prices for spices. The general tendency is to firmness and in several lines the stocks are growing measurably lighter. Few supplies are coming forward and there are evidences of a continued shortage on cloves, and in gingers there is a tendency the same way. Foreign centres report a light amount of trading, while the same condition largely prevails in New York circles. In London there is a slightly easier tone, due no doubt to the lighter demand rather than to any other cause.

	5 and 10-lb. boxes	
Allspice	0 16	0 18
Cassia	0 25	0 30
Cayenne pepper	0 28	0 35
Cloves	0 70	0 70
Cream of tartar	0 70	0 80
Ginger, pure	0 25	0 35
Ginger, Cochin	0 25	0 25
Ginger, Jamaica	0 30	0 35
Mace	0 80	1 00
Nutmegs	0 40	0 60
Peppers, black	0 35	0 38
Peppers, white	0 40	0 45
Pickling spice	0 22	0 25
Tumeric	0 21	0 23
Cardamon seed, per lb., bulk.	2 00	2 00
Carraway, Dutch, nominal	0 75	0 75
Cinnamon, China, lb.	0 22	0 25
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 25	0 25
Celery seed, bulk	0 46	0 46
Shredded coconut, in pails.....	0 21	0 23
Pimento, whole	0 12	0 14

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

**California Oranges Up;
Vegetable Demand Good**

Montreal.
FRUITS AND VEGETABLES.—The past week has been a brisk one in many lines of fruits and for vegetables as well. Oranges and bananas sold well, and for grapes and apples there has been a good request from retail trade. The imported lines of vegetables are again popular, such as hothouse lettuce and California cauliflower. A few changes have been in evidence of which the following are the most important: California oranges advanced to \$6.25. California cauliflower is 75 cents per dozen higher, to \$2.75. Curly lettuce is down to \$1.50 for the 4-doz. box. Leeks are higher by 50c per doz. bunches, to \$3. New Bermuda parsley has arrived and is quoted at 70c per doz. And Canadian watercress is quoted at \$1.50 per doz. Evergreen, for decorative purposes is down 25c, to \$1.50. Altogether there has been a good tone to the market for the past week.

Bananas (fancy large), bunch.	3 50	4 00
Oranges, Valencia (lates)	5 00	5 75
Oranges, Porto Ricos	3 75	4 25
Oranges, California	5 75	6 25
Grape fruit	3 50	5 00
Lemons (fancy new Messina)	7 00	8 00
Grape fruit (fancy Jamaicas)....	3 75	3 75
Pineapples, Cuban, grnte	5 00	5 00
Grapes, Malaga, 40-lb. kegs, lb.	0 40	0 40

Grapes, Malaga (keg)	7 00	7 50
Tokay grapes, crate	2 75	
Pears (California)	4 50	
Apples, new (in bbls.)—		
Coconuts (sack)	7 25	
Wealthy, No. 1	7 00	7 50
St. Lawrence	8 00	8 00
Fameuse	8 00	8 50
McIntosh Red	8 00	8 00
Ben Davis	5 50	5 50
Gravensteins	7 00	7 50
Greenings	5 00	5 50
Blenheim	6 00	7 00
Kings	4 00	
Pears (eating)	2 75	
Cauliflower (California), crate	1 75	
Cabbage, Montreal, per bbl.	1 00	
Celery, Canadian, per doz.	0 50	1 00
Celery, crates, 7 doz. (Ontario) ..	5 00	
Celery, California	6 50	
Onions, Canadian, bag	2 00	2 25
Onions, red, 100-lb. bag	2 00	3 50
Spanish onions, large crate	5 00	5 50
Spanish onions, small crate	1 50	3 00
Potatoes (sweet), per hamper	2 50	4 50
Carrots, bag	0 90	1 00
Beets, bag	1 00	1 00
Parsnips	1 25	1 00
Turnips (Quebec), bag	0 75	0 90
Turnips (Montreal), bag	0 30	0 35
Lettuce, Boston, hothouse	1 50	1 50
Lettuce, curly (4 doz.), box	0 30	0 25
Tomatoes, pound	0 25	0 25
Horse radish, per lb.	7 00	
Beans, wax, bag, U.S.	7 00	
Beans, green, bag, U.S.	2 50	3 00
Leeks, per doz.	0 50	
Parsley, doz.	0 70	
Parsley, Bermuda, doz.	0 40	
Mint, doz. (American)	1 25	
Watercress, doz.	1 50	
Watercress (Canadian)	1 00	
Spinach (Canadian), box	7 00	
Spinach (American), bbl.	2 00	
Eggplant, per doz.	0 15	
Sprouts, Brussels, Canadian, qt.	0 21	0 30
Sprouts, Brussels, American, qt.	0 20	0 25
Garlic (Canadian), lb.	0 25	0 25
Endive (Canadian), lb.	1 00	
Dried thyme, dried savory, dried marjoram, box	1 00	
Dried Savory box	2 25	2 50
Cucumbers, Boston, doz.	1 25	
Peppers, per bkt.	2 00	
Holly, doz.	15 50	16 00
Cranberries, per bbl.	20 00	
Cranberries (Cape Cod), bbl.	1 50	
Cranberries (new), small size, per bundle	1 50	
Evergreen (for decorating), dull, per bundle		1 50

Flour Market

Is Firm And Unchanged

Montreal.

FLOUR.—The week has been quite as

ONTARIO MARKETS

TORONTO, Dec. 26. — Wholesale grocery houses are now turning their attention to the taking of stock. With the exception of city travelers there will not be the regular calls made at provincial points during the week. Volume of trade for the holiday period has been gratifying. There was a shortage of numerous lines which has interfered with free sale. Dried fruits were in particularly light supply. Nuts were one of the free-moving lines. Price changes have not been numerous during the week as wholesalers have not been giving so much attention to this phase of their business now that their travelers are not making their rounds during the year-end.

Canadian Refiners

Secure Demeraras

Toronto.

SUGAR.—Some 300 tons of Demerara raw sugar was secured by one of the Canadian refiners during last week on

busy as usual, quantities selling freely and deliveries being maintained. The usual quantities are being milled and staffs are always busy. Export demand for spring wheat flour is reported good. In the matter of millfeeds there is little expression regarding fixed prices and the same basis as has been ruling for bran and shorts applies still. Bran and shorts are in active demand and feed flour is also. Feed oats are still strong and are selling around \$1 per bushel. The situation generally is firm.

Manitoba Wheat Flour—	Car lots	Small lots
First patents	11 60	11 80
Second patents	11 10	11 30
Strong bakers	10 90	11 10
Winter Wheat Flour—		
Fancy patents	11 25	.....
90%, in wood	10 50	10 75
90%, in bags	5 20	5 30
Bran, per ton	35 00	.....
Shorts	40 00	.....
Special middlings	50 00	51 00
Feed flour	61 00	75 00
Feed oats, per bushel	0 97	1 00

Pearl Hominy Higher; Rolled Oats Very Firm

Montreal.

CEREALS.—Few changes are recorded in the cereal markets for the week. Rolled oats are in a strong position with firm undertone. The only change made is in that of pearl hominy and this is quoted at \$7.75, representing an advance with one jobber of 50c per 100 lbs. Split peas are reported in strong position with a firmness of undertone. Other cereals, while recording no changes, are held firmly at quotations here given.

Barley, pearl	6 90	8 00
Barley, pot, 98 lbs.	5 25	6 50
Corn flour, 98 lbs.	6 50	7 00
Cornmeal, yellow, 98 lbs.	5 00	6 60
Graham flour, 98 lbs.	5 55	5 75
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	7 00	7 75
Oatmeal, standard, 98 lbs.	5 50	6 00
Oatmeal, granulated, 98 lbs.	5 75	6 00
Peas, Canadian, boiling, bush.	5 00	5 50
Split peas	11 00	11 25
Rolled oats, 90-lb. bags	5 15	5 50
Whole wheat flour, 98 lbs.	5 55	5 75
Rye flour, 98 lbs.	5 25	5 60

the basis of \$5.25 per pound for shipment during the month of January. This class of sugar has a preferential rate of duty coming into Canada and this accounts for the comparatively higher price than Cuban crop on the basis of \$4.92 cost and freight New York. Production of raw sugar on the Island of Cuba is getting rapidly under way, last report giving the number of centrals grinding at fifty as compared with twenty-eight at the same time last year. The receipts at Cuban ports have reached 11,932 tons of which 2,357 tons have been shipped to the United States. There are now 7,295 tons of old-crop Cuban raws on the Island and these together with the new crop make the available supplies on the Island at the present time 14,932 tons. There was very little change in the Canadian situation during the week. Some wholesalers report they are in a much better situation to supply their customers due to recent arrivals of sugar. There was no disposi-

tion to make further changes in the price of sugar from those noted last week. Atlantic quotes on the basis of \$9.04, Canada Sugar Refinery at \$8.94, St. Lawrence at \$9.14, Dominion at \$9.14, while the Acadia Company is out of the market.

Atlantic extra granulated	9 04
St. Lawrence, extra granulated	9 14
Acadia Sugar Refinery, extra granulated ..	8 94
Can. Sugar Refinery, extra granulated ..	8 94
Dom. Sugar Refinery, extra granulated ..	9 14
Yellow, No. 1	8 74
Special icing, barrel	9 34
Powdered, barrels	9 24
Paris lumps, barrels	9 84
Assorted tea cubes, boxes	9 84

In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 2 yellow is 10c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c less than No. 1.

Molasses Market

Maintains Firmness

Toronto.

MOLASSES, SYRUPS.—The firmness in the molasses market was maintained during the week. Prices on molasses for future shipment hold uniformly high, particularly in fancy and choice Barbadoes. There was a somewhat better prospect for corn syrup during the week due to the raising of the embargo on shipments of corn to points east of Chicago. For a time manufacturers of corn syrup were at a loss to know how this embargo was going to work out but hoped that it would ultimately be raised.

Corn Syrup—

Barrels, per lb.	0 07 1/2
Cases, 2-lb. tins, 2 doz. in case	5 15
Cases, 5-lb. tins, 1 doz. in case	5 50
Cases, 10-lb. tins, 1/2 doz. to cs.	5 25
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	

Cane Syrups—

Barrels and half barrels, second grade, lb.	0 06
Cases, 2-lb. tins, 2 doz. in case	5 30 5 75

Molasses—

Fancy Barbadoes, barrels	0 90 0 92
Choice Barbadoes, barrels	0 80 0 82
West India, 1/2 bbls., gal.	0 65 0 58
West India, 10-gal. kegs.	6 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 25
Tins, 3-lb., table grade, case 2 doz., Barbadoes	5 65
Tins, 2-lb., baking grade, case 2 doz.	3 00
West Indies, 1 1/2, 48s.	5 00
West Indies, 2s, 36s	4 00 4 25

Canned Goods Market

Inactive During Week

Toronto.

CANNED GOODS.—There was very little activity in the canned goods market during the week. This condition is incidental to this season of the year when the travelers are off the road for the most part and wholesale houses are devoting their energies to stock-taking. Prices in the various lines held unchanged during the week.

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

Salmon—

Sockeye, 1s, doz.	3 75 4 25
Sockeye, 1/2s, doz.	2 25 2 35
Alaska reds, 1s, doz.	3 75 3 85
Chums, 1-lb. talls	2 25
Do., 1/2s, doz.	1 85
Pinks, 1-lb. talls	2 30 2 60
Do., 1/2s, doz.	1 35 1 50
Cohoos, 1/2-lb. tins	1 75 1 90

Cohoes, 1-lb. tins	3 45	3 60
Red springs, 1-lb. talls	3 15	3 15
White springs, 1s. dozen	2 25	2 35
Lobsters, 1/2-lb. doz.	3 10	3 25
Canned Vegetables—		
Beets, 3s	1 80	2 30
Tomatoes, 2 1/2s	2 50	2 75
Peas, standard	1 80	2 25
Peas, early June	1 87 1/2	2 02 1/2
Beans, golden wax, doz.	1 75	1 90
Beans, Midget, doz.	2 45	2 45
Asparagus tips, doz.	3 25	3 65
Corn, 2's, doz.	2 35	2 50
Pumpkins, 2 1/2s	1 80	2 10
Spinach, 2s, doz.	1 80	2 40
Succotash, No. 1, doz.	2 00	2 25
Pineapples, 2s	3 00	3 25
Cherries, 2s	2 75	2 90
Peaches, 2s	2 10	2 40
Pears, 2s	1 75	1 90
Plums, Lombard, 2s	1 75	1 75
Plums, Green Gage	1 80	1 80
Raspberries, 2s, H.S.	3 00	3 25
Strawberries, 2s, H.S.	3 00	3 40
Jam, raspberry, 16 oz., doz.	2 90	3 15
Do., black currant, 16 oz.	2 90	3 05
Do., strawberry, 16 oz.	3 00	3 25
Peach, 16 oz.	2 35	2 85
Plum, 16 oz.	2 85	2 85
Raspberry, 4-lb. tin	0 77	0 83
Black currant, 4-lb. tin	0 74	0 77
Strawberry, 4-lb. tins	0 80	0 83
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Plums, Green Gage, doz.	2 40	2 95
Do., Lombard, doz.	2 25	2 90
Do., Blue, doz.	2 25	2 40
Black currants, doz.	3 45	3 45
Red currants, doz.	3 45	3 45
Raspberries, doz.	3 45	3 60
Strawberries	3 60	4 40

Dried Fruit

Supplies Are Light

Toronto.

Dried Fruit.—It is estimated that arrivals of dried fruit up to the present have not been more than one-third those which normally reach this market at this season of the year. As pointed out on previous occasions this has been caused through the shortage of cars. Sales of dried fruit have accordingly been greatly restricted. There is no intimation that the situation is likely to improve very rapidly. Currants are getting in narrow compass as supplies in some wholesalers' hands have been cleaned out. Apricots and peaches are holding in firm position. Prunes held steady at the easier prices noted last week on some of the smaller sizes.

Apples, evaporated	0 24	0 24 1/2
Apricots, unpitted	0 24	0 16 3/4
Do., standard, 25s	0 24	0 26
Do., choice, 25s	0 27	0 28
Do., fancy, 25s	0 30	0 30
Candied Peels, American—		
Lemon	0 23	0 35
Orange	0 30	0 37
Citron	0 35	0 45
Currants—		
Filiatras, per lb.	0 26	0 28
Australians, lb.	0 26	0 28
Dates—		
Excelsior, pkgs., 3 doz. in case	4 40	4 95
Domedary dates, 3 doz. in case	6 00	6 00
Figs—		
Taps, lb.	0 11	0 11
Malagas, lb.	0 11	0 11
Cal., 6 oz., doz.	0 11	0 11
Cal., 10 oz., doz.	0 11	0 11
Prunes—		
30-40s, per lb., 25's, faced	0 17	0 18
40-50s, per lb., 25's, faced	0 15 1/2	0 17
50-60s, per lb., 25's, faced	0 14	0 14 1/2
60-70s, per lb., 25's, faced	0 12	0 14
70-80s, per lb., 25's, faced	0 11 3/4	0 13 1/4
80-90s, per lb., 25's, unfaced	0 11	0 12 1/2
90-100s, per lb., 25's, faced	0 10 1/2	0 11 3/4
Peaches—		
Standard, 25-lb. box	0 15 3/4	0 15 3/4
Choice, 25-lb. boxes	0 16 1/2	0 18
Fancy, 25-lb. boxes	0 22	0 22
Raisins—		
California bleached, lb.	0 15	0 15 1/2
Valencia, Cal.	0 07	0 10 1/2
Valencia, Spanish	0 07	0 10 1/2
Seeded, fancy, 1-lb. packets	0 12 1/2	0 12 1/2

Seedless, 12-oz. packets	0 12	0 12 1/2
Seedless, 16-oz. packets	0 14	0 15
Seedless, screened, lb.	0 14 1/2	0 15 1/2

Tea Stocks Are Still Fairly Heavy

Toronto.

TEA.—There are still fairly heavy stocks of tea on this market and prices are holding steady. Java teas are in abundance and prices are fairly easy on this grade. This does not alter the situation, however, in respect to the future. Primary market quotations are higher at the present than teas now being sold locally. The big factor in the high cost of tea for importation at the present time is transportation charges. Demand for tea is reported fairly good.

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

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

Coffee Firmer Under Stress Of Big Sales

Toronto.

COFFEE, COCOA.—There was a firmer situation in coffee during the week as a result of heavy purchases by the Brazilian Government amounting to 310,000 bags. This now brings the combined stocks of coffee at Rio and Santos down to 3,487,000 bags, which is still 79,000 bags greater than the quantity held at these two ports at the same time last year. It is reported a contract has been given by the French Government and that in all probability this purchase will go toward filling part of it. There is also a probability that the coffee may be purchased to hold for a more favorable market. There was further buying on the New York market by two large operators, presumably for Liverpool interests. In the local market there was a firmer undertone as a result of the transactions in the primary market but quotations held unchanged. Cocoa was also in good demand with a firm undertone.

Coffee—		
Bogotas, lb.	0 28	0 30
Maracaibo, lb.	0 25	0 28
Mexican, lb.	0 27	0 31
Jamaica, lb.	0 26	0 27
Mocha, Arabian, lb.	0 35	0 40
Rio, lb.	0 19	0 25
Santos, Bourbon, lb.	0 25	0 26
Chicory, lb.	0 16	0 20
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 16	0 20

Cream Of Tartar Goes Still Higher

Toronto.

SPICES.—There was a strong market for bulk cream of tartar during the week and prices went to considerably higher

levels. French pure cream of tartar in one quarter was quoted at 73 3/4c in barrels and 82c in five-pound packages. There is a scarcity of the commodity, as some of the firms are entirely out of this commodity. In our issue last week the announcement that tartarine was down in price was a misstatement. Quotations are still being made to the retail trade on the basis of 21c per pound in barrels, 23c per pound in kegs and 25c per pound in pails. Prices on other spice lines held unchanged during the week.

Per lb.		
Allspice	0 16	0 18
Cassia	0 30	0 35
Cinnamon	0 40	0 50
Cayenne	0 30	0 35
Cloves	0 60	0 75
Ginger	0 25	0 35
Herbs — sage, thyme, parsley, mint, savory		
Mace	0 40	0 50
Pastry	0 90	1 10
Pickling spice	0 25	0 30
Peppers, black	0 20	0 25
Peppers, white	0 35	0 38
Paprika, lb.	0 38	0 45
Nutmegs, select, whole, 100's	0 35	0 45
Do., 80's	0 40	0 50
Do., 64's	0 55	0 60
Mustard seed, whole	0 30	0 40
Celery seed, whole	0 40	0 50
Coriander, whole	0 25	0 35
Caraway seed, whole	0 80	0 90
Cream of Tartar—		
French, pure	0 70	0 75
American high test	0 70	0 75
2-oz. packages, doz.	1 35	1 45
4-oz. packages, doz.	2 40	2 40
8-oz. tins, doz.	4 75	4 75
Tartarine, barrels, lb.	0 21	0 21
Do., kegs, lb.	0 23	0 23
Do., pails, lb.	0 25	0 25
Do., 4 oz., doz.	0 90	0 90
Do., 8 oz., doz.	1 75	1 75
Do., 16 oz., doz.	3 25	3 25

Nuts Have Been Moving Very Freely

Toronto.

NUTS.—There has been a free movement of nuts during the past week, which condition is incidental to the holiday period. Almonds and walnuts have been big sellers. Filberts were also in demand, with stocks of shelled filberts somewhat light. Peanuts were not plentiful and prices held firm. Cocoanuts were in good demand. Prices held steady during the week.

In the Shell—		
Almonds, Tarragonas, lb.	0 21	0 22
Walnuts, Bordeaux	0 20	0 21
Walnuts, Grenobles, lb.	0 22	0 22
Walnuts, Manchurian, lb.	0 24	0 24
Filberts, lb.	0 19	0 22
Pecans, lb.	0 17	0 27
Peanuts, roasted, lb.	0 17	0 18
Brazil nuts, lb.	0 13 1/2	0 17
Cocoanuts, per 100	7 50	7 50
Shelled—		
Almonds, lb.	0 42	0 48
Filberts, lb.	0 35	0 40
Walnuts, lb.	0 60	0 65
Peanuts, Spanish, lb.	0 17	0 17
Do., Chinese, Japanese, lb.	0 15	0 16

Movement Of Rice Continues To Be Light

Toronto.

RICE, TAPIOCA.—Movement of rice in the primary markets continues to be comparatively light. This is induced through the car shortage and also through the disposition of the rice farmers to hold out for higher prices. In the local market there is dullness in the market as people do not seem to have

the inclination to buy at this season of the year.

Texas, fancy, per 100 lbs.....	10 50	12 50
Blue Rose Texas	10 00	10 50
Honduras, fancy, per 100 lbs.....	0 12 1/2	
Siam, fancy, per 100 lbs.....	9 00	9 50
Siam, second, per 100 lbs.....	8 00	9 00
Japans, fancy, per 100 lbs.....	10 00	11 00
Japans, second, per 100 lbs.....	9 50	10 00
Chinese XX, per 100 lbs.....	8 00	9 00
Tapioca, per lb.	0 14	0 15

Demand For Beans Eclipsed By Other Things

Toronto.
BEANS.—The demand for beans has been comparatively light during the week as consumers' tastes have been running to other commodities. Lima beans, however, were in fairly active demand but supplies in the local market are light. Prices held unchanged during the week.

Ontario, 1-lb. to 2-lb. pickers, bu.	8 40
Can. white kidney beans, bush.. ..	
Indians, per bush.	5 75 6 60
Yellow eyes, per bushel.	
Japanese, per bush.	6 60
Limas, per pound	0 17 0 17 1/2

Package Oats Are Holding In Firm Market

Toronto.
PACKAGE GOODS.—Firmness continues to characterize the market for rolled oats although there was no change in the price recorded during the week. Manufacturers are only selling in limited quantities. Price of oats was maintained at high levels. Cornstarch and starch held steady in price. Manufacturers of these commodities have been heartened somewhat during the week by the announcement that the United States had removed the embargo on shipments of corn east of Chicago. This would seem to indicate that supplies can be brought forward into Canada.

Cornflakes, per case	3 40
Rollled oats, round, family size, 20s	4 80 5 00
Rollled oats, round, regular 18s, case	1 75
Rollled oats, square, 20s.....	4 80 5 00
Shredded wheat, case	4 25
Cornstarch, No. 1, pound cartons	0 12
No. 2, pound cartons.....	0 11
Starch, in 1-lb. cartons	0 12
Do., in 6-lb. tins	0 13 1/2
Do., in 6-lb. papers	0 09 1/2

Honey Stocks Are Still Rather Limited

Toronto.
HONEY, MAPLE SYRUP.—Although a carload of Nevada honey was distributed among the wholesale trade last week the lightness of stocks still continues as stocks were previously very low. Prices were firmly maintained. Maple syrup also held in firm market with a seasonable demand for this time of year.

Honey—		
Clover, 5 and 10-lb. tins.....	0 21	0 23
60-lb. tins	0 20	0 21
Buckwheat, 60-lb. tins		0 18
Comb, No. 1, fancy, doz.....	3 50	3 60
Do., No. 2, doz.....	3 00	3 25
Jars, 7-oz., doz.....	1 45	1 50
Do., 10-oz., doz.....	2 00	2 10
Do., 12-oz., doz.....		2 75
Do., 16-oz., doz.....		3 50
Maple Syrup—		
No. 1, gallon tins, 6 to case... ..	12 60	
No. 2, half gal. tins, 12 to case	14 20	

No. 3, quart tins, 24 to case.. ..	15 55
No. 3, quart bottles, 12 to case	7 80
N.B.—Above are wine measure.	
Gallon tins, Imperial, 6 to case	13 50
5-gallon tins, Imperial, per tin	9 25 10 50
Barrels, 25 or 40 Imp. gals., gal.	2 00

Oranges Scarce; Messina Lemons In

Toronto.
FRUIT.—Oranges were a comparatively scarce fruit during the week and prices ruled at high levels. California late Valencias were about cleaned up and the California navels sold from \$4 to \$6 per case. California navels are running more to the large sizes this year. Florida oranges were in rather light supply also. This is the season of the year when oranges are in big demand but light supplies have restricted the demand. Messina lemons came into the market during the week and were quoted from \$7 to \$9.50 per case. California lemons were quoted at \$8 to \$10 per case. There was a good movement of fruit during the week, box apples being one of the lines to have a good sale. Barrel apples, however, did not move very freely.

Apples—		
Boxes, Spitzenberg	2 65	
Jonathan, box	2 10	2 50
McIntosh Red, box		2 60
Rome Beauty, box		2 75
Black Bens, box		2 75
Ontario—		
Baldwins, No. 1, bbl.....	6 00	7 00
Greenings, No. 1, bbl.....	6 00	7 00
Kings, No. 1, bbl.....	6 50	7 00
Northern Spys, tree runs.....		6 00
Mann, No. 1, bbl.....		6 00
Do., No. 2, bbl.....		5 00
Pewakee, No. 1, bbl.....	5 00	6 00
Do., No. 2	4 50	5 00
Starks, No. 1, bbl.....	5 50	6 00
Do., No. 2	4 75	5 00
Ben Davis, No. 1, bbl.....		5 00
Do., No. 2, bbl.....		4 50
Winter varieties, straight, No. 3		5 00
N.S. Blenheim, No. 1.....		5 50
Do., No. 2		5 00
Bananas, yellow, bunch	3 00	3 50
Cranberries, late Howe's	18 00	20 00
Grapefruit—		
Jamaica, 46s, case	3 50	
Do., 54s, case	3 75	
Do., 64s, 96s, case	4 00	
Do., 80s	4 25	
Florida, 36s, 46s, case	4 25	4 50
Do., 54s, 64s, 80s, 96s	4 50	5 00
Porto Rico, 36s, 46s		
Do., 54s, 96s		
Oranges—		
California Late Valencias—		
96s, 100s, case	4 00	4 25
126s to 250s	4 25	4 75
288s, 300s	3 50	4 00
Mexican oranges, 126s to 250s.....	3 25	3 50
Florida Oranges—		
96s, 126s, 288s, case	4 50	4 75
Tangerines, half box	3 25	3 50
Navels, 96s to 126s	4 50	5 00
Lemons, Cal., case	8 00	10 00
Do., Messinas, box	7 00	9 50
Pears, Cal., box		4 25
Pineapples, Porto Rican, cs. 30-36s	5 50	6 00
Pomegranates, per box	3 50	3 75
Emperor grapes, keg	5 00	5 50
Do., clusters, in crates	2 60	3 00

Green Onions And Parsley In Market

Toronto.
VEGETABLES.—Green onions came into the market during the week and were sold at 90c per dozen bunches. Parsley was also in evidence and was quoted at 90c per dozen. Cauliflower from California were in plentiful supply and prices were easier by 25c per case, making the selling price \$4.25. California lettuce in crates were quoted at \$3.75 and in hampers Boston head let-

tuce was quoted at \$2.50 to \$2.75. Potatoes held steady in price. Beets, cabbage and parsnips stocks are getting lighter. Cabbage showed a firmer tendency and prices were quoted 25c per barrel higher. Movement of vegetables was somewhat slow during the week.

Beets, bag	0 90	1 00
Brussel sprouts, quart		0 15
Cauliflower, Cal., case		4 25
Cabbage, Canadian, barrel	2 25	2 50
Carrots, bag	0 60	0 70
Celery, Ont., doz.....	0 20	0 25
Do., Canadian, case	4 25	5 00
Lettuce leaf, doz. bunches	0 20	0 25
Lettuce, Cal., crate		3 75
Do., hampers, Boston	2 50	2 75
Canadian head lettuce, crate.....	3 00	4 00
Mushrooms, 4-lb. basket		3 00
Onions—		
Spanish, crates	5 50	6 00
Spanish, half crates	3 00	3 25
Do., Canadian, 75-lb.....	2 50	2 75
B.C. onions, 100-lb. bag.....		3 50
Do., green, doz., bunches		0 90
Potatoes—		
New Ontario, bag	2 00	2 10
N.B. Delawares	2 25	2 35
P.E.I., bag	2 00	2 10
Sweet, hamper		2 75
Spinach, box	0 60	0 75
Tomatoes—		
Hothouse, lb.		0 30
Parsnips, bag	1 00	1 25
Parsley, doz. bunches		0 90
Turnips, new, bag	0 50	0 65

Flour Price In Abeyance

Toronto.
FLOUR.—No announcement has yet been made with respect to the price on flour. Millers quite generally are anticipating that the Food Controller will give sanction to an increase in price around the first of the New Year. The Board of Grain Supervisors will in all probability be given permission to levy an additional tax of 3 1/2c per bushel by way of supervising fees; elevator and insurance charges. If this additional tax is placed on wheat, and with the price of millfeeds fixed so that some of the higher cost cannot be secured in this quarter, the millers are of the opinion that they have a case which justifies action on the part of the Food Controller. In the meantime prices are holding steady with a continued good demand reported.

	Car lots	Small lots
Manitoba Wheat Flour—	per bbl.	per bbl.
First patents	\$11.50	\$11.70
Second patents	11.00	11.20
Strong bakers	10.80	11.00
Ontario Winter Wheat Flour—		
High patents	\$10.30-\$10.35	\$10.50-\$10.55
Second patents	10.15	10.35

Millfeeds Now Pursue Steady Tone

Toronto.
MILLFEEDS.—Now that the price of millfeeds has been fixed on the basis of \$24.50 per ton bulk f.o.b. Fort William for bran and \$29.50 per ton bulk for shorts, the market has settled down to a steady condition with anticipation that this price will maintain for some time at least. Mills are well booked up with an insistent demand for future delivery. Contracts cannot be taken for any longer period than thirty days into the future and this places a limit to the time for future quotations. As stated last week the basis established for millfeeds at Fort William means that feed in bags in the local market will still be sold at

\$35 for bran and \$40 for shorts, mixed car basis.

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

Rolled Oats Go To Higher Levels

Toronto.

CEREALS.—A further advance was recorded by the mills in the price of rolled oats, the increase ranging from 15c to 20c per bag. Quotations were made on the basis of \$4.90 to \$5.05 per bag in five-bag lots. By the same token that advance rolled oats, there was an automatic advance in the price of oatmeal. Milling oats are very scarce and prices are high. There has been a heavy export demand for rolled oats and this has been the factor working toward higher prices. Corn products are in firm market. The embargo on the shipment of

corn from the United States has been raised and supplies are now coming forward to millers in this country. Owing to the soggy nature of the corn much of it has to be kiln-dried and this has a tendency to cause the corn to heat. The poor quality of the corn is working toward firmness in the market since a greater quantity is required to mill a given quantity of corn products. Demand for corn products is much greater than the supply at present.

	Five Bag Lots Delivered	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s.....	\$6.50-\$ 7.00	\$ 8.00-\$ 8.50
Barley, pot, 98s.....	4.75- 4.85	5.75- 6.00
Cornmeal, yellow, 98s.....	6.25- 6.35	6.50- 6.75
Corn flour, 98s.....	7.25- 7.35	.....
Farina, 98s.....	5.75- 6.00	6.25- 6.50
Graham flour, 98s.....	5.40-	5.50- 6.00
Hominy grits, 98s.....	7.25- 7.35	.....
Hominy, pearl, 98s.....	7.25- 7.35	.....
Rolled oats, 90s.....	4.90- 5.05	4.85- 5.25
Oatmeal, 98s.....	5.40- 5.55	5.40- 6.25
Rolled wheat, 100-lb. bbl.....	5.50- 6.00	6.00- 6.25
Wheatlets, 98s.....	5.75- 6.00	6.25- 6.50
Peas, yellow, split.....	9.50- 10.00	10.50- 11.00
Blue peas, lb.....	.....	0.10- 0.13½

Above prices give range of quotations to the retail trade.

MANITOBA MARKETS

WINNIPEG, Dec. 26.—December business was exceptionally good owing to delayed shipments of Christmas canned goods. These would otherwise have been bought in November, but this business was loaded on to December, making it about the largest month for business in the whole year. Normally December business is light, but this year a good part of November business has been switched on to this month.

West Buys Sugar When Price Goes Down

Winnipeg.

SUGAR.—The market declined 20c per cwt. last month. Redpath's led the way, followed by one or two others; at the time of writing, however, all refineries had not declined. The situation has improved and sugar is far more plentiful. The trade is somewhat puzzled as to what course sugar will take in the future. Some have the impression that this is one of the first of a series of declines, while others express the opinion that prices depend entirely on what the Food Controller does. Since the decline the retail trade in Western Canada have been buying very freely. There is such a tremendous amount of sugar used in the West that when a shortage does take place supplies run down very low, resulting in a big demand as soon as the situation improves. Most of the wholesale houses have a bunch of back orders on hand, but expect to clean these up this week.

Good Demand Experienced For Syrup

Winnipeg.

SYRUP.—Up to time of writing there is no indication of a decline going into effect and the demand continues exceptionally heavy. Syrup usually moves out slowly at this time of the year and con-

tinues so until spring. The heaviest demand is in March.

NEW ORLEANS MOLASSES.

24 by 2 lb. tins	\$3 15
24 by 3 lb. tins	4 25
12 by 5 lb. tins	3 80
6 by 10 lb. tins	3 70

CORN SYRUP.

Beehive and Crown—	
2-lb. tins, 2 doz. case, per case.....	5 28
5-lb. tins, 1 doz. case, per case.....	5 68
10-lb. tins, ½ doz. case, per case.....	6 41
20-lb. tins, ¼ doz. case, per case.....	6 42
White Clover and Lily White—	
2-lb. tins, 2 doz. case, per case.....	5 78
5-lb. tins, 1 doz. case, per case.....	6 18
10-lb. tins, ½ doz. case, per case.....	5 91
20-lb. tins, ¼ doz. case, per case.....	5 92
Barbadoes Molasses—	
In half barrels, per gal.....	85-95
New Orleans Molasses—	
Blackstrap, half barrels, wood, per gal.....	50-52

ROGERS SYRUP.

24 by 2 lb. tins, case.....	5 25
12 by 5 lb. tins, case.....	6 15
6 by 10 lb. tins, case.....	5 75
3 by 20 lb. tins, case.....	5 60
12 by 3 lb. seal glass jars.....	4 20

Tapioca To Drop End Of January

Winnipeg.

RICE.—On rice there is no change. Tapioca and sago continue to sell at 13c and 14c respectively. No change is expected on these until end of January, when there should be a decline of one or two cents per lb.

Extra fancy Japan, 100-lb. bags.....	0 09
Fancy Japan, 100-lb. bags.....	0 08½
Choice Japan, 100-lb. bags.....	0 07¾
Siam, 100-lb. bags.....	0 07½
Tapioca, lb.....	0 13½
Sago, lb.....	0 12½

Figs And Raisins Will Be Carried Over

Winnipeg.

DRIED FRUITS.—California figs and table raisins arrived at the last minute. Some of the jobbers took delivery of these, with the result that the retail trade in the city were supplied in plenty

of time; what orders were shipped to the country were shipped by express. However, they were very late in coming in, and there will be a considerable quantity carried over. Last week-end California figs were quoted at 12c for 50's. Evaporated Apples—There is a very fair demand, considering the high price being quoted. Prunes are selling well. One jobber states he understands that the United States Government has bought all the 50-60's and 60-70's, which will have a tendency to make a shortage on these lines.

Santa Clara Prunes—	
90-100s, 25-lb. boxes, per lb.....	0 10
80-90s, 25-lb. boxes, per lb.....	0 10½
50-60s, 25-lb. boxes, per lb.....	0 12½
Apples—	
Cal. fey, faced, 50-lb. boxes, lb.....	0 23
Pears, choice, 10-lb. boxes, faced.....	0 16½
Apricots—	
New, choice, 25's.....	0 23¾
New, choice, 10's, per box.....	2 48
Peaches—	
Choice, 25-lb. boxes.....	0 13
Choice, 10-lb. boxes.....	0 14
Currants—	
Fresh cleaned, bulk, lb., Australian.....	0 23
Dates—	
Hallowee, 68-lb. boxes.....	0 20
Fards, box, 12 lbs.....	2 30
Raisins, California—	
16 oz. fancy, seeded.....	0 11½
16 oz. choice, seeded.....	0 11
12 oz. fancy, seeded.....	0 09¼
12 oz. choice, seeded.....	0 08¾
Raisins, Muscatels—	
3 crown, loose, 25's.....	0 11¼
3 crown, loose, 50's.....	0 10¾
Raisins, Cal. Valencias—	
3 crown, loose, 25-lb. boxes.....	0 10½
3 crown, loose, 10-lb. boxes.....	0 11
Mediterranean, 33-lb. mats.....	0 08¾
Peel—	
Candied lemon, boxes, lb.....	0 23½
Candied orange, boxes, lb.....	0 25
Candied citron, boxes, lb.....	0 30
Cut mixed, 7-lb. boxes.....	0 31¼

Manchurian Beans Offered At \$5.90 Bushel

Winnipeg.

BEANS.—One house is offering what they call Manchurian white beans at \$5.90 per bushel, and state they will be able to sell these for considerable time at that price. Last spring beans were selling around \$7 per bushel. There has been considerable inquiry from Eastern Canada for beans, but some difficulty was experienced, as the demand was for Canadian beans.

Barley—	
Pearl, 98-lb. bags, per bag.....	7 75
Pearl, 49-lb. bags, per bag.....	3 90
Pot, 98-lb. bags, per bag.....	5 50
Pot, 49-lb. bags, per bag.....	2 80
Pot, 24-lb. bags, per bag.....	1 45
Beans—	
Lima, large, about 80-lb. bags, per lb.....	0 17½
Lima, small, 100-lb. bags, per lb.....	0 14
Fancy white, bushel.....	5 90
7 00	
Peas—	
Split, 98-lb. bags, per bag.....	10 85
Whole, yellow, soup, 2 bu. bags, bu.....	5 00

Coffee Market Low; Rios Quoted 13½-14c

Winnipeg.

COFFEE.—The market has continued very weak. This is having the effect of lowering the price to the retail trade. One house is quoting the following:—Green Rio No. 7, 13½c; Green Rio No. 5, 14c. These are rather low, however, and in some cases quotations are two cents higher than this.

Canned Goods Trade Slow From Now On

Winnipeg.

CANNED GOODS.—It is conceded by the trade that business will be slack for the next six weeks at least as the big retailers are only now taking deliveries on fall orders. Thus for some time to come the wholesale trade will have to depend on the smaller dealer who buys in one or two case lots.

Laundry Soaps Jump 40c Per Case

Winnipeg.

SOAP.—The majority of laundry soaps took a jump of 40c per case last week. This was anticipated for some time. Many of the jobbers expressed the opinion that this was only right as the manufacturers have been marketing for some time at a loss.

PRODUCE AND PROVISIONS

(Continued from page 47.)

not the case, as cotton seed oil is very scarce.

Higher Prices Are Announced On Codfish

Winnipeg.

CODEISH.—The trade advise that there is a marked scarcity of cod and prices are likely to be very high. The reason given is that a large cargo of fish was lost, and it was impossible to replace same. The result is that on a number of brands deliveries are short. Also because of unforeseen competition from American and other buyers, higher prices than were anticipated were charged for raw material, with the result that supplies are short and prices high. The trade are quoted for 1's and 2's, 15½s, and for whole cod 13½-14½c. HERRINGS.—Owing to shipping conditions and because of a short catch on account of war conditions, very few Dutch herrings will be shipped to Canada this year. As a result the demand will fall on Nova Scotias, commonly known as Labradors, and on Lake Superior salted herrings. Quotations are as follows:

Labrador in 20 lb. net pails, per pail, \$1.80; Labrador 100 lbs. net, half bbls., \$7.00; Lake Superior 10 lb. net pails, each 95c.

CHINESE PEANUT CROP

Big Percentage of Oil in Chinese Peanuts—High Freight Rates Now Curtail Shipments

Peanuts are known to have been grown in China back in the eighteenth century, and since that time the peanut industry has developed until now they are grown in all parts of the country except in the higher regions.

The oil extracted from the peanuts is the chief value of growing these nuts, and Chinese peanuts are said to average 46 per cent. oil. The oil is exported in large quantities for use in cooking, as

a substitute for olive oil and is also used in making soap. The value of peanut oil exported in 1915 exceeded by more than 50 per cent. the value of all peanuts shipped. After the extraction of the oil, the product remaining is formed into cakes which are used as fodder, poultry feed or fertilizer. Large quantities of peanuts are exported to Europe, and a large part of them are used in the manufacture of oil and soap.

The Province of Shantung is the chief peanut-producing district of China with the provinces of Ho-Nan and Chi-Li following closely. The peanuts of the latter two provinces are said to be somewhat richer in oil and therefore worth more than the ordinarily larger peanuts from Shantung.

Shanghai is the chief port for ocean shipping of peanuts owing to its natural facilities and on account of its accessibility to the centres of production. For the latter reason large quantities of peanuts are bought by local dealers and stored in the godowns awaiting shipment or else transferred direct from coastwise craft to seagoing vessels. In the latter case inspection of shipments is made at the point of supply. The former method is the more preferable as it gives the exporters an opportunity to see that properly ventilated storage space is available for the shipment. It also gives the exporter an opportunity to prepare and inspect the cargoes prior to the ocean voyage.

The peanut season in China lasts for about eight months, from November until June or July. After being gathered the crop is stored in godowns and shipped as required. No special treatment is used to hasten hardening, this being left entirely to nature. The peanuts soon lose their excess moisture in storage and it is usually safe to make shipments about the middle of December. If the peanuts contain more than 8 per cent. moisture when shipped they are likely to mould en route.

Shipments to America of shelled peanuts are sometimes made in 100 lb. sacks to meet the requirements of the importer. It is believed that the best package for the ocean voyage is the 2½ pound gunny which holds about 188 pounds of peanuts.

One firm which ships large quantities of peanuts reports that it has never had a claim in all its shipments on account of mould. Others have been less fortunate and in some instances heavy losses have been sustained by shippers. Sometimes the mould is confined to the outer layers of peanuts while in other cases it permeates the whole sack. However, properly cured peanuts properly stored aboard ship should stand the ocean voyage without deteriorating.

The big increase in freight rates has rendered the cost almost prohibitive, and in addition, transportation companies are reluctant to accept cargoes of peanuts owing to the dearth of tonnage. However, with the return of normal conditions, China will be looked

to more than ever by the American dealers as an available source of supply

NEW BRUNSWICK TRAVELLERS' ANNUAL MEETING

The annual meeting of the New Brunswick Commercial Travellers' Club took place in St. John on the evening of December 21. The financial report showed that \$6,838 had been raised for patriotic purposes during the year. The election of officers and directors resulted as follows:—President, W. A. Stewart; vice-president, Daniel McKinney; secretary-treasurer, J. E. Augvine; directors, F. W. Connell, T. J. Gunn, M. H. Dunlop, J. E. Petrie, G. G. Walters, H. W. Wetmore, L. M. Owens, E. H. Cairns, J. E. Earle, and G. E. Dawes.

LARGEST U. S. PEA PACK IN HISTORY

The largest pack of peas ever known in the United States is the record for 1917 as announced by the U. S. Food Administration. The total number of cases put up this year is almost 50 per cent greater than in 1916 and the Government charges that some jobbers and canners are responsible for an unreasonably greater price than the pack warrents.

Details of the pack show that the total number of cases for this year is 9,839,252 as against 6,686,000 last year and 9,272,000 cases in 1915, the latter being the previous high record. Even with the 12 per cent. requisition by the Government for army requirements, which would mean 1,119,310 cases deducted that still leaves 8,709,912 cases for trade requirements, or 2,123,942 more cases than last year.

MONEY IN MILK

Aged Mrs. Borden Gets \$120,000 a Year From Her Holdings of Stock

A sheriff's jury sitting at White Plains the other day declared Mrs. Theresa Borden, widow of Henry Lee Borden, son of the founder of the Borden Milk Company, incompetent to manage her estate, estimated to be worth \$1,750,000.

The proceedings before the sheriff's jury were instituted by Lewis L. Borden, a son, through District Attorney Lee Parson Davis, it being alleged that Mrs. Borden, who now is 70 years old, is suffering from senile dementia.

The testimony showed that Mrs. Borden, who is now living at the Gedney Farms Hotel, on the outskirts of White Plains, in care of several trained nurses, owns among other valuable stocks 15,000 shares of the Borden company valued at \$1,500,000, and that she has for years received an income of \$120,000 a year from these securities alone.

NOT SO SURE ABOUT THE RATTLE-SNAKE NOW

"Red Gulch don't look nothing like it did ten years ago," said the drummer.

"No," agreed Broncho Bob. "Ten years ago before so many saloons started up, if you see a rattlesnake coming up the road you knowed it was a sure-enough rattlesnake."

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 24.—There has been a general feeling that a slight decline in sugar was in order, but the decline of 20c that went into effect this week came somewhat earlier than it was expected. Retailers have been able to get all the sugar they require to meet the actual demands of their trade.

All Christmas lines have been fairly well cleaned up. Some old lots of Malaga raisins have been cleaned up among others; these sold well on account of the almost total absence of new stock. China rice sold at \$4.25 per mat for No. 1 and \$3.85 for No. 2.

The market on storage eggs tends to be higher.

CALGARY:

Beans, small Burmah, lb.	0 11
Flour, No. 1 patents, 98s, per bbl.	11 00
Molasses, extra fancy, gal.	0 95
Rolled oats, 80s	4 35
Rice, Siam, cwt.	7 00
Rice, China, per mat, No. 1.	4 25
Do., No. 2	3 85
Tapioca, lb.	0 14 1/2
Sago, lb.	0 14 1/2
Sugar, pure cane, granulated, cwt.	10 20
Cheese, No. 1 Ontario, large.	0 25
Butter, creamery, lb.	0 45
Do., dairy, lb.	0 40
Lard, pure, 3s, per case.	16 20
Eggs, No. 1 storage, case	12 50
Candied peel, lemon, lb.	0 30
Tomatoes, 2 1/2s, standard case.	4 75
Corn, 2s, standard case	5 15
Peas, 2s, standard case	4 00
Apples, gals., Ontario, case.	3 50
Strawberries, 2s, Ontario, case.	6 20
Raspberries, 2s, Ontario, case.	6 20
Apples, evaporated, 50s, lb.	0 23 1/2
Apricots, evaporated, lb.	0 26 1/2
Peaches, evaporated, lb.	0 15 1/2
Peaches, 2s, Ontario, case	4 75
Lemons, case	9 50
Salmon, pink, tall, case	8 50
Salmon, Sockeye, tall, case.	15 00
Do., halves	.....
Potatoes, per ton	40 00
Navel oranges, case	6 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 24.—Christmas goods have been pretty well cleaned up on the local market. Owing to transportation difficulties shipments were slow in arriving, and it was difficult to ship perishable products on account of the cold. Despite these drawbacks, however, the Christmas trade is regarded as of a highly satisfactory character.

Poultry is well cleaned up, while eggs advanced to 44c. Sugar declined 20c last week, and further declines are looked for.

An advance of 10c to 15c per 98 pounds is expected in flour owing to the new war tax. Soaps have advanced, while Campbell's soups show a decline.

REGINA—

Beans, small white Japan, bu.	6 75
Beans, Lima, per lb.	0 19 1/2
Flour, No. 1 pats., 98s, per bbl.	11 20
Molasses, extra fancy, gal.	0 70
Rolled oats, bails	4 50
Rice, Siam, cwt.	8 40
Sago and tapioca, lb.	0 15 1/2
Sugar, pure cane, gran., cwt.	9 99
Cheese, No. 1 Ontario, large.	0 24 1/2
Butter, creamery, lb.	0 43
Lard, pure, 3s, per case.	16 30
Bacon, smoked sides, lb.	0 32
Bacon, smoked backs, lb.	0 30
Eggs, new-laid	0 44
Pineapples, case	5 75
Tomatoes, 3s, standard case.	5 25
Corn, 2s, standard case.	4 60
Peas, 2s, standard case	4 25
Apples, gal., Ontario	2 20
Apples, evaporated, per lb.	0 19 1/2
Strawberries, 2s, Ont., case.	6 30
Raspberries, 2s, Ont., case.	6 30
Peaches, 2s, Ontario, case	4 30
Plums, 2s, case	3 40
Salmon, finest sockeye, tall, case	15 50
Salmon, pink, tall, case	9 00
Pork, American clear, per bbl.	40 75
Bacon, breakfast	0 27
Bacon, roll	0 24
Potatoes, per bush.	1 25

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, Dec. 24.—Fresh British Columbia eggs, which have been in an uneasy market, went down to 60c per dozen for Christmas trade. Only reason for the decline was that people refused to pay higher price. Potatoes are unchanged in price. A recent report of the market commissioner indicates that most stocks are held by dealers, who are now in a position to handle the market. Apples are selling well owing to the high price of oranges, which are now \$5 to \$5.25 per box. Japanese oranges have dropped to 80c, and at that figure are selling well owing to the fact that small size regular oranges are scarce. White beans appear to be fairly plentiful. Japanese small white are selling at 16c and British Columbias at 18c per pound.

VANCOUVER, B.C.—

Sugar, pure cane, gran., 100 lbs.	9 75
Flour, first patents, Manitoba, per per bbl., in car lots.	11 30
Rice, Siam, No. 1, per ton.	135 00
Do., Siam, No. 2	110 00
Beans, Japanese, per lb.	0 16
Beans, B.C., white	0 18
Potatoes, per ton	28 00
Lard, pure, in 400-lb. tierces, lb.	0 27
Butter, fresh made creamery, lb.	0 48
Eggs, new-laid, in cartons, doz.	0 60
Eggs, B.C., storage	0 58
Cheese, new, large, per lb.	0 25
Oranges, box	5 00
Salmon—	
Sockeye, halves, flat case.	16 60
Tall, case	14 00
Pinks, case	8 25
Cohoos	11 00
Chums	7 50

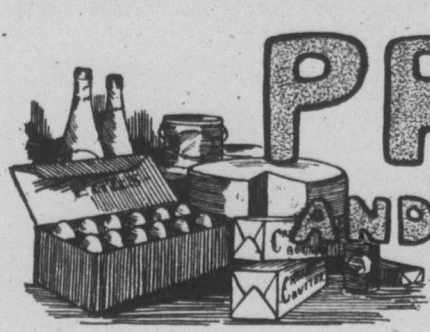
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 24.—The sugar situation in New Brunswick has reached a very acute stage. There are absolutely no stocks at present in the hands of local jobbers, and many retailers were compelled to face Christmas with no sugar of any description. This scarcity affected the Christmas trade in candy, as manufacturers ceased to a large extent the manufacture of holiday lines, preferring to reserve their stock for the more expensive lines. The refineries promise relief by the beginning of the year. There has been no change in price. There is some margarine being offered at 40c retail, and at this price it is not replacing the sale of butter to any appreciable extent. Breakfast bacon is firmer, selling from 34c to 36c. Currants are off the market at present. Poultry is quite plentiful, but prices range high. The retail prices are: Turkeys, cold storage, 40c; fresh killed, 50c; geese, \$3 to \$4; ducks, 45c a pound; chicken, 40c; fowl, 35c.

ST. JOHN, N.B.

Flour, No. 1 patents, bbls., Man.	12 55
Ontario	8 65
Cornmeal, gran., bbls.	14 00
Cornmeal, ordinary, bags	4 75
Molasses, extra fancy, gal.	0 80
Rolled oats, bbl.	11 50
Beans, yellow-eyed	10 00
Beans, California white	10 00
Rice, Siam, cwt.	8 50
Sago and tapioca, lb.	0 17
Sugar—	
Standard granulated	9 15
No. 1 yellow	8 65
Paris lumps	10 50
Cheese, N.B., twins	0 24
Eggs, new-laid	0 50
Eggs, case	0 44
Breakfast bacon	0 34
Butter, creamery, per lb.	0 42
Butter, dairy, per lb.	0 40
Butter, tub	0 38
Margarine	0 40
Lard, pure, lb.	0 31
Lard, compound	0 24 1/2
American clear pork	67 00
Beef, corned, 1s	4 25
Tomatoes, 3s, standard, case	5 10
Raspberries, 2s, Ont., case	5 40
Peaches, 2s, Ontario, case.	4 30
Corn, 2s, standard case.	4 80
Peas, standard, case	4 00
Apples, gals., N.B., doz.	4 00
Strawberries, 2s, Ont., case.	5 00
Pork and beans, case	4 00
Salmon, Chums	8 00
Sardines, domestic, case	6 75
Cream tartar	0 75
Currants, lb.	.....
Raisins, choice, lb.	0 12 1/2
Raisins, fancy, lb.	0 12 1/2
Raisins, seedless, lb.	0 15
Prunes, 90-100, lb.	0 11
Candied peel, citron	0 39
Candied peel, orange and lemon.	0 32
Apples, N.S., bbl.	2 50
Potatoes—	
New, native, barrel	4 00
Onions, Canadian, 75 lbs.	2 90
Lemons, Cal. Messina, case	9 00
Oranges, California, case	5 00
Grapefruit, case	5 00



PRODUCE AND PROVISIONS

Capital Invested Turned 250 Times

Dionne and Dionne, Montreal, Have Conducted a Very Successful and Growing Meat Department Since 1896—Original Capital Turned 250 Times First Year—Now Handle Business Aggregating \$300,000.

TO have begun business in 1896 in an English-speaking section of a large city and to have developed this to a point where the annual turnover is now around \$300,000 from an original capital of \$800 is the record of Dionne and Dionne, of Montreal. In the above year they opened their present business at 4120 St. Catherine St., and have been continuously engaged in handling meat and groceries ever since.

Turn Original Capital 250 Times

In speaking with Mr. Dionne, CANADIAN GROCER was informed that the original capital was \$800 cash. At the end of twelve months they had realized a turnover of \$20,000 on this capital. Business was conducted on careful principles, and by investing what profits could be returned to the business from year to year they are now able to take care of a turnover aggregating some

\$300,000 annually on a capital of \$35,000 to \$40,000.

The Value of Practical Knowledge

This firm was fortunate in that George Dionne, one of the brothers, was a practical butcher. This served to take the responsibility from the shoulders of the other member of the firm and leave him free to care for the development of the grocery department. The plan worked well and is doing so to-day. Each has his appointed department and in the meat department, particularly, knowledge of all cuts and qualities of meats is a big asset to the business. Having a personal interest in the class of meats purchased for sale, the firm can be careful as to the maintenance of their own standard. Thus in the matter of lambs the firm buys its own. These are carefully selected to get the best grades, and for a nominal charge the abattoir

companies will kill these and deliver them. They also can sell to the abattoir the fore-quarters of lambs as these are not in demand in the community to which they cater.

Mutual Advances of Departments

The meat and grocery departments have been of great value in helping swell the turnovers of both. A glass partition divides the two, and there is a separate entrance to the meat department from another street. Access is of course to be had directly from one department to the other and the attractive displays are easily seen, whether one is making purchases in one department or the other. A large percentage of the increased turnover coming to this firm from year to year is traceable to the handling of meats. The district is a very thickly populated one and the customers desire not only a better class of



The attractive interior of Dionne & Dionne, Montreal, Meat and Provision Department.

service but also a high grade of meats, and these are promptly available.

Prices Prominently Displayed

One of the features most noticeable in looking over this store is the prominence of price cards. Large cards or pieces of heavy wrapping paper are used, and on these are given prices in bold and attractive letters. The ultramarine blue used in making these cards is inexpensive and is one of the best colors that can be used in this connection. Mr. Dionne stated that he had always followed this plan and that it had worked admirably.

When a prospective customer is passing one of the tables on which either meats or provisions are displayed she is attracted by the card in the first instance, and if the price suits she will approach the salesman and ask for the definite article, knowing what she is to pay, and many sales are thus made, a great many sales indeed that, without this ticketing system, would not be made at all. Of course it is to be understood that these prices are fair and in many cases close, so that the purchaser realizes the values on sight. Not only does this method prevail within the store, but in worth-while items these cards are pasted on the store windows and are always scanned by those passing.

The Inconsiderate Public

One of the greatest difficulties with which the firm has had to contend is that of delivery. Not that they have failed to appreciate the need and the value of a good delivery system. The complement of delivery wagons now used is a large one and comprises no fewer than three auto trucks and 7 horses and wagons, going out on their rounds every day.

The fault is with the inconsiderate customer who will call up for some meat, perhaps only a quarter's worth, and after this has been delivered calls again perhaps for a like amount or smaller. The rig has to be sent again and there are instances where this will happen three times in one day from the same source. The resultant abnormal delivery cost is obvious. To correct this the firm propose to send out cards to their many patrons asking them to carry small parcels.

Then again there are many asking for meat to be sent C.O.D. This is promptly done, and many times when the delivery man arrives there is no one at home, or cases have been known in which the door wasn't answered. Is it any wonder that this firm, in common with many others, feels that there must be a change? Some want meat delivered to the front door, some to the rear, and the fancies of many customers are difficult to catalog?

In this firm's case the salaries of delivery help alone (not allowing for cost of horse and keep, gasoline or car repair bills) runs over \$8,000 per year. It is a time of high costs, and in many cases of small profits.

Unique Telephone System

One of the most up-to-date "Private Branch-Exchanges" in Montreal is installed in Dionne and Dionne's store, so

that they may give to their hundreds of patrons a service that is efficient and prompt. Thus, there is a space reserved in the centre of the store, and four operators are required to receive the calls as they come in.

A unique and effective system is adopted, for instance: Mrs. Brown wants some meat, say a nice roast. She calls the store and states who is speaking and that she wants some meat. The particular clerk used to taking her order is requested to answer the telephone on his particular counter and he is immediately conversant with Mrs. Brown's needs; and a piece of meat is almost sure to be sent to her that will be "just what she wanted."

The number of orders coming in in this way in the course of the day is enormous, and this method serves to facilitate the handling of these orders with every care and very quickly as well. Particularly in the summer when meat must be handled quickly this one provision alone is very effective. Few if any of this particular kind of cabinets are used in Montreal. Shipping, meat,

grocery and office departments can be connected instantly. The system has been working for the past two years very successfully.

Some of the Methods Used

Much trouble has been experienced from time to time in securing the return of bottles, cans, jars and so on. These are now all charged with the goods. Drivers are furnished with credit books and when any bottles are returned they leave a receipt for them and the particular account is credited at the store. No complaint is then likely on the customer's part. A card was sent each customer explaining the firm's position in this respect and there has been little misunderstanding.

An adding machine has been found very useful, and it has permitted much of the detail work being done by a girl where it would otherwise be necessary to engage a man at a much higher salary. All the work of the office is handled with satisfaction by one office man and three girls. The firm states that any man with a fair-sized business should use an adding machine.

Why Discriminate Against Margarine?

Coloring Matter is Used in Butter, Why Not in Margarine?—
The Farmers' Interests Sufficiently Protected by Other
Conditions—Western Dealer Protests.

MARGARINE is at last on the menu of the Canadian people, and from early reports there is a decided tendency to take to the product, the only difficulty in the way being the comparatively limited stocks available. One hitch after another has arisen in the matter of importing the product from across the border, and this has, of course, shut off one of the chief sources of supply.

As CANADIAN GROCER has urged before on many occasions, there is an unjust discrimination against the product. The butter maker can and does color his product with the consent and approval of the Government, but the maker of margarine is not permitted to use the same assistances to sales. The coloring matter is as harmless in one case as the other. Why, then, the discrimination? The favor shown to the butter industry is unquestionably a sop to the farmer, who sees in the introduction of margarine a great source of danger. As a matter of fact, over 75 per cent. of the components of margarine are the direct product of the farm, and even if the farmer were to suffer in one way he would certainly gain in another. But surely the regulation that margarine must be sold in original carton, and that the name of the product must be the most prominent word on the package, and that restaurants serving margarine in place of butter shall put a card on the tables stating that fact, is enough protection for butter without further penalizing the product!

CANADIAN GROCER is in receipt of a copy of an interesting letter addressed to the Food Controller by a Western

handler of margarine. The letter is reproduced herewith:

Hon. W. J. Hanna,

Food Controller,

Ottawa, Ont.

Re Coloring Oleomargarine

Dear Sir,—We desire to enter a very strong protest against the rule that does not allow small capsule of coloring to be attached to each carton of natural colored oleomargarine. The only firms that are in a position to turn out this product with a tinge of coloring to it are the big packers, and the writer feels quite sure that a product with a tinge of yellow will find a more ready sale than the white product; therefore, we are playing into the hands of the packers, unknowingly perhaps.

Who is the coloring to hurt? It is harmless. Surely the prohibition is not made effective because it will hurt the dairy interests of Canada, as in our opinion protection of this kind is unnecessary. The dairy interest will stand on its own feet. If oleomargarine in its natural color, which is white, is objectionable to the average consumer, why not give her an opportunity of coloring some after she makes the purchase.

We respectfully submit that the benefits expected by the free entry of oleomargarine into Canada should not be partially nullified by prohibition of the kind referred to. Let the consumer color the article if she wants to. It is her business, not ours, providing we know that the coloring used is harmless, as we understand it is.

We express the hope that this matter will be given your early consideration.

Produce, Provision and Fish Markets

THE MARKETS AT A GLANCE

THERE was considerable interest manifested in the fact that the United States Government has intimated that an embargo will be placed on the shipment of barrel pork into foreign markets. The Maritime Provinces use good quantities of this pork from the United States and with the excluding of these supplies from the Canadian market there will be a bigger demand on the home-produced commodity. In some quarters prices on mess pork and short-cut backs made advances during the week. The first shipment of margarine from the United States came into Canada on Thursday of last week, supplies being rushed forward by express as soon as the licenses were issued by the United States Government. Shortening is in light supply as raw materials have been coming forward very slowly during recent days. The United States Government is holding a firm hand on shipments and is issuing licenses very sparingly. Lard has been in good demand for the Christmas trade. A report by the acting commissioner on the cost of living shows the supplies of storage eggs have been greatly reduced within recent weeks. There were heavy arrivals of poultry of all kinds during the few days preceding the holiday. Geese were particularly plentiful and were very much in evidence. They have been making a bid for popularity in competition with turkeys. Receipts of turkeys were heavy enough to take care of the demand. Trade in produce and provisions for the holiday period was reported good.

Live Hogs Are Strong; Receipts Are Light

Montreal.
PROVISIONS.—There is a normal demand for provisions this week with prices held firmly. Live hogs are holding with a firm undertone, and this will probably be maintained. The receipts are light owing to the holiday on Tuesday. It is probable that the advance of 25 cents per hundred, making the market price of \$19.25, will be held. No changes are made in cured meats, and for these the demand is fairly good, though attention has turned much to the holiday lines of poultry and fresh meats.

Hogs, dressed—		
60-90 lbs.	25 50	26 00
Over 90 lbs.	24 00	25 00
Hogs, live	19 00	19 25
Hams—		
Medium, per lb.	0 30	0 31
Large, per lb.	0 29	0 29 1/2
Backs—		
Plain	0 39	0 40
Boneless, per lb.	0 41	0 42
Bacon—		
Breakfast, per lb.	0 38	0 42
Roll, per lb.	0 28	0 30
Dry Salt Meats—		
Long clear bacon, ton lots....	0 26	0 27
Long clear bacon, small lots....	0 26 1/2	0 27 1/2
Fat backs, lb.	0 25	0 26
Cooked Meats—		
Hams, boiled, per lb.	0 42	0 44
Hams, roast, per lb.	0 46	
Shoulders, boiled, per lb.	0 37 1/2	0 38 1/2
Shoulders, roast, per lb.	0 38	0 38 1/2

Lard Sales Are Good; Price Holds Firmly

Montreal.
LARD.—Has been in good demand the past week for special Christmas cooking and baking purposes. There is a fair stock of this on hand and while no changes of price are recorded, the quotation for all sizes hold firmly.

Lard, Pure—		
Tierces, 400 lbs., per lb.	0 28	0 28 3/4
Tubs, 60 lbs.	0 28 1/4	0 29
Pails	0 28 1/2	0 29 1/4
Bricks, 1 lb., per lb.	0 29 1/4	0 30

Shortening Unchanged; Demand Very Good

Montreal.
SHORTENING.—The features of the week in the shortening market are unimportant, and with a maintained price of 24 1/2c base and the usual advances for the various size packages sales continue to be normal. Many express the difficulties already stated in cottonseed oil deliveries, and these are little, if any, better.

Shortening—		
Tierces, 400 lbs., per lb.	0 24 1/2	0 25 1/2
Tubs, 50 lbs.	0 24 3/4	0 25 1/4
Pails, 20 lbs., per lb.	0 23 3/4	0 25
Bricks, 1 lb., per lb.	0 25 1/2	0 26 3/4

Turkeys Very High; Fair Poultry Demand

Montreal.
POULTRY.—Brisk business has been the feature of the market for the last ten days or so. Notwithstanding this, some of dealers feel that the abnormally high quotations for turkeys and also for geese have served to retard the demand for them. It is really out of the question for the poor man to buy some lines of poultry and the sales are therefore quite confined to those who are getting the better salaries or the man of means who always is in the position to buy what he chooses for his table. Chickens are selling well and ducks will be popular with many through the holiday week. It is probable that lower prices may obtain soon for poultry, but with the difficulties of securing supplies, it may be

that these will continue high. There are no changes recorded and the following prices obtain in this market.

Poultry—		
Old fowls	0 23	0 25
Chickens, crate fattened	0 28	0 30
Roasting chickens	0 26	0 28
Young ducks	0 27	0 28
Turkeys (old toms), lb.	0 29	0 34
Turkeys (young)		0 35
Geese	0 23	0 24

Eggs Much Firmer; New-Laid Scarcer

Montreal.
EGGS.—New laid eggs being scarcer than ever, the demand has shifted to storage stock and for this there is a good and increased demand. The strong position of the storage article has been represented in an advance of two cents per dozen all round. The special cooking required at the holiday season has called for the use of large quantities and dealers are well satisfied with the volume of this trade for storage eggs. Prices as quoted represent the two cent advance, excepting in the case of new lays which are eagerly sought by those who can pay the prices asked, or more.

Eggs—		
New-laid (specials)	0 60	0 70
Selects	0 45	0 47
No. 1's	0 42	0 44
No. 2's	0 40	0 41

Cheese Receipts Fair; Much To Be Exported

Montreal.
CHEESE.—Shipments continue to come forward from points at which sales were made. The local trade is confined and in this there is probably a better demand for old than for several weeks. Export shipments are being arranged on the basis of the commission's fixed prices and as soon as the available shipping is secured these various lots will go forward. The following prices are quoted.

Cheese—		
Large (new), per lb.	0 22 1/4	0 23 1/4
New twins, per lb.	0 22 1/4	0 23 1/4
Triplets, per lb.	0 22 1/4	0 24
Stilton, per lb.	0 25	0 28
Fancy, old cheese, per lb.	0 30	0 31

Some Report Margarine Supply Still Held Up

Montreal.
MARGARINE.—The Canadian manufacturers appear to have some supply of margarine, for this is being extensively advertised around the city. On the other hand jobbers are complaining in some cases that they still have no supply. The demand from the retail trade is fairly good, showing that a consuming demand also exists. How soon the latter will be met by an adequate supply is hard to ascertain but it is hoped that jobbers' requirements may be satisfied very soon. Prices are given herewith according to grade.

Margarine—		
Prints, according to quality, lb.	0 28	0 30 0 31
Bulk, according to quality, lb.	0 27	0 29 0 30

Butter Holds Firmly With Higher Tendency

Montreal.

BUTTER.—Since the sale of margarine is limited owing to scarcity through non-delivery, demand for butter has continued better than was anticipated. Prices are firmly held and while quotations are not advanced it is stated that some sales were made the past week on an advance of 1½c to 1¾c per pound. Thus, there has not been as much of a slump in prices since the date on which margarine sales were permitted, as was anticipated by many. Quotations hold firmly as follows:—

Butter—

Creamery prints (fresh made)	0 43	0 45½
Creamery solids (fresh made)	0 43	0 45
Dairy prints, choice, lb.	0 42	0 43
Dairy, in tubs (choice)		0 40

Fish Markets Fair; Smoked Lines Lower

Montreal.

FISH.—A satisfactory volume of business is reported for the past week. Although it is a time when many dealers are viewing in retrospect conditions which have confronted them, the staffs have been kept quite busy. Milder weather had the effect of decreasing the demand for frozen varieties such as tom cod, haddock, smelts, etc. An easier feeling has developed with regard to smoked varieties, haddies selling at one cent per pound less and bloaters 25c per box less at \$1.50. Salted herrines are quoted 50c per bbl. higher at \$12.50. Mackerel are \$22 instead of \$21. Gaspe salmon is a cent higher to 26c per lb. Pike are weaker and are selling for 10½ to 11c. Lake trout (frozen) are a cent higher, likewise Western halibut. Bullheads are selling at 15c representing an advance of 2c per pound. Demand has been brisk for shell varieties of fish such as lobsters, oysters, shrimps and scallops. Stocks of pickled and salt codfish are reduced and the prices may soon advance. Few shipments of fresh fish and newly-cured smoked varieties have arrived the past few days, due to the congestion of traffic, and the inability of the companies to handle the business offered. Some lines have therefore attained record prices.

SMOKED FISH.

Haddies	0 14	0 15
Haddies, fillet	0 17	0 18
Smoked herrines (med.), per box		0 20
Bloaters, per box 60/100		1 50
Kippers, per box 40/50		2 40

SAILED AND PICKLED FISH

Herring (Labrador), per bbl.	\$12 50
Salmon (Labrador), per bbl.	23 00
Salmon (B.C. Red)	25 00
Sea Trout, red and pale, per bbl.	18 00
Green Cod, No. 1, per bbl.	15 00
Green Cod (large bbl.)	16 00
Mackerel, No. 1, per bbl.	22 00
Codfish (Skinless), 100-lb. box	12 00
Codfish, 2-lb. blocks (24-lb. case)	0 17
Codfish (Skinless), blks. "Ivory" Brd., lb.	0 15
Codfish, Shredded, 12-lb. box	2 25

SHRIMPS, LOBSTERS

Lobsters, medium and large, lb.	0 40
Prawns, lb.	0 30
Shrimps, lb.	0 28
Scallops	4 00

FRESH FROZEN SEA FISH.

Halibut	21	22
Haddock, lb.	07½	8
Mackerel	12	13
Cod steak, fancy, lb.	09½	10
Cod—Toms	4 25	4 50
Salmon, Red	19	20
Salmon, pale	14½	15
Salmon, Gaspe		26

FRESH FROZEN LAKE FISH

Pike, lb.	0 10½	0 11
Perch		0 13
Whitefish, lb.	0 15	0 16
Lake trout	0 18	0 19
Eels, lb.		0 12
Dore	0 15	0 16
Smelts, No. 1		0 18
Smelts, No. 1 large		0 23
Oysters—		
Ordinary, gal.		2 25
Malpeque oysters, choice, bbl.		11 00
Malpeque oysters (med.) bbl.		10 00
Cape Cod shell oysters, bbl.		11 00
Clams (med.), per bbl.		9 00

FRESH FISH

Haddock	0 07½	0 08
Steak Cod	0 09½	0 10
Market Cod	0 06½	0 07
Carp	0 12	0 13
Dore	0 15	0 16
Lake trout	0 18	0 20
Pike	0 11	0 12
B. C. Salmon	0 22	0 24
Gaspereaux, each		0 07
Western Halibut		0 26
Eastern Halibut	0 25	0 26
Flounders		0 10
Perch		0 09
Bullheads		0 15
Whitefish	0 15	0 16
Eels		0 10
Mackerel (large), each		0 20
Mackerel (medium), each		0 18

Barrel Pork Goes Higher

Toronto.

PROVISIONS.—The United States Government has intimated that barrel pork cannot be shipped out of that country, and prices in Canadian markets have shown considerable firmness as a result. In the Maritime Provinces there is considerable supplies of United States barrel pork used. This pork is stated to have more fat than the Canadian barrel pork, and for this reason has been in better demand in the eastern sections. In certain quarters mess pork advanced \$2 per barrel, making the selling price \$55 per barrel. Short cut backs have advanced \$1 per barrel in the same quarter, and are now quoted at \$60 per barrel. Live hogs were in fairly good supply for the holiday week, as smaller quantities satisfy the packing interests at this season. Prices of live hogs held unchanged. Dressed hogs showed a slightly firmer tendency, and in certain quarters were advanced ½c per pound, making the range from \$24.50 to \$25.50 per hundred. Breakfast bacon and hams are reported in fairly good demand.

Hams—		
Medium	0 30	0 32
Large, per lb.	0 26	0 29
Bacon—		
Pain	0 36½	0 42
Boneless, per lb.	0 42	0 45
Breakfast, per lb.	0 36	0 38
Roll, per lb.	0 29	0 32
Wiltshire (smoked sides), lb.	0 34	0 35
Dry Salt Meats—		
Long, clear bacon, lb.	0 26½	0 28
Fat backs		
Cooked Meats—		
Ham, boiled, per lb.	0 41	0 44
Hams, roast, per lb.	0 43	0 45
Shoulders, roast, per lb.	0 38	0 40
Barrel Pork—		
Mess pork, 200 lbs.	52 00	55 00
Short cut backs, bbl., 200 lbs.	56 00	60 00
Pickled rolls, bbl., 200 lbs.	50 00	54 00

Hogs—

Dressed, abattoir killed	24 50	25 50
Live, off cars		18 25
Live, fed and watered		18 00
Live, f.o.b.		17 25

Margarine From U.S. Reaches Canadian Dealers

Toronto.

MARGARINE.—As anticipated last week, the first shipment of margarine from the United States reached the local market on Thursday of this week. This shipment was sent forward by express car. Wholesale commission houses were very busy during the week, and consequently did not get it distributed to their customers as soon as they would like. This commodity is expected to be on sale from this time forward. There is anticipation that the United States Government will not allow free shipment, but will guard her supplies carefully and will allow supplies to come forward sparingly. Interest in the commodity is maintained and prices held unchanged.

Margarine—

1-lb. prints, No. 1	\$0 32	\$ 0 31
Do., No. 2	0 30	0 31
Do., No. 3	0 27	
Solids, 1c per lb. less than prints.		

Cottonseed Oil Receipts Are Light

Toronto.

SHORTENING.—The market for shortening held very firm during the week. Between thirty and forty cars of cottonseed oil are reported to have been shipped into Canada since the raising of the embargo, but the situation is again tight so far as getting additional supplies are concerned. The shipments that came into Canada were released because the cars were being held at the border and were needed for other purposes. Since that time there has been comparatively few licenses to ship into Canada issued by the United States Government. As a result shortening is still a scarce commodity. The United States Government is apparently confirmed in the attitude of conserving her food supplies as much as possible. Range of prices held unchanged at 24½c to 25¼c tierce basis.

Shortening, tierces, 400 lbs., lb. 0 24½ 0 25¼
In 60-lb. tubs, ¼c per lb. higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Lard Stocks Have Moved Out Rapidly

Toronto.

LARD.—There has been a good movement of pure lard during the week, and in the face of fairly good receipts there has been no accumulation of stocks. The scarcity of shortening, together with the Christmas demand for baking, has put a firmness in the lard market, and prices were quoted on the basis of 28½c to 29c per pound in tierces. There is strong demand for all edible fats and oils, and this is giving a generally buoyant tone to the lard market as well.

Lard—

Lard, pure tierces, 400 lbs., lb. 0 28½ 0 29
In 60-lb. tubs, ¼c higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1½c higher than tierces.

Butter Prices Were Maintained During Week

Toronto.

BUTTER.—With the better demand for butter incidental to the holiday period there has been a steadiness to the market so far as prices are concerned. Shipments of margarine from the United States came into the local market during the week and were distributed to the retail trade. Arrivals of this commodity are still light and prices of butter have not been materially affected as yet. There is a continued uneasy feeling on the part of commission men as to the effect margarine will have on butter consumption. Dairy butter is scarce, as farmers seem inclined to turn their milk into other channels. In the United States a report is current that there has been a disposition on the part of farmers to kill off their milch cows on account of the high price of mill feeds.

Creamery prints, fresh made.....	0 47	0 48
Creamery solids, fresh made.....	0 45	0 46
Creamery prints, storage.....	0 44	0 45
Creamery solids, storage.....	0 43	0 44
Dairy prints, choice, lb.....	0 41	0 42
Dairy, prints, lb.....	0 34	0 36

Stocks Of Storage Eggs Greatly Reduced

Toronto.

EGGS.—According to the report of the acting commission on the cost of living there has been a rapid movement of storage eggs within recent weeks. On November 1 the number of dozen in Canada was placed at 14,917,224, and by December 1 this number had been reduced to 6,819,169 dozen. Considerable exportation took place during that month and caused the disappearance of approximately half the supplies of storage eggs. Prices of storage eggs are accordingly firmly maintained. New-laid eggs are very firm and supplies very scarce.

Eggs—

New-laid, in cartons.....	0 65	0 70
Storage selects, ex-cartons.....	0 46	0 48
Storage, No. 1, ex-cartons.....	0 44	0 45

Think Commission Does Not Pay Enough for Cheese

Toronto.

CHEESE.—At a meeting of the farming interests of Ontario held in Toronto last week the question of the price paid by the Cheese Purchasing Commission was up for discussion. It was pointed out that on the present basis of 21½c per pound at Montreal the farmer could only get at the rate of 19c for eleven pounds of milk. It was stated that it takes eleven pounds of milk to make one pound of cheese. Complaint was voiced that this was not a sufficient return. Whether the commission can be induced to raise their ideas remains to be seen. It is well to keep in mind that there is an agitation on the part of farmers to have the price raised. In the meantime prices held unchanged.

Cheese—

New, large.....	0 22½	0 23½
Old, large.....	0 24	0 24½
Stilton (new).....	0 25	0 27
Twins, ¼c lb. higher than large cheese. Trip-lets ¼c lb. higher than large cheese.		

Good Receipts Of Poultry For Holiday

Toronto.

POULTRY.—Commission men report that the receipts of poultry were heavy during the last few days preceding the holiday. Turkeys and geese were received in good numbers. Geese particularly were in good supply, and were much in evidence. Prices were maintained during the week, although for future buying there is an easier tone owing to the good receipts and also to the fact that with the passing of the Christmas season the demand for poultry also wanes. Chickens were also in good supply. For the most part poultry was fairly well finished.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks.....	\$0 13-0 18	\$0 16-0 24
Geese.....	0 16-0 18	0 22-0 23
Turkeys.....	0 22-0 27	0 32-0 33
Roosters.....	0 10-0 13	0 17-0 18
Hens, over 5 lbs.....	0 18-0 19	0 20-0 22
Hens under 5 lbs.....	0 13-0 13	0 16-0 20
Chickens, 4 lbs. and up.....	0 19-0 20	0 23-0 25
Chickens, under 4 lbs.....	0 10-0 17	0 21-0 22
Squabs, dozen.....	4 50	.....

Prices quoted to retail trade:

Hens.....	0 13-0 16	0 20-0 25
Ducks.....	0 18-0 22	0 22-0 28
Chickens.....	0 16-0 18	0 23-0 28
Turkeys.....	0 22-0 27	0 30-0 38
Geese.....	0 17-0 19	0 23-0 27

Oysters Moving Free For Holidays

Toronto.

FISH, OYSTERS.—There has been a good movement of oysters within recent weeks and particularly around the holiday season. There was some doubt in the minds of retailers as to whether or not they would sell at the high prices as compared with last year. Some hesitated to even place them on sale. But with the cold weather and the placing of the oysters in evidence there was a ready sale, even in spite of the price. Prices held steady during the week at the decline noted last week. There has been a good sale of smoked and dried fish during the week. Fresh fish were in very light supply, supplies being confined almost entirely to frozen fish. Prices held steady.

SMOKED FISH.

Haddies, per lb., new cured.....	0 14
Chicken haddies, lb.....	0 12
Haddies, fillets, per lb.....	0 16 0 18
Ciscoes, per lb.....	0 16 0 17
Kippered herring, per box.....	1 75 2 00
Digby herring, skinless, 10-lb.....	2 25

PICKLED AND DRIED FISH.

Acadia cod, 20 1-lb. blocks.....	3 40
Acadia cod, 2-lb. blocks.....	4 50
Strip cod, lb.....	0 12
Halifax shredded cod, 2½s.....	2 20
Salt mackerel, kits 15 lbs.....	2 50
Labrador salt herring, barrels.....	10 00 10 75
Do., half barrels.....	5 25 5 50

FRESH SEA FISH.

Halibut, frozen.....	0 20	0 21
Salmon, Qualla, lb.....	0 13	0 15
Do., red spring.....	0 23	
Do., Cohoe.....	0 20	
Do., White, spring.....	0 13	0 13½
Haddock, fancy, lb.....	0 09	0 10
Herrings, frozen.....	0 05	0 06
Steak, cod, fancy, lb.....	0 10	0 11
Haddock, heads on, lb.....	0 09	0 10
Cod, market, heads on, lb.....	0 09	0 10
Mackerel, frozen, lb.....	0 12	0 13
Flounders, frozen.....	0 08	0 10
Swordfish, lb.....	.....	.....

FRESH LAKE FISH.

Herring, frozen, lb.....	0 05	0 08
Herring, pickled, keg 100 lbs.....	5 50	

Pike, lb.....	.....	.....
Whitefish, frozen.....	0 14	0 15
Trout, lb., frozen.....	0 15	0 16
Mullets, frozen, lb.....	.....	0 06
Yellow pickerel, frozen, lb.....	0 12½	0 13
Oysters, per gal.....	2 50	3 25
Blue points, bbl.....	.....	11 00
Malpeque, bbl.....	12 00	15 00
Shell oysters, bbl.....	.....	10 00
Shrimps—		
No. 1, cans.....	.....	1 60
No. 2, cans.....	.....	3 10
No. 4, cans.....	.....	6 00

Big Declines In Dairy Butter Prices

Winnipeg.

PRODUCE AND PROVISIONS.—During the past week the hog market has been firm with fair runs. Towards the end of last week the market advanced to 16¼c. There has been a good outside demand as well as local. Provision prices are unchanged. **BUTTER.**—Creamery butter has not undergone any change. The price of dairy butter is being affected by the approaching arrival of margarine. Dairy receipts are very light, due to cold weather; price is down to 30c, and it is expected it will drop even lower.

EGGS.—The demand has been keen during the past week owing to the lack of country receipts and because of the heavy demand for Christmas baking. Prices are unchanged. No. 1 candled are bringing 40-42c, and selects 45-47c.

Hams—

Light, lb.....	0 32
Medium, per lb.....	0 30
Heavy, per lb.....	0 28

Bacon—

Breakfast, per lb.....	0 34	0 36
Breakfast, select, lb.....	.....	0 39
Backs, regular.....	.....	0 42
Backs, select.....	.....	0 45

Dry Salt Meats—

Long clear bacon, light.....	0 27
Backs.....	0 31

Barrelled Pork—

Mess pork, bbl.....	48 00
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Lard, Pure—

Tierces.....	0 27
20s.....	5 80
Cases, 5s.....	17 03
Cases, 3s.....	17 10

Lard, Compound—

Tierces.....	0 23
Tubs, 50s, net.....	11 63
Pails, 20s, net.....	4 90

Fresh Eggs—

No. 1 candled.....	0 40	0 42
Select.....	0 45	0 47

Cheese—

Ontario, large fresh.....	0 24	0 24½
Manitoba, large fresh.....	.....	0 23½

Butter—

Fresh made creamery, No. 1 cartons.....	0 45	
Fresh made creamery, No. 2.....	0 44	
Dairy, prints.....	0 40	
Dairy, tubs.....	0 38	0 39

Margarine—

No. 1.....	0 32
No. 2.....	0 30
No. 3.....	0 27

Further Decline Of ¼c On Pure Lard

Winnipeg.

LARD.—There has been a further decline in the price of pure lard of ¼c per lb. The fact that margarine will make its appearance this week is to blame for this to a certain extent, also to the flush in hog runs. In sympathy with pure lard it would be expected that compound lard would decline as well, but this is

(Continued on page 41.)

A LITTLE BETTER THAN THE OTHER FELLOW'S

OLEOMARGARINE

BRANDS

**EV-ER-GOOD
LUX-RY**

**TRY-SOME
OLD GLORY**

U.S. Inspected and Passed by Department of Agriculture.

SALES AGENTS FOR CANADA

JOHN ALLAN

203 W. SO. WATER ST.

CORRESPONDENCE SOLICITED.

CHICAGO, ILL., U.S.A.

Mince Meat

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


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

Also Sold in 80-lb. Kits
40-lb. "
20-lb. "
5-lb. Tins
And 1 Quart Sealed Jars.

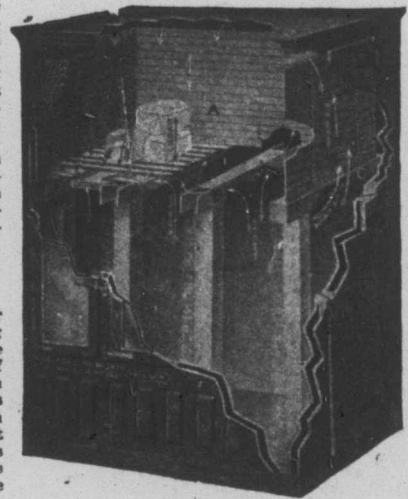
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LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View 

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Representative: George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

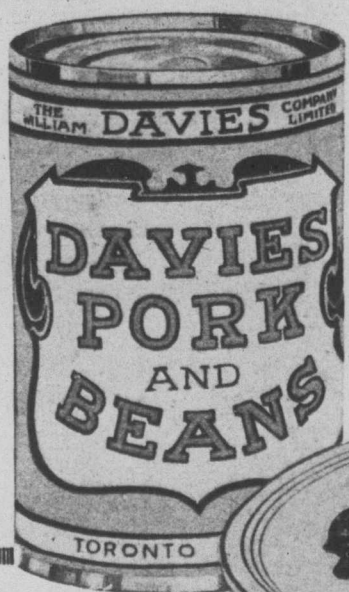
Manufactured by
The W. A. Freeman Co., Limited
HAMILTON, CANADA

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.



FINE!

“Easy to Sell—but Hard to Beat!”

ILLUSTRATING a bright, quick seller, that's making a name for itself. Something good and appetising—something nourishing and inexpensive—something that will move off your shelves in double-quick time and bring you quick profits and a welcome stream of “repeats.”

Here's the line you want to stock! For a tempting, wholesome article of food at low cost, nothing meets the demand like—

DAVIES Pork and Beans

A real quality product — prepared from choice, whole, hand-picked beans—put up in attractively labelled tins—selling at a reasonable price.

No chance of a product like this falling asleep on the counter! Here's a bright, on-the-job, wide-awake seller that's bound to bring you profit. Order to-day.

Sold in 1s (11 oz.), 1½s (16 oz.) and 2s (20 oz.) Tins—Plain and with Tomato Sauce

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO

MONTREAL

WINNIPEG

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



FEATURE THEM NOW

Why not turn the prevailing demand for fish to good account by featuring a supply of the popular

Brunswick Brand Sea Foods?

Your most particular customers will appreciate the delicious good qualities of these delectable sea foods. You can confidently recommend every one of these lines—they are as good and as custom pleasing as care and skill can make them.

Stock up from the following lines. Show them in your displays and watch them sell.

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



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

Make it a Prosperous New Year

in your Meat Department



The Eureka Refrigerator will help you sell more meat and will keep your stock sweet and fresh with a minimum ice consumption.

And, besides, with a Eureka you can display your stock in a tempting, sales-creating way.

Write for catalog. No obligations.

Eureka Refrigerator Co., Ltd.

11 COLBORNE ST., TORONTO

Phone Main 566

A DVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

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

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

Frank Mutton, Salesman

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

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

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

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

Attention, Editor

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

Yours very truly,

F. E. MUTTON,

General Manager,

International Time Recording Com-

pany of Canada, Limited.

Toronto, Oct. 12, 1917.

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

NO salesman or salesmanager can do his best work without knowing the kind of news which THE FINANCIAL POST exists to provide. Anything that multiplies a salesman's or salesmanager's knowledge and ability required in the selling of goods and in meeting buyers and customers is likely to be a cheap, cheap investment. Mr. Mutton was and is a success because he incorporated into himself and his organization outer forces of power. Read his letter again.

OUR POINT IS :

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

The Financial Post of Canada

.....1917

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

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

Signed.....

With
(Name of Firm)

C.G. Address.....

Furnivall's

FINE
FRUIT
PURE JAM

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

Let Furnivall's dominate your daily jam displays and brisk sales will be the rule. For Furnivall quality will win approval from the most hard-to-please customer. And the profit margin is worth while.

FURNIVALL-NEW, Limited
Hamilton, Canada

Do not place your order for
Canning Boxes
until you have our prices.

W. C. Edwards & Co., Limited
OTTAWA, ONTARIO

MELROSE'S TEAS

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

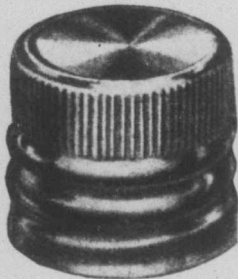
Immediately on the return to usual conditions Melrose's Teas will be put again on the Canadian Market and a great development of business is confidently anticipated.

ANDW. MELROSE & CO.

Tea Merchants to the King
EDINBURGH, SCOTLAND

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

Bernardin Sanitary Catsup Screw Cap



As tin plate in 1918 will be very dear, we suggest that you would write us for prices, and sample. We are ready to make the kind you require.

J. E. BEAUCHAMP & CO.
Montreal, Que.

AGENTS:

P. A. C. McIntyre & Co., Winnipeg; Lynch & Manley, Toronto; H. C. Brennan & Co., Ottawa; Landry & Simard, Quebec.



"McCASKEY"

Account Systems

For Every Business.

Send for booklet—

"A Credit Plan that Works."

McCaskey Systems

Limited

245 Carlaw Ave., - Toronto

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date..... 191...

Please give me information on the following:.....

Name.....

Address.....

Send Your Order To-day For Populaire's Egg Powder

Ten cents for a dozen eggs—that is what it means to your customers.

Populaire's Egg Powder is guaranteed to give as good results as fresh eggs for all cakes, puddings, etc., and it will keep for any length of time. Full directions on each package.

WRITE US NOW

THE IMPERIAL COMPANY, REG'D.
645 St. Valier St., Quebec, P.Q.



May we

send you, prepaid, a 5-case lot of Marsh's Grape Juice so that you can prove its big selling value?

It's worth your while to try Marsh's. The demand is there and a satisfied customer with every sale.

The Marsh Grape Juice Company

Niagara Falls - Ontario

MacLaren Imperial
Cheese Co., Ltd.
Ontario

Rose & Laflamme, Ltd.
Montreal, Que.

Let Canadian Grocer—the paper most interested in your business—help you in your Want Ad. Problems.

Its circulation is among Business Men, interested in the same way as you are. Consequently, any replies you received would be earnest enquiries after business. You would thus eliminate the curious.

Use the Want Ad. Page of Canadian Grocer frequently to fill your needs. It will pay you.

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

Send Us That Photograph

The CANADIAN GROCER is published in the interests of the Grocery Trade from coast to coast. It is the effort of those charged with its production to make its contents of use and interest to every one of its numerous subscribers. You can help us in this matter if you will.

There are photos of window displays, or store interior that you might send us.

There are suggestions on selling methods, and novelties in display, that would be of interest to all our readers.

Will you help us to make this paper an even greater success by assisting us in these ways with pictures and suggestions?

In sending in picture of a window display, tell us about how it sold the goods.

The Editor, Canadian Grocer
143-153 University Ave., Toronto, Ontario

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

BAKING POWDER.

Size.	Less than 10-case lots	Per doz.
Dime		\$ 1 05
4-oz.		1 50
6-oz.		2 15
8-oz.		2 80
12-oz.		4 10
16-oz.		5 35
2½-lb.		12 85
5-lb.		24 50

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

JAMS.

DOMINION CANNERS, LTD.

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

	Per doz.
Screw Vac top Glass Jars, 16 oz. glass 2 doz. case.	\$2 95
Blackberry	3 05
Currant, Black	2 85
Plum	2 85
Pear	2 85
Peach	3 15
Raspberry, Red	2 75
Raspberry and Red Currant.	2 75

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles.

	Per doz.
½ Pts. Delhi Epicure	\$1 75
¼ Pts., Red Seal, screw tops	1 40
Pts., Delhi Epicure	2 75
Pts., Red Seal	1 90
Qts., Red Seal	2 85
Qts., Lynn Valley	2 75

BAKED BEANS WITH PORK.

Brands—Canada First, Simcoe Quaker.

	Per doz.
Individual Baked Beans, Plain 85c, or with Sauce, 4 doz. to case	0 95
1's Baked Beans, Plain, 4 doz. to case	1 15
1's Baked Beans, Tom. Sauce, 4 doz. to case	1 25
1's Baked Beans, Chili Sauce, 4 doz. to case	1 25
2's Baked Beans, Plain, 2 doz. to case	1 75
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	2 00
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	2 00
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz.; 3's, Plain Tall, \$2.75 doz.; 3's, Tomato Sauce, \$3.20 doz.; 3's, Chili Sauce, \$3.20 doz. The above 2 doz. to case, 10's, ½ doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$10.25 doz.	

"AYLMER" PURE ORANGE MARMALADE.

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$1 90
12-oz. Glass, Screw Top, 2 doz. in case	2 25
16-oz. Glass, Screw Top, 2 doz. in case	2 75
16-oz. Glass Tall, Vacuum Top, 2 doz. in case	2 75
2's Tin, 2 doz. per case	3 90
4's Tin, 12 pails in crate, per pail	0 68
5's Tin, 8 pails in crate, per pail	0 84
7's Tin or Wood, 6 pails in crate	1 15
7's Tin or Wood, 4 pails in crate, per lb.	0 16
30's Tin or Wood, one pail crate, per lb.	0 16

BLUE.

Keen's Oxford, per lb.	0 17½
In cases 12-12 lb. boxes to case	0 17

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

Empire Breakfast Cocoa, 2 doz. in box, per doz.	\$2 45
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	95
Perfection, 5-lb. tins, per lb.	37

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	36
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	90
Sweet Chocolate—	Per lb.
Queen's Dessert, 10c cakes, 2 doz. in box, per box	1 80
Diamond Chocolate, 7's, 4-lb. boxes	1 15
Diamond, 6's and 7's, 8 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 28
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 30
Chocolate Confections	Per doz.
Maple Buds, 5-lb. boxes	\$0 39
Milk medallions, 5-lb. boxes, 0 39	
Chocolate wafers, No. 1, 5-lb. boxes	0 39
Chocolate wafers, No. 2, 5-lb. boxes	0 35
Nonpareil wafers, No. 1, 5-lb. boxes	0 33
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 42
Milk chocolate wafers, 5-lb. boxes	0 39
Coffee drops, 5-lb. boxes	0 39
Lunch bars, 5-lb. boxes	0 39
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 95
Nut milk chocolate ½'s, 6, lb. boxes, lb.	0 39
Nut chocolate squares (20 divisions to cake), packed 2 and 3 cakes to a box, per cake	0 75
Almond nut bars, 24 bars, per box	0 95

IS IT A GOOD MAN YOU WANT?

WISHING and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money, perhaps a cranky boss, perhaps climate, perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

OUR part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 5,000 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 5,000 is enough.

Rate is two cents per word first insertion; one cent per word each subsequent insertion, and five cents extra per insertion for Box No. in our care. Numbers count as words. Use a box number if you prefer. Send remittances with advertisement. Make advertisements brief as a telegram.

Address to:

Canadian Grocer Want Ads.
143-153 University Avenue
Toronto

Just the Thing For a Present

A present that is suitable under all conditions for everyone in the grocery business is a copy of Artemas Ward's "Grocer's Encyclopedia." It is the one gift that is sure of an adequate welcome!

Mrs. Grocer could not surprise her husband with anything that he would enjoy more—nor anything that would be of more practical aid to him in his business. Mr. Grocer could not present his chief salesman with anything more likely to stimulate his interest in the business and increase his selling efficiency. Or, the salesmen can club together and give it to the boss!

An additional advantage is the fact that Mrs. Grocer and Mrs. Salesman will find as much interest and practical information in it as will their husbands. Surely such a combination is too rich, too delightful and too unusual to be passed by, when the cost is only a ten-dollar bill!

The grocer or grocery salesman who possesses a copy of "The Grocer's Encyclopedia," need never feel embarrassed by any questions pumped at him by a housekeeper of inquiring mind. Caviare types, truffles of different countries, mushrooms of all varieties, fancy liqueurs, any of a thousand wines, food names in five languages, etc., etc.—anything and everything you want to know, is there.

It is a really wonderful work. The text treats on fully 1,200 subjects, covering all kinds of foods—their habitat, cultivation, preparation for market, quality and grades—and containing many inside trade "pointers," which are of practical value in buying and caring for goods, which you can obtain nowhere else.

It is illustrated with 80 full-page color-plates of tropical fruits, nuts, cheeses, meats, game-birds, etc., which the New York Press describes as "the most beautiful that ever appeared in a work of encyclopedic character," and hundreds of photographs showing food growing and preparation in all parts of the world.

Its handsome appearance makes it additionally suitable for a holiday gift. It contains 748 pages, 11 x 8 1/2 inches in size, printed on heavy calendered paper, and strongly bound in buckram.

It is said that it cost more than \$50,000 to produce this book—but it sells for only \$10.50, delivery prepaid.

Send your order to **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

CALIFORNIA FRUIT CANNERS ASSOCIATION

CALIFORNIA RIPE OLIVES DEL MONTE BRAND

- Size—
 2 1/2-quart Tall Cylinder Can
 No. 1 Pint Cylinder Can.....
 No. 16 Jar.....
 No. 4 Jar.....
 No. 10 Can.....

- YUBA BRAND**
 2 1/2-quart Tall Cylinder Can...
 No. 1 Pint Cylinder Can....
 No. 10 Can.....
 Picnic Can.....

BORDEN MILK CO., LTD. CONDENSED MILK

- Terms net 30 days
 Eagle Brand, each 48 cans..\$8 75
 Reindeer Brand, each 48 cans 8 45
 Silver Cow, each 48 cans.... 7 90
 Gold Seal, Purity, each 48 cans 7 75
 Mayflower Brand, each 48 cans 7 75
 Challenge Clover Brand, each 48 cans 7 25

EVAPORATED MILK

- St. Charles Brand, Hotel, each 24 cans\$6 40
 Jersey Brand, Hotel, each 24 cans 6 40
 Peerless Brand, Hotel, each 24 cans 6 40
 St. Charles Brand, Tall, each 48 cans 6 50
 Jersey Brand, Tall, each 48 cans 6 50
 Peerless Brand, Tall, each 48 cans 6 50
 St. Charles Brand, Family, each, 48 cans..... 5 50
 Jersey Brand, Family, each 48 cans 5 50
 Peerless Brand, Family, each 48 cans 5 50
 St. Charles Brand, small, each 48 cans 2 60
 Jersey Brand, small, each 48 cans 2 60
 Peerless Brand, small, each 48 cans 2 60

CONDENSED COFFEE

- Reindeer Brand, "Large," each 24 cans 5 75
 Reindeer Brand, "Small," each 48 cans 6 00
 Regal Brand, each 24 cans... 5 40
 Cocoa, Reindeer Brand, large, each 24 cans 5 75
 Reindeer Brand, small, 48 cans 6 00

GELATINE

- Knox Plain Sparkling Gelatine (2-qt. size), per doz..... 1 75
 Knox Acidulated Gelatine (lemon flavor), 2-qt. size, per doz. 1 85
 Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 35

W. CLARK, LIMITED MONTREAL

- Assorted meats, 1s. *\$4.25.
 Compressed Corn Beef—1/4s, *\$2.90; 1s, *\$4.25; 2s, \$9; 6s, \$34.75; 14s, *\$75.
 Lunch Ham—1s, *\$4.25; 2s, \$8.
 Ready Lunch Beef—1s, *\$4.25; 2s, \$9.
 English Brawn—1/2s, \$2.50; 1s, \$3.50; 2s, \$8.50.
 Boneless Pigs' Feet—1/2s, \$2.50; 1s, \$3.50; 2s, \$8.50.
 Roast Beef—1/2s, \$2.90; 1s, \$4; 2s, *\$8.85; 6s, \$34.75.
 Boiled Beef—1s, \$4; 2s, \$8.85; 6s, \$34.75.
 Jellyed Veal—1/2s, \$2.90; 1s, \$4.25; 2s, \$9.
 Corned Beef Hash—1/2s, \$2; 1s, \$3.50; 2s, \$8.50.
 Beefsteak and Onions—1/2s, \$2.90; 1s, \$4.25; 2s, \$8.50.
 Cambridge Sausage, 1s, \$4; 2s, \$8.
 Lambs' Tongues, 1/2s, \$2.35; 1s, \$3.35; 4s, \$20.
 Sliced Smoked Beef, glass, 1/4s, \$1.75; 1/2s, \$2.75; 1s, \$3.50.
 Tongue, Ham and Veal Pate, 1/2s, \$1.95.
 Ham and Veal Pate—1/4s, \$1.95.
 Potted and Devilled Meats, tins—Beef Ham, Tongue, Veal, Game, Beef, Meats Assorted, 1/4s, 70c; 1/2s, \$1.35.
 Potted Meats, Glass—Chicken, Ham, Tongue, Venison, 1/4s, \$2.

- Ox Tongues, tins, 1/2s, \$3.75; 1s, \$7.50; 1 1/2s, \$12; 2s, \$15.50; 2 1/2s, \$17.50; 3s, \$19.00; 3 1/2s, \$20.50; 6s, \$45.00.

- Ox Tongues, glass, 1 1/2s, \$14; 2s, \$17.

- Mince-meat, in tins, 1s, \$2.70; 2s, \$3.80; 5s, \$12.
 In Pails, 5 lbs., 20c; 10 lbs., 19 1/2c; 25 lbs., 17c lb.
 In 50-lb. Tubs, 17c lb.
 In 85-lb. Tubs, 16 1/2c lb.

- Clark's Peanut Butter—Glass Jar, 1/4, \$1.22; 1/2, \$1.70; 1, \$2.25.

- Clark's Peanut Butter—Pails, 5 lbs., 27c; 12-lb. pails, 25c; 24-lb. pails, 24c.

- Clark's Tomato Ketchup, 8-oz., \$2.25; 12-oz., \$2.80; 16-oz., \$3.50.

- Pork and Beans, Plain (pink label), Talls, ind., 85c; 1s, \$1.15; 1 1/2s, \$1.60; 2s, \$1.75; 3s flats, \$2.45; 3c, talls, \$2.75.

- Pork and Beans, Tomato Sauce, blue label), Talls, 1s, \$1.25; 1 1/2s, \$1.85; 2s, \$2; 3s talls, \$3.20; 3s flat, \$2.90.

- Individuals, 95c doz.

- Pork and Beans, Chilli (red and gold label), 1s, \$1.25; 1 1/2s, \$1.85; 2s, tall, \$2; 3s, flat, \$2.90.

- Vegetarian Baked Beans, Tomato Sauce, 2s, talls, \$2.

- Clark's Chateau Chicken Soup, \$1.75.

- Clark's Chateau Concentrated Soups, Vegetable, Mulligatawny, Oxtail, Scotch Broth, Mock Turtle, Consommee, Tomato, Mutton Broth, Pea, Julienne, Vermicelli Tomato, Greeff Pea, Celery, \$1.25.

- 1 doz. per case, at \$10.00; 10-oz. bottles, \$5.00.

- No. 1 assorted, \$1.30; No. 2 assorted, \$1.30.

- Spaghetti with Tomato and Cheese, 1/2s, \$1.30; 1s, \$1.75; 3s, \$2.90 doz.

- Fluid Beef Cordials, 20-oz. bottles, 1 doz. per case, at \$10 per doz.; 10-oz. bottle, \$5.

- Canadian Boiled Dinner, 1s, \$2.50.

- English Plum Puddings, 1s, 2s.

- Ready Lunch Vekl Loaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Beef Ham Loaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Beef Loaf—1/2s, \$1.95; 1s, \$3.90.

- Ready Lunch Assorted Loaves—1/2s, \$2.00; 1s, \$3.95.

- Geneva Sausage—1s, \$4.25; 2s, \$8.25.

- Roast Mutton—1s, 2s, 6s.

- Boiled Mutton—1s, 2s, 6s.

- Cooked Tripe—1s, \$2.50; 2s, \$4.25.

- Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.

- Stewed Kidney—1s, \$4.00; 2s, \$7.00.

- Minced Collops—1/2s, \$2.00; 1s, \$3.25; 2s, \$6.00.

- Sausage Meats—1s, \$3.50; 2s, \$5.50.

- Jellied Hocks—2s, \$8.00; 6s, \$25.00.

- Irish Stew—1s, \$3.50; 2s, \$5.50.

- Boneless Chicken—1/2s, \$6.00; 1s, \$9.00.

- Lunch Tongue—1/2s, 1s, 2s.

- Tongue, Lunch—1s.

- Chateau Brand Pork and Beans—1s, \$1.60; 2s, \$2.30; 3s, \$3.50.

- Tomato Sauce, individual, \$1.00;

- Plain Sauce, individual, 95c; 1s, \$1.50; 2s, \$2.05; 3s, \$3.25.

- Smoked Geneva Sausage—1/2s, \$1.95.

- Pate de Foie—1/4s, 65c; 1/2s, \$1.30.

- Lunch Tongue, in glass, 1s.

- Mince-meat, in glass—1s, \$3.25.

- Brisket Beef, in glass—1s.

- Chicken Breasts, in glass—1s.

MUSTARD.

COLMAN'S OR KEEN'S

Per doz. tins

- D. S. F., 1/4-lb. \$ 1 85

- D. S. F., 1/2-lb. 3 50

- D. S. F., 1-lb. 6 80

- F. D., 1/4-lb. 1 15

Per jar

- Durham, 4-lb. jar, each.... 1 30

- Durham, 1-lb. jar, each.... 0 37

MacLean's Magazine

for JANUARY

Chasing the Submarine---by a Canadian

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

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

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

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

"Jim" by Robert W. Service

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

Adam and Arthur William Brown, Brothers

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

A New Serial by Alan Sullivan

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

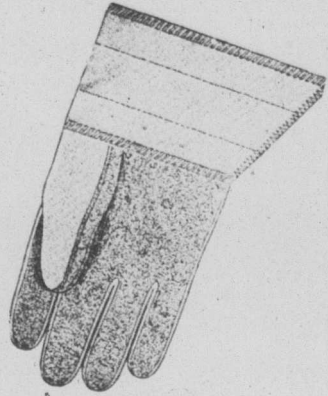
books that show introspection and fine analysis. This serial, *The Magic Makers*, adds venture and mystery to psychological study, and is a rare good thing. Arthur Hemming illustrates the story, which begins in Scotland and is transferred to Canada where the stage is set.

The Regular Departments of MacLean's

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

At All News Stands, 20c

Build
a bigger
Glove
business
with



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REGISTERED BRAND TRADE MARK

A good profit and the lasting good-will of your customer is the success-making combination that Tapatco Gloves offer you.

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"Getting Better Results From Salesmen"

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Management and Salesmanship

By

Hugh Chalmers, Pres. Chalmers Motor Car Co.
John Lee Mahin, Pres. Mahin Advertising Agency

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MacLean Publishing Co., Ltd.

Technical Book Dept.

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Lily White Gloss—	
1-lb. fancy carton cases, 30 lbs.	0.12
8 in case	0.13½
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Kegs, extra large crystals, 100 lbs.	0.11½
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Boxes containing 40 fancy pkgs., per case	3.50
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Boxes containing 45 cartons, per case	4.50
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Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	0.11
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1-lb. pkts., boxes of 40 lbs.	0.12
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1-lb. pkts., boxes of 40 lbs.	0.12
(20-lb. boxes ¼c higher than 40's)	

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

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$4.75
2-lb. tins, 2 doz. in case	5.15
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10-lb. tins, ½ doz. in case	5.25
20-lb. tins, ¼ doz. in case	5.20
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Barrels, about 700 lbs.	0.07½
Half bbls., about 350 lbs.	0.07¾
¼ bbls., about 175 lbs.	0.08
2-gal. wooden pails, 25 lbs.	2.65
3-gal. wooden pails, 28½ lbs.	3.75
5-gal. wooden pails, 65 lbs.	5.85

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2-lb. tins, 2 doz. in case	\$5.65
5-lb. tins, 1 doz. in case	6.00
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2-lb. tins, 2 doz. in case	\$5.50
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1 lb.	\$4.00
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Black Watch, 1-14s, lb.	\$ 0 65
Bobs, 1gs	0 64
Currency, 1-9s	0 62
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Pay Roll, thick bars, 1-10s.	0 80
Pay Roll, plug, 9s, 20s 12 and 6 lb. caddies	0 70
Shamrock 8½s, ½ cads., 10½ lbs., boxes 3½	0 70
Great West Pouches, 10s, 3-lb. boxes, ½ and 1-lb. lunch boxes	0 80
Forest and Stream, tins, 12s, 2 lb. cartons	0 98
Forest and Stream, ¼s, ½s and 1-lb. tins	0 95
Forest and Stream, 1-lb.	1 15
Master Workman, 10s, 2 lb. cartons	
Master Workman, bars, 6s, ½ butts, 10 lb. boxes	0 74
Derby 8s, ½ butts, 8 lb. boxes	0 70
Golden Rod, 8s	0 64
Ivy, 8s, ½ butts, 9 lb. boxes	0 64
Old Virginia, 10s	0 87
Fig Leaf, 8s	
Old Kentucky (bars), 6s	0 80
Queen's Navy (bars), 7½s, ½ butts, 8½ lb. boxes	0 72
Walnut, 9s	0 70

*Start The New Year Right With
High-Class*

FISH and OYSTERS

We are ready for business. We never tire. Our Fish stocks are bristling with new goods for the New Year. Let this January be your biggest Fish month. New Smelts, Halibut, Salmon, Whitefish, as well as Frozen and Salted Herrings, Shrimp, Etc.

Try Our Quality Oysters, Cheapest and Best on the Market.

WHITE & CO., LIMITED
Toronto

Let us handle your fruit re- quirements

You will find our stocks tip-top in every way, and our service entirely satisfactory.

The fruits we sell are the kind you need to satisfy your customers and to build up a thriving fruit business.

We can ship you on short notice best quality foreign fruits — Bananas, Lemons, Oranges, etc.

Why be content with slow, profitless fruit sales? Connect with us and sell the fruits that sell quickly and always satisfy.

Write us to-day.

Lemon Bros.
OWEN SOUND, ONT.

“RETAIL ADVERTISING— COMPLETE”

By

Frank Farrington

Here's the book that you have been looking for to help you solve your advertising problems. No retailer should be without a copy.

It contains lively and instructive chapters on window dressing, sample advertisements, interior advertising, outdoor advertising, business making propositions, advertising special sales, newspaper advertising and many other ideas and suggestions that you can turn into money.

“Retail Advertising—Complete” contains much information and many ideas.

Start to-day to solve your advertising problems by sending \$1.00 for your copy of this book.

MacLean Publishing Co., Ltd.

(Technical Book Dept.)

143-153 University Ave. - Toronto, Ont.

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

What's Wanted

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

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

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

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

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

INDEX TO ADVERTISERS

A		K	
Ackerman, H. W.	10	Kearney Bros.	12
Acadia Sugar Refining Co., Ltd.	14	L	
Allan, John	48	Lake of the Woods Milling Co.	Back cover
American Computing Co.	4	Lalonde, A.	10
American Pad & Textile Co.	58	Lambe, W. G. A., & Co.	10
B		Lemon Bros.	61
Bain, Donald H., Co.	9	M	
Beauchamp, J. E.	52	Mackay Co., Ltd., John.	14
Benedict, F. L.	56	MacLure & Langley, Ltd.	7
Betts & Co.	Inside front cover	Magor, Son & Co., Ltd.	16
Borden Milk Co.	1	Mann, C. A., & Co.	56
Bowser, S. F., & Co.	4	Marsh Grape Juice Co.	53
Bradstreets	10	Mathieu, J., Co.	13
C		McCabe, J. J.	61
California Pack, Corp.	4	McCaskey Systems	52
Cal. Prune & Apricot Growers	12	Melrose, Andrew, & Co.	52
Canada Nut Co.	8	Millman, W. H., & Sons.	10
Canadian Milk Products, Ltd.	5	N	
Canadian Salt Co.	4	Nagle, H.	64
Can. Shredded Wheat Co.	5	Norwegian Canneries	14
Charbonneau	13	O	
Chisholm Milling Co.	7	Oakeys	56
Church & Dwight	13	P	
Clark, W., Ltd.	3	Paine, J. B., Co.	5
Cockburn, F. D.	8	Patrick, W. G., & Co.	10
Connors Bros.	50	Pennock, H. P.	8
Cowan Co.	16	Perry, H. L., & Co.	8
D		Pullan, E.	56
Davies, Wm., Co., Ltd.	49	R	
Denault Grain & Prov. Co.	11	Red Rose Tea Co.	15
Duncans, Ltd.	60	Rock City Tobacco Co.	Inside back cover
E		Rose & Laflamme, Ltd.	11
Eckardt, H. P., & Co.	59	S	
Edwards, W. C.	52	St. Lawrence Sugar Co.	Inside front cover
Elliot, W. F.	10	Sarnia Barrel Works	56
El Roi-Tan Co.	10	Scott-Bathgate Co., Ltd.	Front cover
Escott, W. H., Co.	9	Shaw & Ellis	2
Eureka Refrigerator	50	Spratts	Inside back cover
F		Store Helps Mfg. Co.	64
Fearman, F. W., Co.	48	T	
Freeman, The W. A., Co.	48	Tanguay, A. T., & Co.	11
Furnivall-New, Ltd.	52	Thompson, G. B., & Co.	9
G		Trent Mfg. Co.	56
Genest, J. R.	11	Toronto Salt Works	56
Gillespie, Robert, & Co.	9	Turton, J. E.	11
Grant, C. H.	9	W	
Gripe-Hazard	63	Walker, Hugh, & Son	60
Griffiths, Geo. W., & Co., Ltd.	9	Watford Mfg. Co.	60
H		Watson & Truesdale	9
Hamblin-Brereton Co., Ltd.	10	Wethey, J. H., & Co.	60
Hargreaves, Canada, Ltd.	5	White & Co.	61
Hart, C. B., Reg.	11	White, F. J.	10
Heinz & Co.	13	Wigle, Lewis	64
Ho-Mayde Prod. Co.	64	Woods, Walter, Co.	Inside-back cover
I		J	
Imperial Co., Regd.	53	Jarvis, F. S., & Co.	2
Imperial Extract Co.	2	K	
Imperial Rice Milling Co.	62	L	
Independent Metal Co.	64	M	
International Business Systems.	6	N	
J		O	
Jarvis, F. S., & Co.	2	P	
K		Q	
L		R	
M		S	
N		T	
O		U	
P		V	
Q		W	
R		X	
S		Y	
T		Z	
U		AA	
V		AB	
W		AC	
X		AD	
Y		AE	
Z		AF	
AA		AG	
AB		AH	
AC		AI	
AD		AJ	
AE		AK	
AF		AL	
AG		AM	
AH		AN	
AI		AO	
AJ		AP	
AK		AQ	
AL		AR	
AM		AS	
AN		AT	
AO		AU	
AP		AV	
AQ		AW	
AR		AX	
AS		AY	
AT		AZ	
AU		BA	
AV		BB	
AW		BC	
AX		BD	
AY		BE	
AZ		BF	
BA		BG	
BB		BH	
BC		BI	
BD		BJ	
BE		BK	
BF		BL	
BG		BM	
BH		BN	
BI		BO	
BJ		BP	
BK		BQ	
BL		BR	
BM		BS	
BN		BT	
BO		BV	
BP		BW	
BQ		BX	
BR		BY	
BS		BZ	
BT		CA	
BV		CB	
BW		CC	
BX		CD	
BY		CE	
BZ		CF	
CA		CG	
CB		CH	
CC		CI	
CD		CJ	
CE		CK	
CF		CL	
CG		CM	
CH		CN	
CI		CO	
CJ		CP	
CK		CQ	
CL		CR	
CM		CS	
CN		CT	
CO		CV	
CP		CW	
CQ		CX	
CR		CY	
CS		CZ	
CT		DA	
CV		DB	
CW		DC	
CX		DD	
CY		DE	
CZ		DF	
DA		DG	
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DG		DM	
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DY		EE	
DZ		EF	
EA		EG	
EB		EH	
EC		EI	
ED		EJ	
EE		EK	
EF		EL	
EG		EM	
EH		EN	
EI		EO	
EJ		EP	
EK		EQ	
EL		ER	
EM		ES	
EN		ET	
EO		EV	
EP		EW	
EQ		EX	
ER		EY	
ES		EZ	
ET		FA	
EV		FB	
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FM		FS	
FN		FT	
FO		FV	
FP		FW	
FQ		FX	
FR		FY	
FS		FZ	
FT		GA	
FV		GB	
FW		GC	
FX		GD	
FY		GE	
FZ		GF	
GA		GG	
GB		GH	
GC		GI	
GD		GJ	
GE		GK	

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE

PATENT MEDICINE BUSINESS MANUFACTURING a staple proprietary article of merit, with big prospects; has been on the market for years and advertised. This is a good opportunity, and a few hundred dollars will finance present owner retiring. Full particulars by applying to Box 267, Canadian Grocer.

AGENTS WANTED

TRAVELLERS—GOOD SIDE LINE, SOLICIT from merchants, accounts for us to collect. Reliable agency. Nagle Mercantile Agency, Westmount, Que.

MAYBE YOU HAVE A GOOD, WORTHY line which hasn't just the distribution that you think it should have, and would have, if introduced properly. One way to introduce it is to appoint some well-known hustling men in each locality to represent you. But it's sometimes difficult to get the right men. A condensed ad. in CANADIAN GROCER may be just the thing to help you secure these men. Rates payable in advance, are 2 cents per word first insertion, and 1 cent per word each additional, with charge of 5 cents extra per insertion for Box Number.

GOODS FOR SALE

ARE YOU OVERSTOCKED IN SOME LINES which do not move rapidly in your locality and you desire to clear them out? There may be some other locality where these goods are selling. Canadian Grocer has thousands of good grocers on its list, and here is the chance to speak to them at a very low cost. Try a condensed ad. in Canadian Grocer. Rates payable in advance, 2 cents per word first insertion and 1 cent per word each subsequent insertion, with 5 cents per insertion extra for box number.

POSITION WANTED

YOUNG MARRIED MAN, THOROUGHLY EXPERIENCED in all lines of the grocery trade, wants position as travelling salesman with reliable firm; free first of year. Best of references. Apply Box 262, Canadian Grocer.

BUTTERMAKER WITH MANY YEARS' EXPERIENCE in manufacturing of oleo, both animal and vegetable, wants position with first-class concern. Address Box 266, Canadian Grocer.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

POSITION WANTED

THOROUGHLY EXPERIENCED GROCERY man, married, ten years retail trade, desires travelling position, or would take management of live grocery. Have Northern Ontario connections. References. Apply Box 265, Canadian Grocer.

MR. MERCHANT, ARE YOU IN NEED OF an A1 salesman with years of experience in the grocery business, both in east and west? Not eligible for military service. If you want a man who will work for you and your business as well as for his salary, apply Box 264, Canadian Grocer.

HAVE YOU KNOWLEDGE ALONG SOME special lines useful in the grocery business, such as Window Display, Card-Writing, Tea Blending, etc.? Men who are experts in any line are always in demand. Use Want Ad. page of The Canadian Grocer, with its Dominion-wide distribution, as the medium through which you offer your services. Try a condensed ad. Rates, payable in advance, are 2 cents per word first insertion, and 1 cent each additional, with charge of 5 cents extra per insertion for Box Number.

WANTED TO BUY

WANTED — A USED BOWSER OIL TANK for kerosene, self-measuring. Shaw & Ellis, Pocologan, N.B.

POSITION VACANT

REPRESENTATIVE WANTED WITH GOOD connection amongst grocers and bakers in Fort William and district for the sale of our famous products, on liberal commission terms. Litster Pure Food Co., Limited, Toronto.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

FIXTURES FOR SALE.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

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.

Buyers' Guide

FOR SALE

Fresh Dressed Poultry
Selected Fresh and Storage Eggs
Choice Creamery Butter, Shortening.

C. A. MANN & CO.
78 KING ST. LONDON, ONT.

BARRELS

(The best shipping package.)

We make them all sizes and for all purposes. For apples, green or dry; Cereals, Crackers, Bottles, Candy, Spices, Hardware, Meat, etc. Get our prices.

THE SARNIA BARREL WORKS, SARNIA, ONT.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1-INCH CUSHION FILLERS
CORRUGATED FLATS

THE TRENT MFG. CO., LTD.
TRENTON ONTARIO

Canada Leaf Tobacco

FOR SALE

CROPS OF 1914 AND 1915

50,000 lbs. of Burley, thoroughly processed, free from sand, neither musty nor mouldy, guaranteed, sent to any part of Canada C.O.D. Prices from 15c to 25c per pound F.O.B. cars here. Wrapped in hands of 1 lb. each. Covered with thin paper, when requested. This is the only lot in Essex County not sold. Write

Lewis Wigle, Leamington, Ont.

SPOT CASH

FOR


Tea LEAD

SHIP AT ONCE
INDEPENDENT METAL COMPANY, Limited

175 King St. East
TORONTO

Long Distance Phone, Main 2378

OAKLEY'S KNIFE POLISH



JOHN OAKLEY & SONS, LIMITED
LONDON, S.E. 1, ENGLAND

AGENTS:

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

HO-MAYDE BREAD IMPROVER

Makes bread of better color and quality. Means a larger loaf. It makes the sponge rise sooner, even if chilled.

We are inundated with letters from housewives who want it. YOU supply them. Sells in 15c packets.

Makers: **Ho-Mayde Products Co. TORONTO**
Western Agents: **C. & J. Jones WINNIPEG**



VOL-PEEK

Mends holes in all kinds of Pots and Pans, Graniteware, Aluminum, Enamelware, Tin, Iron, etc. Easily applied with the fingers; no tools required; article ready for use in two minutes.

A popular War Time Specialty that gives you a good profit, put up in attractive display stands.

From your wholesaler, or write us direct.

H. NAGLE & CO.
Box 2024, Montreal

LARGEST CANADIAN DEALER

ADEL 760 WASTE PAPER E. PULLAN TORONTO

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

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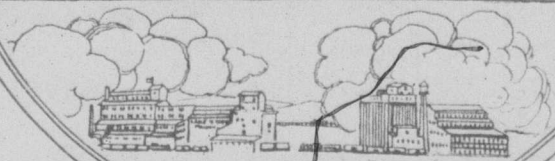
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