

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JANUARY 17, 1919

No. 3

Why it will pay you to put your
selling energy behind

PURE GOLD JELLIES

Pure Gold Jellies are inexpensive and nourishing.

They appeal particularly to the thrifty disposed housewife because they offer her a highly delicious table delicacy at a very reasonable price.

And Pure Gold Jellies, because of their quality, have won the cordial approval of critical customers.

Besides—there's a very attractive profit on every sale.

So keep Pure Gold Jellies displayed.



Pure Gold Manufacturing Co.,
Limited

TORONTO and WINNIPEG
CANADA



In our last message we urged you to "face the New Year with confidence"—and we meant every word of it.

A careful survey of the business situation has convinced us that 1919 is going to be a wonderful year. There never was a time when Canadians could look into the future with such satisfaction. The gigantic reconstruction plans will ensure business activity

in a country which now rejoices in the return of peace.

To prove our own confidence, we have just placed contracts for the most comprehensive advertising campaign in our history. Many newspapers have been added to our list, and each paper will carry more insertions in larger space, telling Canadian Housewives why they should buy O-Cedar Products.

O-Cedar Mop Polish

Who will make these sales—you or some other dealer? That depends upon your own efforts. You can get the business—and it's mighty profitable—if you dress your windows and arrange your store displays so as to focus our

widespread advertising on your store. Then in your local paper, to direct still more O-Cedar business your way, you can use our free electros—either single cuts or complete ads.

The cut shown above is merely to show what you can

do in the way of store and window display, using a few boxes or display fixtures. We have lots of signs and hangers for helping you to develop O-Cedar sales. Will you write and ask us for them?

Order O-Cedar Products from your Jobber.

CHANNELL CHEMICAL COMPANY, LIMITED
369 Sorauren Ave. TORONTO

You are making a satisfied customer



Borden's

every time you sell any of the Borden Milk Products because you are selling the best and purest product in that particular field.



Borden's

But—are you selling as much of Borden's Milk Products as you should?

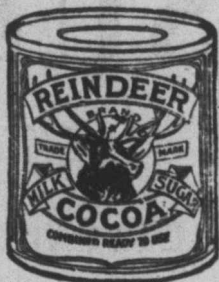


Borden's

Your customers know how good the Borden lines are. Borden quality is backed by a big, strong, advertising campaign, and every grocer can cash in on it by using window displays and other Borden advertising matter which is furnished FREE.



Borden's



WRITE US:



Borden Milk Company, Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS**BEANS****RICE**

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

TOMATO CATSUP**AYLMER BRAND**

A POPULAR LINE --- STEADY DEMAND --- PROFITABLE

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

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

CLARK'S

offer you, Mr. Grocer, the very finest assortment of

PREPARED FOODS

for all season trade

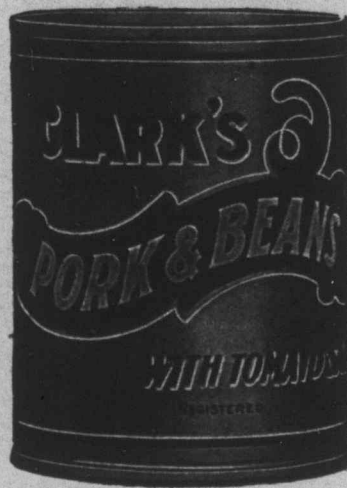
Soups (14 kinds)

Loaf Meats

Potted Meats

Beefsteak & Onions

Irish Stew



Corned Beef

Roast Beef

Ox Tongues

Cambridge Sausage

Boneless Pigs Feet

Spaghetti with Tomato Sauce and Cheese, etc., etc.

CLARK'S PORK and BEANS

with Plain, Chili or Tomato Sauce.

W. CLARK
LIMITED



MONTREAL

PRICE ANNOUNCEMENT

1919

2 in 1 Shoe — Black Knight Stove POLISHES

To the Retail Trade:

From January 1st, 1919, the following prices are effective:

1/2	Gross Shipments—\$14.40, less 3% Trade Discount
1	Gross Shipments—\$14.40, less 5% Trade Discount
3	Gross Shipments—\$14.40, less 7% Trade Discount
5	Gross Shipments—\$14.40, less 8% Trade Discount

SPECIAL DEAL

FREIGHT PREPAID on 3 Gross and over.

These prices are guaranteed against decline until June 30th, 1919.

Advertising and Dealer Helps will appear regularly to assist the Trade in a prosperous 1919

THE F. F. DALLEY CORPORATIONS, LIMITED
HAMILTON, :: :: CANADA

An Air-tight Cap for Jam

A closure that is air- and liquid-tight, one that will not come off in transit. A cap that gives the package it seals a smart, business-getting appearance. These few reasons combined with many others have made Anchor Caps the most popular sealing medium with the packing trade.

The Anchor method of sealing the cap on the jar is the speediest and most up-to-date method possible. With this method the loss from breakage is reduced to a minimum and the increase in production is enormous.

We will furnish any and all information regarding Anchor Caps and will also demonstrate at any time the Anchor method of successfully sealing all varieties of food products.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

FACTORY AND
GENERAL OFFICES



50 DAVENPORT ROAD
TORONTO, ONTARIO

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

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

Story for Week Dated January 17, 1919.

Being No. 17 in the Series

DUCK SHOOTING FOR THE LARDER AT AN EDDY CO. LUMBER CAMP.



IN the life of an E. B. Eddy Company Lumber Camp there is more than merely "saying nothing and sawing wood." Even though the tremendously busy machines of the great plant at Hull keep demanding lumber, and more lumber to keep pace with the call for Eddy Company products, and maintain the marching army of seventy million matches a day, still opportunities now and then occur for a little excursion with gun and game bag into the bush to vary the lumber camp daily bill of fare.

The pictures illustrating this little account of a side line in Eddy Company staff activities show a member of the staff setting forth on a duck-shooting trip, and his return with a brace of fine duck.

To the right are shown a couple of Eddy Company Lumber Camp cooks—the man who can receive a brace of duck with befitting ceremony, and who, even in the wilds of the bush, can supply the sage and onion dressing for the camp cook is generally a genius, with miracles up his sleeve, and always an important personage. This picture was taken in winter, and if you look closely you will find a black cat in the snow at the men's feet.



The lower cut to the right will be familiar to every retail merchant reader of "Canadian Grocer" as an Eddy Indurated Ware Pail, light, strong, durable, an ideal pail for camp or household use. You may be sure the E. B. Eddy lumber camps are equipped with them. They are the goods to recommend to customers in camping season and out of it, just as Eddy's Silent 5's are the matches to recommend to householders or hunters alike.



Winter Scene at One of the Eddy Co. Lumber Camps.

Eddy's Indurated Ware. Milk Pail

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

Klim is not an emergency milk

Even where the first tin is bought for use "in case of emergency," subsequent purchases of Klim are usually made for regular, every-day use. Canadian women soon learn that fat is not necessary in milk, and that it can be obtained much more cheaply in the form of butter, meats and a number of other foods. As Klim is genuine pasteurized separated milk (minus the water) it is more economical and convenient than liquid milk.

Sales grow as Klim becomes better known.

CANADIAN MILK PRODUCTS LIMITED
TORONTO [MONTREAL

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

Canada Food Board
License No. 14-242



The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Represented by

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

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

Satisfaction on these three lines guaranteed.



Once Used, Always Used

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

Our trade-mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

Marsh's

The Grape Juice that brings her in again for further supplies.

Give Marsh's a trial and see it make good.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

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



COWAN'S COCOA CAMPAIGN



THIS IS ONE OF
A SERIES OF
ADVERTISE-
MENTS SHOW-
ING NEW USES
FOR COWAN'S
COCOA.

A LARGE DE-
MAND FOR
THIS "MADE-
IN-CANADA"
PRODUCT IS
ASSURED

POSTERS
MAGAZINES
NEWSPAPERS
ALL CARRY
THE SAME
MESSAGE
HOUSEWIVES
ALL OVER
CANADA WILL
USE MORE

COWAN'S
COCOA

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



Every merchant needs the protection a complete N.C.R. System will give him

Peace is bringing increased competition in your business.

You must meet that competition. You cannot afford to run the risk of losing a single cent of profit.

A modern National Cash Register and an N.C.R. Credit File will enable you to get all your profits on every transaction in your store.

Because—

1. They will make it possible for you to run your store with the least expense.

2. They will prevent the mistakes and disputes which cause loss of trade.

3. They will enable you to give customers the quick, satisfactory service which wins new trade.

4. They will give you the accurate records which you need to control your business.

5. They will protect your money, your clerks, your customers, and yourself.

The National Cash Register Company, Limited, of Canada, Toronto, Ont.
Offices in all the principal cities of the world.



E. D. SMITH'S

Raspberry Jam

The growing demand for it is a sure indication that it has won the approval of the Jam-using public.

If you need a fresh stock, ask any of the agents listed here.

E. D. Smith & Son, Limited

WINONA, ONTARIO

AGENTS :

Newton A. Hill, Toronto
W. H. Dunn, Montreal

Watson & Truesdale, Winnipeg
Donald H. Bain Co., Calgary, Alta.

Donald H. Bain Co., Edmonton, Alta.

License No. 14-112

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



We can market your product in the West

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

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

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

F. D. COCKBURN CO.
 WINNIPEG

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

Williams Storage Co.
 WINNIPEG
 Lessees
 WINNIPEG WAREHOUSING CO.
 288 Princess Street
 Owners
 C. S. TURNER CO.
 147 Bannatyne Avenue
 Prompt and Efficient SERVICE
 Bonded or Free Storage
 Track Facilities Steam Heating
 WAREHOUSING DISTRIBUTING
 STORAGE

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

GEORGE ADAM & CO.

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

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

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

Trackage
 Storage
 Distri-
 bution

Donald H. Bain Co.

Wholesale Grocery Commission Agents

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

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-490

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

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

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

LOGGIE, SONS & CO.
Merchandise Brokers and Manufacturers' Agents
Grocery, Drug and Confectionery Specialties.
Foy Bldg., 32 Front Street W
TORONTO . . . ONTARIO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

FISH

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

Frozen Georgian Bay Trout and Lake Superior Herring.

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

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

An English house of good standing are wishful to act as Sole Agents for a Canadian Fruit Canning House, packing first-class goods. Buying or on Commission. Quality first consideration. Apply "Progress," Canadian Grocer, 88 Fleet St., London, Eng.

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

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA
WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

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

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QUEBEC

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

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

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

Mention This Paper When Writing Advertisers.

The Colwell Brokerage Co., Ltd.
St. John, N.B.
Mdse. Brokers and Wholesalers
Custom Brokers and Forwarding Agents.
We are open for two sole agencies for New Brunswick or Maritime Provinces.

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

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

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters
VANCOUVER

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DES BRISAY & CO.,

Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.


Our organization is equipped to handle any manufacturer's line.
Our salesmen get results.

Please Mention This Paper When Writing to Advertisers

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.

We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH
BRITISH COLUMBIA



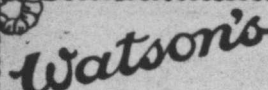
PILCHARD

Your Customers Will Like
**ALBATROSS
BRAND
PILCHARD**

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

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

DIRECTIONS.
WHEN REHEATED NOT PLACE THE CAN BEFORE BEING OPENED INTO BOILING WATER FOR TEN MINUTES.

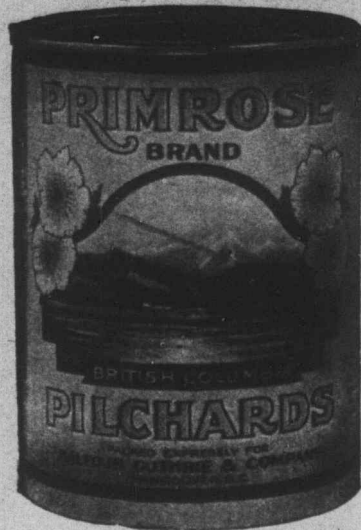


KIPPERED HERRING

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

WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

**"PRIMROSE"
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

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

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

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

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

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

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

**"Snow
Cap"**

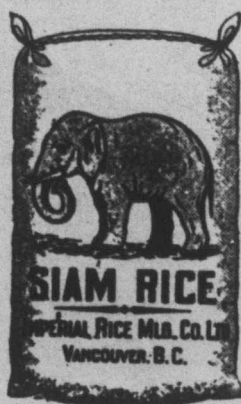
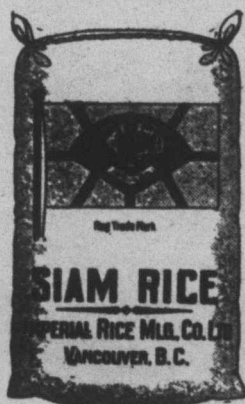
is Hand Packed
by

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

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

**Imperial Rice Milling
Co., Ltd.**

VANCOUVER, B.C.



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

**Wantmore
PEANUT BUTTER**
The Finest Spread
for Bread



A delicious line. Made
from selected hand-
picked, blanched pea-
nuts.
Healthful, nutritious
and palatable.
Physicians recommend
it for children.
When you sell a cus-
tomer one can of
WANTMORE Peanut
Butter you will sell
her many more.
Its goodness will keep
it repeating and you
make a good profit on
every sale.
Ask your jobber for
it, or write direct to
us.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

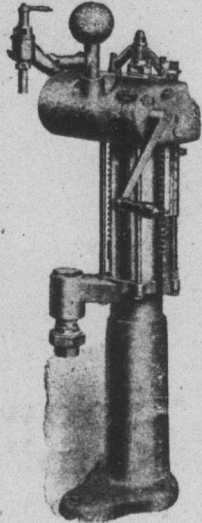
License No. 15-241

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

CONSERVE TIME

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

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



BOWSER

SYSTEMS

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

- LABOR
- CAPITAL
- SPACE
- MACHINERY
- LIVES
- PROPERTY
- MATERIAL

BOWSER SYSTEMS ARE leak-proof, fireproof, lossproof, dirt-proof, deterioration proof, evaporation proof, rapid, economical and highly efficient.

A System for every Requirement. Write To-day.

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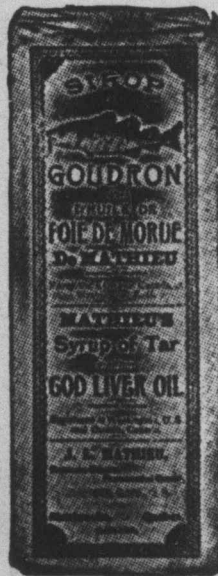
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NEWMARKET, ONT.

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THE POWER HOUSE (Est. 1907)
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This is a line that will move across your counter quickly and profitably. It is cheaper in price than Seville Orange Marmalade (a scarce commodity this season), and its tasty deliciousness will appeal to all.

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When ordering your supply, don't forget “ST. WILLIAMS” BRAND APRICOT JAM—a popular line with profit-making possibilities that warrant a strong selling effort on your part.

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

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Canadian Machinery
Power House

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Marine Engineering

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four trying years of WAR, Red Rose Tea proved its worth as a sure and steady seller.

Throughout the RECONSTRUCTION PERIOD, Red Rose Tea will continue to prove its strength as a seller.

The time to sell Red Rose Tea is ALL THE TIME.

It has the confidence of the Canadian public who have found it always a safe, dependable tea to buy. It's the tea that makes a profitable, permanent tea business certain for the grocer.



For household baking there is one flour you can heartily recommend.

PURITY FLOUR

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"More Bread and Better Bread," and Better Pastry

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Head Office: Toronto, Ontario

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

Yes--Keen's is an All British Blue

All British and All Quality—the Blue your customers know and prefer.

A window or counter display of Keen's will prove to your entire satisfaction that this is the one best blue to handle and recommend—not alone because it pleases the housewife but also because of the good margin of profit it leaves you.



Magor, Son & Co., Limited

191 St. Paul Street W., Montreal

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A Counter Display Stand like this will
help your sales along

You'll find it profitable to sell BEAVER BRAND HAMS, BACON and LARD

These are superior quality products and your customers will buy them by preference after a first trial.

Make your provision department more productive by always showing Beaver Brand Hams, Bacon and Lard.

Ingersoll Packing Co., Limited
INGERSOLL, ONT.

CANADIAN GROCER

VOL. XXXIII.

TORONTO, JANUARY 17, 1919

No. 3

Food Control May Last Another Year

Indications Point to Probability of Licensing System Being Continued After Expiration of Present Licenses—May Be Some Readjustment of the Board, But Present Controller Likely to Continue in Charge

THE impression that appears to have gone abroad, that Food Control is nearing its end in Canada, may be a mistaken idea after all. It is generally rumored in official circles that Government control over the food distributing agencies will be continued for another year at least. The idea behind this decision, if decision it be, is to keep some measure of control over these agencies, so that in the event of any restrictions being necessary in the coming months, the means for inaugurating such restrictions and the necessary machinery for enforcing them may remain in the hands of the Government. There are many restrictions also that are still in force, and that will probably remain so for some time to come. These will need some machinery for their administration if they cannot be immediately withdrawn.

May Be a Change in Matters

The reason for the fairly general belief that the Canada Food Board was approaching its end has probably been due to the fact that some 50 employees of the Board have been notified that their services are no longer required. This signifies nothing in particular except that the arduous work of tabulating the thousands of licenses is at an end, and that this work is over for some months at least. These employees have been released because there was nothing further for them to do, and they could be replaced readily enough five or six months hence should their services be again required. It is possible indeed that the Canada Food Board may cease to exist under that name. The chairman of the Board and actual Food Controller, Henry B. Thomson, while still administering the affairs of this office has been appointed to the Canadian Trade Commission, to co-operate with the London and Washington missions. It is quite within the realms of possibility that both the Canada Food Board and the War Trade Board may cease to exist as separate organizations. It is generally conceded, however, that some, at least, of the activities of these two boards will be continued under some other style. The fact that Mr. Thomson has already joined the Trade Commission, and that Mr. McNaught, of the War Trade Board, is also slated for this Commission makes it seem probable that the various interests at present represented by the Food Board and the War Trade Board may be administered by this new organization.

Many Regulations Still in Force

It must be remembered that while a few of the Canada Food Board's regulations, and these the most noticeable ones, have been withdrawn, that the large majority of these regulations are still in force, with every indication that they are to be continued in force for some time to

come. It is a little over a year since the first trade licenses were issued to the millers. These licenses expired on December 1 last and have been in the process of renewal since then, which means that the milling trade at least will be under license till Dec. 1919.

The other food handling and manufacturing firms follow in order and will probably be re-licensed as their licenses fall due: The fish merchant's license falls due on January 1, the wholesale fruit merchant's on February 1, the wholesale produce merchant's on March 1, the wholesale grocer's on April 1, the retail grocer's in May and so on. The fact that one business has been re-licensed suggests the probability of re-licensing all down the line, as otherwise there would be difficulties and differences of opinion. The millers would not take it kindly if they found that they were the only trade who had to be compelled to pay a second year's license fee. Indeed, in the Canada Food Bulletin of December, the new method of discovering just what license is required for the coming year is dealt with at some length.



HENRY B. THOMSON,
Chairman of the Canada Food
Board, who will become Canadian
Trade Commissioner.

Moreover, in a "Brief Talk to Journalists" that appeared in the same issue of the Bulletin, there might be noted this illuminating paragraph:

"It is too often forgotten that food control is not directly war. It is a necessity caused by war, caused by the removal of millions of men from food production, caused by the destruction of millions of acres of productive land, and caused by the employment of the world's shipping for other things than the transport of food. Its continuance will be necessary so long as these factors are not normalized, and it will be necessary afterwards until the depleted foodstocks of the world are replaced."

If Food Control is to continue till matters are normalized and till depleted food stocks are replaced it may be a matter, not of months, but of years, as it will certainly be many a long day before these happy conditions are achieved.

Wholesalers Still Required to Report

Wholesalers who rather anticipated that after the signing of the armistice, and after the first stringency of the sugar situation had been overcome, and adequate supplies were available, that they would be freed from the onerous task of keeping a detailed report of all sugar transactions for the benefit of the Canada Food Board, have found, that such is not the case, that these regulations are as rigidly enforced as ever, though the first necessity for them is passed.

While, therefore, there has been no official notification of the continuance of the licensing system, the evidence,

despite the fact that some of the staff of the Board have been notified that they are no longer required, seems to point to a continuance of the system. Whether the trades affected will submit as

readily to these restrictions and limitations for another year, as they have done for the year that is passed, is a matter that remains to be seen.

Mail Order Firms May Be Taxed

Retail Merchants Will Urge Ontario Legislature, at Coming Session, to Assess Mail Order Profits of These Companies Figures to be Obtained From Post Office, Railways and Express Companies

DRASTIC action aimed to protect the merchants in small towns in Ontario against the encroachments of the big mail order houses will be asked for at the next session of the Legislature by the Ontario Retail Merchants' Association. The plan which is under discussion and which will likely be favored is to tax the mail order houses on the basis of the volume of business they do in each place. In order to arrive at this amount of business it is proposed to obtain the figures from the railway companies, the express offices and from the parcel post department. No recommendation has as yet been made. This will probably be left over until it is seen what action the Ontario Legislature takes in regard to the proposal.

May Be Extended

There is every probability that if the Ontario Legislature takes action along the lines suggested that the Retail Merchants' Association of Canada will take the necessary steps to obtain similar taxation in each province.

If the situation in other provinces is anything like that in Ontario, at least what letters of merchants would indicate it is like, then the small town merchants are having troubles of their own. A great number of letters from all over Ontario have been received by the Ontario Association. Practically without exception they tell of the inroads the big department stores are making on the business in the small towns and they urge in no uncertain language that action be taken to tax the profits of the big firms.

Using Parcel Post

The point is also made that under the present system of parcel post the mail order houses have a tremendous advantage. It is suggested by some that regulations in connection with the parcel post system be modified so that the mail order houses cannot use them to the extent they do now.

Many of the merchants freely predict that unless something is done the country merchants will gradually be forced out of business.

Keenly Interested

In the meantime retailers all over the country are following with keen interest the action that is to be taken in Ontario.

The following editorial from the Owen

Sound "Advertiser" may be said to sum up the views of the Ontario merchants.

Tax the Mail Order Houses

"The Ontario Government is considering placing a tax on mail order houses in order to protect the merchants in the smaller towns and cities against their competition. At a meeting of the Assessment Committee of the Legislature Mr. Proudfoot raised the question; and wholesalers present were unanimous in the opinion that the big departmental stores, through their mail order business, were driving the small merchants in the country towns out of business. They stated further that the postal service, by carrying parcels at a loss and paying for it out of the carrying of letters, was giving the mail order houses an unfair advantage.

"We hope the Government will act; it should have done so long ago. It has long been well known that the mail order octopus was crushing the life out of the country merchants, drawing, by its bait of attractive catalogues and tempting advertisements, business that should go to them. That the Government appears at last to be realizing that Toronto is not the whole province is a good sign.

"Mr. Proudfoot's suggestion was that

the departmental stores should be taxed according to the business done in each municipality. The only objection raised to that plan was that it would be difficult to enforce; but we do not see where there would be much difficulty. The mail order houses know where their goods go; all that would be required would be a statement from them, giving the amount received from each municipality—which would involve a good deal of work, but presents no special difficulty.

The point raised regarding the operation of the parcel post should be looked into. Is there any reason why any service should be operated at a loss, and why the loss should be made up by persons who do not use it? Why should each department of the service not carry itself? It does not look fair to overcharge letter-writers for the benefit chiefly of institutions that are actually a detriment to the country at large.

"But the matter of postal rates is incidental; the main point of interest is action to loosen, if possible, the hold the mail order houses have gained on the business of the province at the expense of those to whom it should go."

U.S. REMOVES GOODS FROM IMPORT RESTRICTION LIST

The following commodities among others have been removed from the United States import restriction list, and licenses will now be issued for their import from any primary or overseas market: Chicory root, raw or roasted, cocoa and chocolate, prepared or manufactured; all fruits, gelatine, and manufactures thereof, hops, all expressed vegetable oils, lemon oil, rennets, soap, malt liquors, wines, other beverages, candy and confectionery, all vegetables either in their natural state or preserved or prepared, vinegar, cheese.

Would Be Serious Blow to Western Fruit Trade Proposed Express Rate Increases Would Be Serious Blow to Middle West Fruit Trade—Increases Suggested Average Nearly 100 Per Cent.

THE enforcement of the proposed new express rate would be practically the death blow of the fruit business in the middle west. In many instances the changes reach 100 per cent. increase and upwards, which would so materially increase the costs of these products as to make them practically unsalable. Moreover the nature of these commodities is such that in many instances they must be handled by express.

The proposed rates affect shipments from both directions, and the middle west is so situated that fruit must be faced by long hauls from either direction, so that the proposed changes means a very serious increase.

As an illustration of the drastic nature of these proposed increases the present rate from Kelowna, B.C., is \$2.65, the proposed rate, \$6. From Victoria, B.C.,

the rate is \$2.90, the proposed rate, \$6.85.

From the East the same substantial increases are proposed. The present rate from the Niagara Peninsula is \$2.64 with a proposed rate of \$5.65; from Leamington, Ont., and section the proposed change is from \$2.90 to \$5.40.

It will be readily understood what a serious factor this increase would be.

It is understood that the Fruit Commission at Ottawa intends to combat these demands, and G. E. McIntosh, in charge of the transportation section of the commission, is gathering data to defend the case of the fruit interests.

The probability is that the wholesale withdrawals of commodity rates will not be permitted, but if present rates are found to be too low increases will be admitted on a percentage basis, which will not unduly discriminate against any particular lines of goods.

Expect Coffee to be High Six Months

World Demand Has Not Yet Begun to Manifest Itself—While Surplus Large, Europe's Demands Great—Little Definite Regarding Canada Getting Supplies Direct—Costs of Direct Imports Higher Than Buying in New York

THAT the price of coffee will not be reduced, or if so only to a very small extent, is the opinion of W. J. Roberts, of Grace & Company, importers, Montreal. Their sources of information through their connections, not only in New York, but also in the Brazilian markets, lead them to the conclusion that, notwithstanding the reports to the contrary, prices are to remain high for some time. There is this big factor to remember, and that is, that the Brazilian Government comes frequently to the rescue of the producer when the supply is greater than the demand. It is, therefore, to be noted that, in continuance of this policy the Government of Brazil will continue to be a big factor in maintaining the high basis which has been attained of late.

Much of Supply Sold

Notwithstanding the fact that supplies are enormous in Brazil at the present time, this firm point out that a great deal of coffee has been already sold. This is held in the growing centres simply because transport could not be secured to take it elsewhere. Just as soon as this is available the stocks will be moved.

Mr. Roberts believes that the Germans and Austrians in particular are

very hungry for coffee. As yet, it is believed that little movement has been actually consummated, but this is the result of ship shortage and technical arrangements. Just so soon as arrangements can be completed and when ships are to be had it is thought that the necessary money will be available for the purchase of supplies by these countries and that they will readily pay full market prices.

Canada Will Buy in New York

For some months past a quantity of coffee has been brought to Canada direct from the south by boat. This was experimental to a large extent and until lately it was hoped that it might be continued successfully. It is feared, however, that when insurance risks are considered, it would be more costly in peace times to bring coffee forward this way than to follow the old plan of buying in New York. New York is the great coffee trading centre and has so been considered for generations, and it is just as reasonable to expect that the money centre of the world will change from London as to look for a removal of this coffee trading centre. So complete are the arrangements there that buyers can purchase to better advantage, and delivery may be had quickly, for large

supplies are carried on hand at all times.

Lifting of Restrictions

The lifting of Government restrictions in the United States has not had any appreciable or even noticeable effect upon the trading or situation in Canada. This is accounted for by the fact that the basis of the market in Brazil was higher than that obtaining in New York or Canada. It is quite true that there will be an active competition for business, but the general conditions obtaining now, and which have already been outlined, will serve to steady the markets on a higher, rather than on a lower basis.

There has been some fluctuation in the markets recently, particularly in futures. Some do not expect that this will amount to much as the supplies in roasters' and importers' hands in the United States are far below normal. It, therefore, becomes necessary to buy from the Brazilian growers at present prices, regardless of the desire to withhold all buying in an effort to force prices lower. It is an interesting situation and one which must necessarily give the trade much concern.

COURTESY ALWAYS PAYS

There is recognition to-day in most concerns of the fact that the man who comes to sell often brings wares, and sometimes information, which are of decided value to the company upon which he calls. The former attitude of purchasing agents that salesmen are an irritation, or a nuisance to be gotten rid of as quickly as possible, is changing—"System."

WINNERS OF THE CANADIAN GROCER CHRISTMAS WINDOW CONTEST

CLASS A

Cities of over 10,000 inhabitants

1. Nation & Shewan, Ltd., Brandon, Man., dressed by E. C. Stuart.
2. Island & Bamford, Toronto, Ont., dressed by C. J. Bamford.
3. The McLean Grocery, Moose Jaw, Sask., dressed by Harold Crone.

Honorable mention—McBrides, Ltd., Moose Jaw, Sask., dressed by W. Walker; Edmonton City Dairy, Edmonton, Alta.; G. F. Grinyer, Toronto; W. J. Chesher, Toronto; F. H. Robinson, Hamilton, Ont.

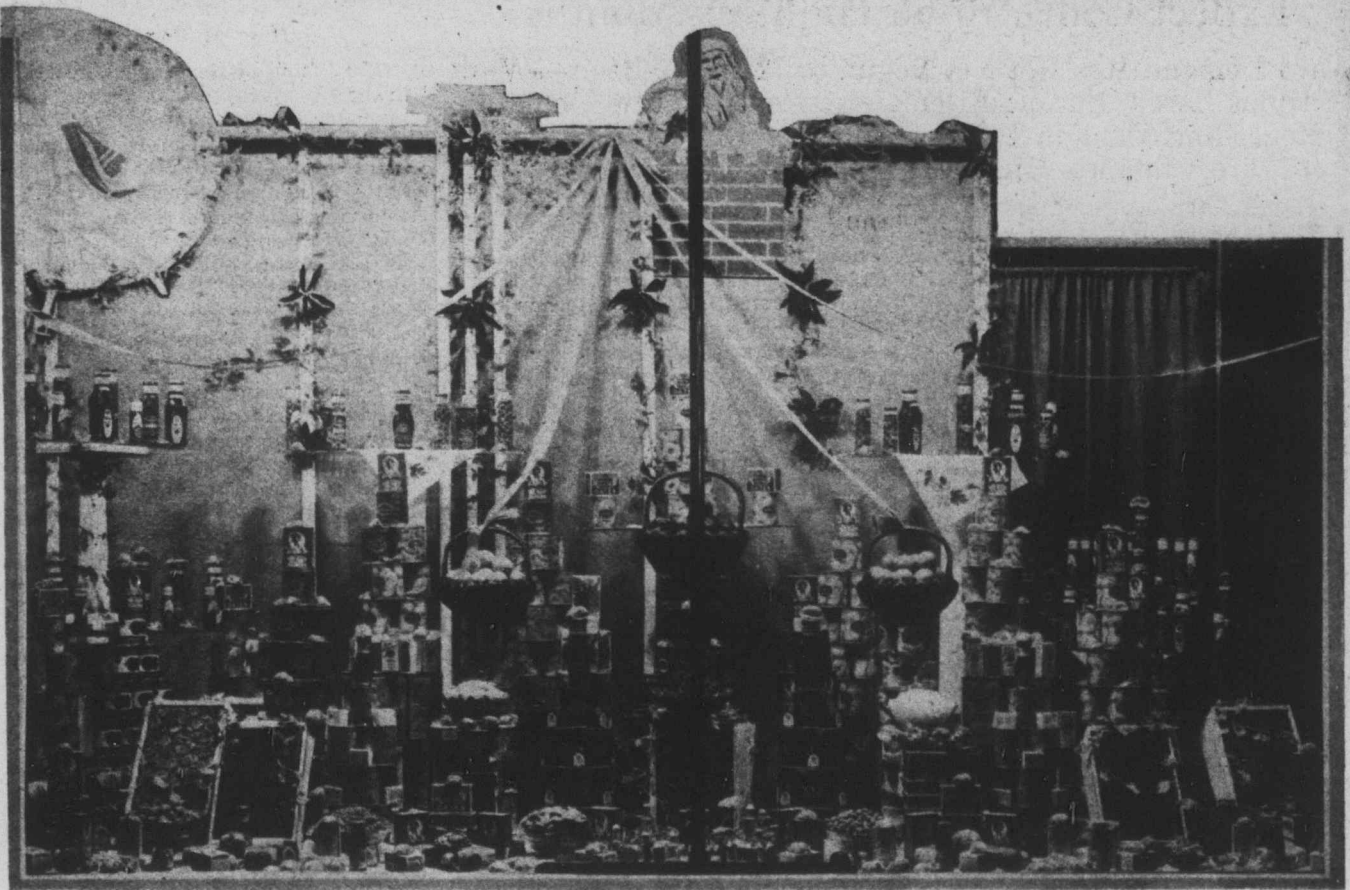
CLASS B

Cities of under 10,000 inhabitants.

1. The McKenzie Co., Kelowna, B.C., dressed by Mr. Johnstone.
2. J. F. Fumerton & Co., Kelowna, B.C., dressed by W. G. Lock.
3. B. C. Watson, Leamington, Ont., dressed by Ted Locke.

Honorable mention—The Business Corner, Preston, Ont., dressed by Lewis A. Krieg; W. V. Webster, Trenton, Ont.; W. T. O'Neil, Clinton, Ont.; Norton & Fisher, Shelburne, Ont., dressed by Edgar Patterson; J. P. Robertson, Grimsby, Ont., dressed by Miss A. Walker; MacEwan's Grocery, Cobalt, Ont.

The entries this year have been of an unusually high standard, and the decision of the judges has been by no means easy. In some instances the displays entered were of an unusually attractive nature, and showed no small element of novelty in their arrangement, but failed to win a prize because of a variation from the display of distinctly Christmas lines. It being felt that staple groceries displayed in profusion detracted somewhat from the Christmas appeal of the window. The windows that obtained honorable mention will be illustrated in future issues and some comment will be made upon them at that time.

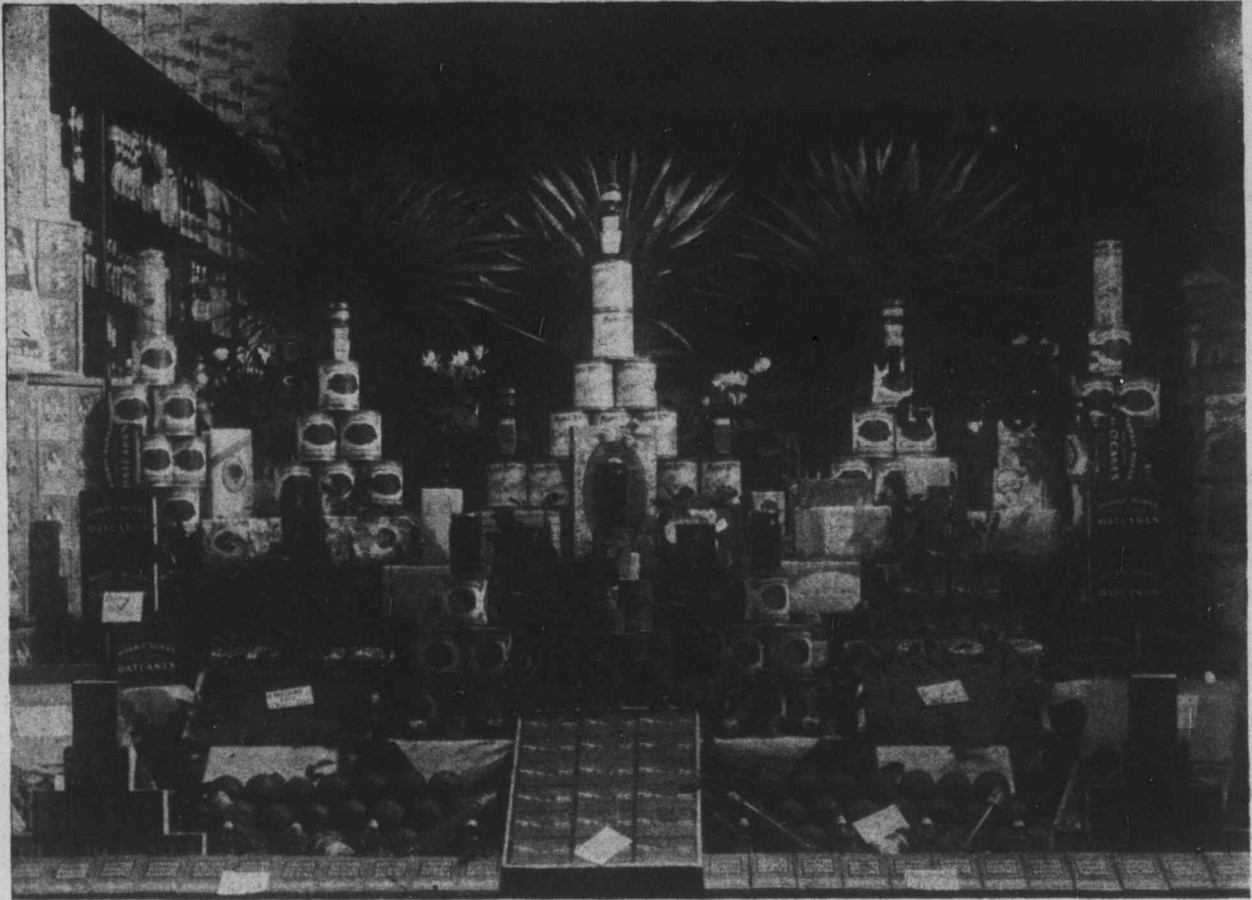


A Christmas Atmosphere

THE above illustration is of the Christmas window display of Nation & Shewan, Ltd., Brandon, Man., winner of the first prize in the CANADIAN GROCER window competition, Class A.

The window was dressed by E. A. Stuart, and is a very fine example of the window dresser's art. There is not a line of goods in the window that would not have its appeal to the Christmas shopper. Pyramids of canned fruit of different heights carry the attention to the back of the window. Attractively arranged shelves display olives and pickles. Fancy baskets surmounting pyramids of canned goods display oranges and apples. While glass dishes on a lower level display candied ginger and similar confections. The base of the window is given over to a variegated array of products for the Christmas dinner table.

The window was given first prize, because quite apart from its artistic merit, it was believed that it would be a strong selling agency, and because, while displaying a large variety of goods, there was no crowding or confusion, and no loss to the essential selling value of the window.



A Well Balanced Window

THE above window is the winner of the CANADIAN GROCER'S Christmas window contest in Class B. The window is that of the McKenzie Company, Kelowna, B.C., and was dressed by Mr. Johnson. The window is a very fine example of a balanced display. The balance is perfect even to the palms in the background that give an unusually attractive setting. This window, too, is built on the pyramid plan, though on a more conventional plan than the winner in Class A. The window is outlined in boxed raisins, behind that a bank of oranges set off by large bottles of olives. On a step above these are three pyramids of canned fruits topped by fruits in glass while at the sides are figs in bulk and dates in boxes. The background of the window is built up of boxes of candy, canned fruit and boxes of oatcakes. A very effective use is made of palms and flowers in this window. Note also the use of price cards.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

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Vol. XXXIII. TORONTO, JANUARY 17, 1919 No. 3

ENLARGED PROVISION DEPARTMENT

SO many merchants nowadays are dealing in meats, fresh, cooked or cured, that it has been decided to enlarge the scope of the market service of CANADIAN GROCER to take in these items. Quotations on a full line of fresh meats, cured meats and cooked meats will appear each week in the provision markets.

These markets are not easily obtained, as there is a wide variation in prices, and a wide variation in the opinion of buyers as to values. These markets, therefore, are not based merely on the quotations of large meat wholesalers and producers, but are checked with the buying prices of a number of well-posted retailers. The ranges given, therefore, will represent the prices at which any retailer should be able to buy goods of a quality that should be found completely satisfactory.

CANADIAN GROCER trusts that this added service in this department will be found to be of no little value to the trade.

THE CASE OF MARGARINE

THE Hon. T. A. Crerar, Minister of Agriculture, speaking recently before the Eastern Ontario Dairymen's Convention at Brockville, Ont., stated that the introduction of margarine had been a war measure to meet the pressing need of the poor for edible fats.

"I believe, however," continued the Minister, "I am safe in assuring you that what was done as a war measure will not be made permanent save by legislation in Parliament, in which case all parties can be heard."

This is, of course, a statement that bears nothing on its face except the fact that the public are once again going to have to fight for the permission to obtain a cheap and essential food. There seems to be no good reason for any discussion of the matter except that the dairy interests have a totally unfounded fear that its introduction would undermine their business. The fact that it has not done so in the year or more that it has been under sale in Canada should be a sufficient retort. In any event it is questionable whether prohibition of this kind should be permitted to foster one industry at the expense of the whole country.

MORE PROSECUTION FOR SELLING ADULTERATED GOODS

RECENTLY two Ottawa merchants were fined for selling adulterated maple sugar, and the Retail Merchants' Association branch of that city is contemplating a serious discussion of this question at their coming convention. If the discussion brings to the attention of the merchants the danger of selling such goods without obtaining protection in case the manufacturer has adulterated the product then the discussion should do much good. If it is aimed to change the existing law it is very questionable if it will have even the smallest item of success.

Under our present system of importing food products there is only one person who can be held responsible, the actual vendor. Goods imported from the United States are graded under United States standards, while similar conditions prevail in regard to all foreign imports. Efforts have been made to have this system changed, but without success. It is manifest that it is impossible to hold the American exporter responsible in a Canadian court. Therefore, the man who actually sells the product to the public is charged with the responsibility, and it rests with him to assure himself of the quality of the goods he sells. This is the reason for the system adopted.

While the law seems an unjust one, putting, as it often does, a penalty on merchants who are free from any dishonest intent, the Government has made a provision that protects the vendor. A Government warranty may be demanded with any purchase of a questionable article. This warranty automatically transfers the blame to the right shoulders. Many firms are attaching warranties to the goods they send out when these are goods subject to question. It is not a difficult matter for the merchant to protect himself in this way, and if he fails to do so after repeated warnings, he has, after all, only himself to blame.

U.S. Makes Further Changes in Export Licenses

Changes Permit Export Under Given Conditions and From Stated Sources Without Individual Export Licenses

THE U.S. War Trade Board announce the revision of the regulations under which shipments of certain origin and destination, the importation of which has been otherwise licensed, may be exported without an individual export license when the same are conveyed in transit through the territory or via any port of the United States. These regulations, which were announced in W.T.B.R. 199, issued August 19, 1918, and W.T.B.R. 349, issued December 3, 1918, are, therefore, withdrawn, and the following are in substitution therefor:

1. Special Export License No. RAC-42 has been reissued through the Customs service, effective January 2, 1919. This license will now authorize the exportation, without individual export licenses, of shipments of all commodities originating in any foreign country and destined to any foreign country when the same are conveyed in transit through the territory or via any port of the United States when they are proposed to be exported from or taken out of any port of the United States; provided, however—

2. That this license does not authorize the exportation of shipments originating in countries in South and Central America, other than British or French Colonies, destined to any country other than England, France, Italy, or Japan, their colonies, possessions, or protectorates; nor shipments originating in any place other than England, France, Italy, Japan and their colonies, possessions, or protectorates and destined to any point in South and Central America, other than the colonies of England or France.

3. Before allowing any of the above-mentioned shipments to be exported, the Collector of Customs at the port of entry will require, in the case of rail shipments, that there shall be noted on an extra copy of Customs Carrier's Manifest, Form 7512, the full name and address of the actual consignee of the shipment, and if the shipment is made to a bank or other broker, factor, or agent, the full name and address of the actual consignee on whose account the shipment is made; and a statement to the effect that the shipment is made under License No. RAC-42. A true copy of such Customs Carrier's Manifest, Form 7512, must be delivered by the carrier to the Collector of Customs at the port of exit. In the case of shipments by vessel when Form 7512 is not used, the Collector will require the filing of an extra copy of the ship's manifest or a portion thereof, on which must be clearly shown the particular items thereon which are licensed under RAC-42, together with the full name and ad-

dress of the actual consignee of each such shipment, and if the shipment is made to a bank, broker, factor, or other agent, the full name and address of the actual consignee on whose account the shipment is made.

4. The extra copy or Form 7512 or the extra copy of the ship's manifest which is filed with the collector at the port of exit, will be forwarded immediately by the collector to the War Trade Board, Washington, D.C.

5. It should be noted that Special Export License No. RAS-42 authorizes the exportation only of shipments IN TRANSIT through the United States and that shipments consigned to consignees in the United States, to be re-consigned to consignees in a foreign country, are not considered in transit under this license.

6. Attention is further called to the fact that License No. RAC-42 is an EXPORT LICENSE and does not authorize the importation into the United States of any commodity without an import license. License No. RAC-42 also does not authorize any shipment from or to any individual, partnership, association, or corporation whose name appears on the Enemy Trading List.

7. Shipments traveling in transit by

rail on Customs Carrier's Manifest, Form 7512, must be covered by individual export licenses when they are not made in accordance with the regulations described in paragraph 3 hereof.

WINNIPEG CLOSING BY-LAW TESTED IN COURTS

The first test case in connection with the Winnipeg early closing by-law was heard in the Winnipeg Police Court recently when a Winnipeg grocer was fined \$5 and costs for breach of the by-law. There was no evidence submitted to prove that the merchant in question had sold any groceries after the legal closing hour, the evidence merely going to prove that goods had been exposed for sale after the prohibited hour. There were 54 other persons charged with the same offence who were remanded pending a possible appeal of this conviction.

FURTHER REMOVALS FROM U.S. CONSERVATION LIST

The United States War Trade Board announce that the following items among others have been removed from Lists of Restricted Imports. Licenses will be issued freely, when applications are otherwise in order, for the importation of such commodities when shipped from any primary or overseas market on or after January 1, 1919: Shellfish, tobacco leaf; fish, fresh, cured, and preserved; animal oil; borax; chloride of lime; dairy products; meat products and preserved meats; paraffin; starch; argols or wine lees; edible substances, not specially provided for in tariff schedules; tea waste, siftings, and sweepings.

Stocks of Canned Goods, Sugar, Etc., in Wholesalers' Hands

Bureau of Statistics Report For Month Ending October 1 of Transactions by Wholesalers

THE Dominion Bureau of Statistics has recently issued a report of the stock of canned goods, sugar and evaporated apples in wholesalers' hands for the month ending Oct. 1.

The statistics show the stocks owned by the wholesalers licensed by the Canada Food Board and the sales made by these wholesalers, to retailers and all other purchasers who are not whole-

salers. This last excludes sales which are merely transfers between wholesalers, and shows what stocks have gone on for consumption from the warehouses of the wholesalers within the month. These data being compiled from the "Stock Forms" of the Canada Food Board are as complete as can be made from the reports received from the licensees:

GRAND TOTAL—CANADA

Commodity.	Unit.	In Transit.	In Warehouse.	Sales to Retailers.
Milk, powdered	Lbs.	12,526	168,557	118,029
Milk, condensed	Cases	3,082	21,715	18,276
Milk, evaporated	Cases	6,764	52,526	42,400
Canned Tomatoes	Cases	34,383	157,482	48,640
Canned Corn	Cases	4,085	42,608	12,111
Canned Peas	Cases	21,071	269,669	56,659
Canned Pork and Beans	Cases	26,682	82,771	22,933
Canned Salmon	Cases	5,146	89,582	35,556
Canned Sardines and Other Fish	Cases	2,333	85,283	19,039
Canned Shell Fish (include Oysters, Clams, Lobsters, Crabs)	Cases	1,366	21,437	4,441
Canned Meats	Lbs.	45,829	781,942	254,379
Miscellaneous Canned Fruits, size 2	Cases	10,702	123,304	27,347
Miscellaneous Canned Fruits, size 2½	Cases	516	22,774	7,582
Miscellaneous Canned Fruits, size 10	Cases	3,219	80,128	16,710
Miscellaneous Canned Fruits, other sizes	Cases	311	12,473	6,285
Jams and Preserves	Lbs.	423,889	4,935,183	1,792,524
Dried Apples	Lbs.	15,425	243,050	179,439
Sugar	Lbs.	3,276,384	4,489,295	34,965,248

How To Retain a Valuable Clerk

Difficulties and Dangers of Partnerships—A Minor Interest in a Corporation Obviates These Difficulties—A Satisfactory Method of Bonusing

By HENRY JOHNSON, JR.

A MERCHANT has an exceptionally valuable, effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wages than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached either through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind, and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage: easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but, in the eyes of the law, each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services, may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed, the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarreling and the costs thereof. We hear every day of cases wherein one partner puts it up to the other to "buy out or sell out—an' I don't give a continental damn which you

do!" Often when the decision finally is made, there is nothing left either to buy or sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a grocer in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself still is sole owner of seven-eighths of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his—no more, no less—and it is safeguarded to him. Thus the clerk who is given an interest will have the interest secure from any "reniging" or change of mind of the old boss; but he can get no more than is provided for him through the action of the boss. There are other points, but these are all we need for our present purpose.

If the Boss Wants No Divided Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percentage which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling \$600 a week, running the perishable goods department and drawing \$25 wages. That may be \$10 more than you are paying the next highest man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8% as the basis of wages expense on sales, you would have to pay this man \$48 per week—and that, obviously would never do.

You might take \$600 weekly sales as your basic figure and pay him as much as 10% on all sales in excess thereof. But if you did that you would have him so eager to make sales in excess of \$600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty: to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

The Equitable Share

Suppose your records over a series of years show that your average net profits—I mean absolutely net, with all shrinkages; losses and reasonable depreciation of all kinds out—is \$2,400 a year. It might be good to arrange to give the man $\frac{1}{4}$ or 3-16 of the net profit in addition to his salary as now fixed. This is safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him \$300 to \$450 additional a year.

That figure would be well inside of the \$48 per week to which 8% on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself, and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make \$3,000 net and your agreement was to pay him 3-16 of the net. His extra would be \$462.50, and that deducted from \$3,000 would leave you \$2,537.50, or \$137.50 more than your former total.

My excuse for discussing this matter is that I was asked a time since to write it in confidence to one who was faced with the problem. I hope, therefore, that it may be of some use to others.

CURRENT NEWS OF THE WEEK

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

Maritime

G. C. Donahy and Joseph Paul, general merchants, of Minto, N.B., have suffered loss by fire.

A. P. Whitlock, manager of the Canadian Swift Co., Ltd., St. John, has returned from a trip to Toronto.

Miss Maude Blair, who has been a valued member of the staff of Folkins' grocery store, Sussex, N.B., for the last seven years, died this week as the result of an attack of influenza.

M. Blondahl and S. Blondahl, of Reykjavik, Iceland, visited St. John this week to confer with representatives of fish corporations. They operate a steam trawler off the Nova Scotian coast with headquarters at Canso.

W. D. Wilson, chief inspector under the N.B. Prohibitory Act, was in St. John this week conferring with the wholesale grocers in regard to the restriction of the sale of lemon extract and similar commodities, which have been used recently as beverages. Petitions on this subject have been addressed to the Provincial Government, and it is expected that an amendment to the Act will be introduced at the next session of the Legislature to cover the matter.

Quebec

Ed. Legault has bought out P. Mainville, 183 Guy Street, Montreal.

V. Galipeau has bought the grocery of Mrs. D. Brisebois, 2 Jolicoeur Street, Montreal.

R. L. Innes, general manager of Dominion Canners, Ltd., Hamilton, was in Montreal during the week on special business.

J. S. Meyers, of Peerless Cereal Mills, Ltd., Woodstock, was a visitor to Montreal last week.

F. W. Arnold, manager of the Chisholm Milling Co., Ltd., Toronto, was in Montreal last week.

I. Houle has purchased the grocery business of Mrs. H. Mailloux, 488 Chambord street, Montreal.

A. Brunet has purchased the grocery business of Henri Brunet, 500 Duluth Ave. E., Montreal.

N. Bourdon, 343 de Montigny street, Montreal, has purchased the grocery business of V. Loisele.

A. Bourbonnais, 5358 Sherbrooke Street West, Montreal, has just purchased the business of A. Rouleau.

W. A. Brown, chief of the Poultry Division, Department of Agriculture, Ottawa, was in Montreal last week.

W. J. De Corse, representing the California Associated Raisin Co., Fresno, Cal., was in Montreal early this week.

Albert Cawthorne, representing D. Hatton Co., Montreal, has left for his

annual winter trip to western points and will go as far as Sault Ste Marie.

J. L. Patenaude, founder of the wholesale grocery firm of Patenaude, Carignan & Co., Limited, has been appointed a director of the British Colonial Fire Insurance Company.

J. R. Grant, for many years with Walter Paul, Montreal, has purchased the grocery business of S. J. Geddes, 795 St. Catherine Street West, and has already assumed charge.

As a result of the very serious fire which consumed a large auto repair shop and factory on Wellington St., Montreal, Sunday afternoon last, S. J. Carter and Co., wholesale grocers, are stated to have lost \$20,000 in damage to their stock.

The Board of Railway Commissioners sat in Montreal on Thursday of this week, when they are to consider the new rates asked by the express companies. It is expected that various deputations will memorialize them as to their several viewpoints along this line.

Christmas Keough, one of the most clever and notorious of swindlers succeeded, it is now asserted, in playing his game in Montreal last July, several large retail firms here and one bank being cleverly fleeced of real money. His plan was that of paying a flying visit as a Cobalt mining operator. Among other things, he is said to have secured thousand of dollars' worth of jewelry, etc. He paid for these with bogus cheques.

Ontario

F. W. Lee, proprietor of the general store, Enniskillen is dead.

Milo Mallory, general merchant, Monctonville, has suffered loss by fire.

E. A. McKenzie, general merchant, Clandeboye, has sold to John L. Simpson, London.

Wm. Metcalfe & Co., grocers and butchers, Kitchener, are discontinuing business.

D. J. Lamb, of the Woolworth Co., has purchased W. J. Stewart's grocery business at 8 Elgin street, St. Thomas.

John Carlyle, who carried on a showcase and furniture manufacturing business at 53 Hayter St., Toronto, died recently after a brief illness.

Fred G. Bradley has leased the Lambert store, Welland, formerly occupied by McQuitty's grocery, and has installed an entirely new stock. The new store was opened Jan. 4.

The Square Deal Co-operative Creamery of South Cayuga has been incorporated to carry on a general dairy business. The head office will be at South Cayuga.

The Mount Pleasant Creamery Company has recently been incorporated in

Ontario to carry on a general creamery and cold storage business, and also to deal in groceries. The head office of the firm will be at Mohawk.

The National Preserving Company has been incorporated under the Ontario Companies Act with a capital of forty thousand dollars and with head office at Toronto to manufacture jams, jellies and fruits, and to do a general preserving business.

Gurney Delois Barrett, a traveller for the Club Coffee Company, died on Wednesday of last week at his home, 1053A Bloor West, Toronto, after a short illness from influenza, followed by pneumonia. He leaves a wife and young daughter.

James Watt Blain, a brother of Hugh Blain, of the Eby, Blain Company, Toronto, died on Saturday last.

Lon Burgess and G. Porter are opening a cash and carry grocery business in the store formerly occupied by McCallum & McDougall, Wallaceburg, Ont.

Fred C. Hoehn, formerly with H. R. Ross, Simcoe St., Oshawa, has purchased the store of W. C. Souch, of the same town, and has renovated it throughout and will conduct business at this stand.

Martin & Grass, who purchased the Pugh grocery store, Sarnia, have leased the store on the corner of Christina and Davis street now occupied by Thos. H. Elliott, barber, and expect to move into the premises shortly.

Mrs. Kennedy, wife of S. J. Kennedy, St. Catharines, died recently. Mrs. Kennedy was well known in the trade, having managed one of the two stores operated by her husband in the city; and having gained the reputation of being one of the best store managers in Ontario. The sympathy of the members of the trade will go out to Mr. Kennedy in his bereavement.

F. W. M. Ross, secretary of the St. Williams Fruit Preservers Limited, Simcoe, Ont., leaves on Saturday on a business trip, combined with a honeymoon, to the Western States and British Columbia. Mr. Ross will also attend the Annual Convention of the National Canners' Association in Chicago, and will spend some time in West California and British Columbia. He expects to be back by the middle of February.

D. W. Harmer has purchased the wholesale grocery business of W. H. Merriman Co., St. Catharines, Ont. His intention is to form a limited liability company to operate the business. Mr. Harmer was formerly with Western Grocers, Limited, which was known as the A. Macdonald Co., Winnipeg, until a short time ago. Mr. Parnall is retiring from the wholesale grocery business in St. Catharines.

Western

Geo. A. Stone, broker, Vancouver, has gone east.

H. Hurum, general merchant, of Holden, Alta., has sold out.

C. E. Disher, Vancouver, left for New York after New Year's, and will be away several weeks.

Freeman & Short, general merchants of Gilroy, Sask., have dissolved partnership.

The East End Bakery, grocers and bakers, Edmonton, Alta., have suffered loss by fire.

Leeson, Dickie, Gross & Co., Vancouver, will in future go under the name of Western Grocers Ltd.

F. W. Smith, general merchant, of Weyburn, Sask., has been elected president of the Weyburn Board of Trade for the coming year.

Jennings & Company have opened a new general store at Dodsland, Sask. The store has been recently occupied by J. A. Robertson. It will be renovated and improved in the near future.

PIONEER ONTARIO GROCER PASSES

Robert Austin Dutton, 275 Roncesvalles Ave., Toronto, died early this week from heart trouble after an illness of two years. The late Mr. Dutton was born in Longton, England, 65 years ago. He came to Canada when 16 years of age, and was one of the oldest grocers in Ontario. He first started business in Barrie 26 years ago, later he was in Peterboro for 11 years, and had conducted business in Toronto for the past eight years. While he has been suffering for some time he has been actively engaged in business up to almost the end. He is survived by his wife, E. Dutton; three daughters, Mrs. G. G. Hall, of Edmonton; Mrs. H. C. Huffman, of Peterboro; and Mrs. C. H. Harris, of Toronto; one son, Robert, who was associated with him in the business.

CANADIAN GENERAL TO RESIDE IN TORONTO

Lieut.-General Sir Richard Turner, who in public life is of the firm of Turner, Whitehead, Whitehead & Co., wholesale grocers, Quebec, with interests in lumbering, will, it is said, make Toronto his home after the war.

CHARGED WITH NON-DELIVERY OF GOODS

A. Teitelbaum, who runs a grocery store at 532 Selkirk avenue, Winnipeg, appeared before a magistrate in the provincial police court recently to answer to a charge of accepting payment for goods and failing to deliver them. He pleaded not guilty. His driver claims that the goods were delivered, but would not swear that they were delivered to L. Kruk, who paid for them.

The magistrate heard the case and ordered the driver to go to the house where he delivered the goods with Kruk and see that they were restored, and to appear in court on Monday morning to state the result.

DAYTON SCALE CONVENTION

The Dayton Computing Scale representatives, Central and Eastern Canada Divisions, held an important convention at the offices of the company in Toronto January 9, 10, 11. The Dayton Computing Scale Company forms part of the International Business Machines Co., Ltd., of which Frank E. Mutton, known to the retail trade throughout Canada, is vice-president and general manager. Mr. Mutton presided over the Convention and was assisted by the sales manager,



FRANK E. MUTTON,
General Manager of the International Business Machines Co., and J. W. Davidson, Sales Manager of the Dayton Scales Division, who took an active part in the convention.

of the Dayton Scale Division, J. W. Davidson.

The convention was largely attended and reconstruction problems as affecting the company and the retail trade in Canada were gone into thoroughly and the salesmen left with many new ideas. The increase of Dayton scale business during 1918 was large, being 35% over the largest year in the history of the business.

The company expended something over \$150,000 in additions and improvements to the Dayton Scale plant. It is understood that still further expansion of factory and plant is being planned.

W. K. KELLOGG CEREAL CO. MANAGER RETURNS

W. S. Ware, of the W. K. Kellogg Cereal Company, is once more at his desk after an absence of over a year. Mr. Ware had some trouble with his ears contracted in the cold weather of the early part of last winter that resulted in deafness and necessitated a change of climate. For the past 14 months he has travelled through Florida and Texas and other Southern States, and he returned completely cured. Since his return the Toronto office of the company has been moved to the Bank of Hamilton Building, Yonge Street. During his absence the business was looked after by R. C. Smith. Mr. Ware's many friends in the trade will be glad to welcome him back.

MONTREAL MERCHANTS WOULD CLOSE FOUR NIGHTS A WEEK

Between 300 and 400 members of the Retail Merchants' Association of the Province of Quebec, who assembled Jan. 9 at Montreal, voted by a great majority in favor of having all retail stores of all classes in the city close at 7 o'clock four nights a week, Monday, Tuesday, Wednesday and Thursday. A petition embodying this request will be presented to the Montreal City Council, asking that a by-law be enacted to compel all stores to close early on the nights suggested, instead of only two nights a week, as at present.

PROMINENT WINNIPEG BUSINESS MAN RETIRES

George N. Jackson, who has completed forty years with the firm of Walter Woods & Co., has announced his retirement from the active management of the firm's Winnipeg house.

Mr. Jackson came to Winnipeg in 1897 and established the branch here a year or two later, and has contributed largely to its success. He has also been interested in many public undertakings, having occupied the president's chair in the Y.M.C.A., Board of Trade and the Canadian Credit Men's Association.

As a mark of appreciation he was presented by the Winnipeg staff with a handsome cabinet of silverware.

Mr. Jackson is succeeded as manager by J. A. Pottruff, who has been with this firm since 1895.

Fred A. Walker, who has put in the past eighteen years on the road for the firm, will act as sales manager, and J. M. Proudfoot will continue as credit manager.



THE LATE JOSEPH A. TETRAULT,
who for twelve years represented the Lake of the Woods Milling Co. in Montreal, a report of whose death appeared in last week's Grocer.

SUDDEN DEATH OF ENNISKILLEN, ONT., MERCHANT

A very sudden death occurred at Burketon Junction, Ont., Jan. 9, when Fred W. Lee, general merchant of Enniskillen passed away while loading some boxes of goods. He has conducted a general store at Enniskillen for a great many years, and was also Postmaster for several years. He was very highly respected as an upright and straightforward business man.

WESTERNER BUYS ONTARIO WHOLESALE BUSINESS

D. W. Harmer, formerly with the Western Grocers Ltd., Winnipeg, has purchased the business of W. H. Merriam & Co., wholesale and retail grocers, St. Catharines, and took possession on Jan. 1. Mr. Harmer intends to make the business a limited liability company.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

I NTEREST centres very largely in the packing industry this week. A report is current that when present contracts between the Allied Buying Commission and the packers are executed, which will be very shortly, no further contracts will be allotted for some months. It is indicated that the accumulation of supplies in Great Britain and France is such that no further imports are necessary for four or five months. This is a serious blow not only to the packing industry but to Canada. The fact that prices may come down a few cents will not overcome the economic loss to the country as a whole. It is hoped some modification of proposed attitude of the Allied Buying Commission will be possible.

Coffee rules with a firm undertone, and on present basis it looks as though markets here may undergo some further revisions upward until full value, in line with primary situation, has been attained.

Sugar is now plentiful and the outlook is considered good for the year. Manufacturers are preparing to extend their activities, and the outlook is one which holds promise of big things.

MONTREAL—There are quite a number of definite changes this week, advances being made for peanuts in the shell in one quarter, and the market for these has firmed somewhat again. Among other lines to advance are cocoa of a special brand, apples by the barrel, celery, baby food, one line of soap, baking powder, and lima beans.

Declines have been recorded in one line of soap, and a readjustment has been made to lower levels for peanut butter. Stove polish of the paste variety is lower, and shoe dressing, too. Bath brick in powdered form is on a much lower basis, and corn syrup and molasses are

among the important lines taking on lower prices. Peas and beans are again lowering, and oatmeal and hominy grits are easier in some quarters. Figs and peels are scarce and high.

TORONTO—Revisions have been numerous, some representing advances, others providing for declines. A general revision on many lines of canned meats has been effected, the new prices established generally being lower, though some advances have also been made. It is also noted that new price list includes quotations on some products heretofore unable to procure.

Vinegar has undergone a revision upward, new prices for the season just out providing for an advance of 5c in blended cider vinegars, while spirit vinegars are up about 3c per gallon. Oyster shell has been advanced.

New prices have been named on a few lines of spices, these providing for a lower scale of figures than that formerly effective. This is the result of an effort on the part of grinders to get down to a better selling basis, the lines affected including cloves, black and white peppers, caraway seed and cream of tartar. Business is quite active, though demand generally is confined to immediate requirements of the trade.

Rolled oats have sagged about 25c per 90-lb. bag, this being a direct result of the decline in the grain markets. That corn products may decline seems probable in view of weakness of the grain itself.

It is hard to determine the live hog market. Prices have sagged decidedly, but cured meats and fresh cuts have shown little variation yet. Lard is down 1/2c, there being an accumulation of supplies, and the lower prices having been named in an effort to stimulate the demand. New laid eggs are in better supply and cheaper, while storage are scarce and higher.

QUEBEC MARKETS

Bath Brick, Soaps Polishes Lower

Montreal.

VARIOUS LINES.—Powdered bath brick is down considerably and the price now quoted here is 70 to 75c per doz., the former price being \$1.35 to \$1.40. A special brand of soap made locally, known as Barsalou Imperial, has declined from \$6.25 to \$5.95 per case.

Sultana shoe polish of the paste variety is down from \$15.00 to \$13.80, and shoe dressing of the glycerine variety is down 10c to \$1.25 per doz.

Soap, Lima Beans, Powder, Food Up

Montreal.

VARIOUS LINES.—Advances are made for Nestle's Food, the discount being reduced from 5 per cent. to 2 per

cent. Lima beans are up 5c per doz. in the No. 2 size. Goblin soap is advanced from \$2.50 to \$2.80 by one jobber. Baking powder of a local make is also advanced from 5c to 20c per doz., according to the size.

Strike Held Raw Sugar; More Supply

Montreal.

SUGAR.—Those dependent upon shipment of raw sugar via New York state that the seriousness of the recent strike

there interfered with the delivery of raw sugars to them, and they had, as a consequence, to reduce meltings considerably. Supplies are now en route and the shortage is expected to be relieved soon.

Prices are without change; the situation is gradually improving, and grocers are better able to secure their wants.

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

40,000 Cases Apples For Export; Steady

Montreal.
CANNED GOODS.—It is reported that not fewer than 40,000 cases of gallon apples are about to be shipped to Europe. This will have the effect of steadying the price basis on this line. Supplies are ample, but with big inroads such as this the surplus must be reduced measurably.

While the immediate demand for canned fruit and vegetables is light, the jobbers feel that there will be little change of the basis at present existing. Already, canners are reported as having intimated that they do not expect to be able to pack next year and market for much less than the prices now obtaining.

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

Pinks, 1-lb. talls	2 65	2 75
Pale, 1/2-lb. doz.	1 37 1/2	
Pinks, 1/2-lb. doz.	1 62 1/2	
Cohoos, 1-lb. talls	4 35	
Cohoos, 1-lb. flats	2 25	
Herrings (tomato sauce), doz.	2 25 2 50	
Haddies (hunch) (1/2-lb.)	1 00	
Red Springs, 1-lb. talls	4 00 4 60	
Red Springs, 1/2 lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Pilchards, 1-lb. talls	1 90 2 00	
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75 7 00	
Norwegian sardines, per case of 100 (1/4s)	22 00 20 00	
Lobsters, 1/2-lb. doz.	2 25	
Do., 1/2-lb. tins, doz.	3 60 3 75	
Do., 1-lb. talls	6 90 7 00	
Do., 3/4-lb. doz.	6 00	
Do., 1-lb. flats	7 00	
Sardines (Amer. Norweg'n style)	14 50	
Sardines—Canadian brands (as to quality), case	9 50 16 50	
Sardines, French	32 00	
Scallops, 1-lb. doz.	3 25	
Scotch Snack, No. 1, doz.	2 50	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25 2 50	
Crab meat (Jap.), 1/2's (cs 4 doz.)	6 00	
Crabs, No. 1 (cs 4 doz.)	6 75	

Canned Vegetables and Fruits—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Tomatoes, 1s	0 95	
Tomatoes, 2s	1 25	
Tomatoes, 3s	1 85 2 02 1/2	
Tomatoes, U.S. pack, 2s	1 40 1 50	
Tomatoes, 2 1/2s	1 90 1 92 1/2	
Tomatoes, gallons	6 00 7 05	
Peas, standards	1 45 1 47 1/2	
Peas, early June	1 57 1/2 1 60	
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57 1/2	
Specialties		
Olive oil (pure), 1 gal. tins	7 50	Per gal.
Do., 1/2 gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	
Salad oil (bbls, 50 gals.), gal.	2 50	
Olives (in bls, 49 wine gals.), gal.	1 35	
Olives, Queen, gal.	1 45	

Molasses 5c Less; Cane Syrup Down 50c

Montreal.
SYRUP, MOLASSES. — Coincident with a decline of 5c per gallon for molasses, the cane syrup market is also ruling easier with a 50c drop on cases, barrels and half barrels. This is accounted for partly, through the quiet condition that has prevailed in a trading way and stocks of molasses are said to be quite large in some quarters. Cane syrup, while available in fair quantities, is stated to be held in only fair supply.

Corn Syrup—	
Barrels, about 700 lbs.	0 07 1/4
Half bbls.	0 07 1/2

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

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

Tapioca Trade Easier; No Rice Changes

Montreal.	
RICE, TAPIOCA. —The tapioca market is slightly easier and some are offering best grades at 13c per lb. Sales are moderate and supplies sufficient to meet the needs. Rices are steady and in seasonable demand, and the requirements of the trade are well taken care of.	
Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	12 50 15 00 16 50
Siam, No. 2	9 00 9 75
Siam (fancy)	10 50 11 00
Rangoon "B"	8 75 9 25
Rangoon CC	8 75 8 85
Mandarin	10 00
Paking	8 40 8 50
Tapioca, per lb. (seed)	0 13 0 14
Tapioca (Pearl)	0 13 0 14
Tapioca (flake)	0 12 1/2

Peanuts Steadier; All Nuts Firm

Montreal.	
NUTS. —One jobber reports peanuts as firming to the extent of two cents per pound. The market appears to have steadied itself quite considerably, and all prices are steady and firm, with supplies of walnuts and almonds scarce in many markets.	
Almonds (Tara), per lb.	0 28 0 32
Almonds (shelled)	0 50 0 55
Almonds (Jordan)	0 70
Brazil nuts (new)	0 25 0 30
Brazil nuts (med.)	0 15 0 17
Filberts (Stelly), per lb.	0 20 0 25
Filberts, Barcelona	0 24 0 25
Hickory nuts (large and small), lb.	0 10 0 15

FLASHES FROM THE WEEK'S MARKETS

Vinegar is one of the articles that shows advances this week.

Spices are showing a tendency to return to more reasonable figures. Cloves, pepper, carraway seed, are all down in price.

Cream of tartar also shows a declining tendency.

Raisins are on the way from California, and are quoted slightly lower.

The recent strike among dock laborers in New York has seriously interfered with shipments through that port, and those dependent on these stocks have suffered.

Big shipments of canned apples are expected to be exported in the near future. Such a movement would strengthen the situation in these lines.

Syrups and molasses both show declines this week.

Many varieties of nuts are scarce, and prices are firm.

Bath brick prices have been almost cut in half.

The market on cocoa is very firm and prices will probably advance.

Apples are beginning to advance as stocks become depleted.

Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 23	0 32
Pecans, large, No. 2, polished	0 23	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 16
Walnuts (shelled)	0 30-0	0 35-0 95
Walnuts (Spanish)	0 30	0 33

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

Raisins to Arrive; Price Slightly Less

Montreal.
DRIED FRUITS.—Raisins are on the way and expected to arrive next week. The prices for these are expected to be somewhat lower and package varieties are being quoted about one cent less than the prices obtaining to date. Table raisins are about off the market, it is understood, the better grades in particular. Dates are firming in outside points and figs and peels are reported scarce.

Apricots—		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy	0 30	0 30
Apples (evaporated)		
Faced (fancy)	0 21	0 23
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Muscatsels, loose, 2-crown	0 14	
Muscatsels, loose, 3-crown, lb.	0 15	
Malaga Raisins (5½-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Do., 12 oz.	0 11½	0 12½
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Choice seeded, 12 oz.	0 10¾	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11¾	
Sultanas (bleached) 50-lb. boxes	0 10½	0 20
Currents, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose		0 28
Cartons		0 32
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)	8 00-8	50-8 64
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. (20 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (30 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 75	5 00
Muscatsels, 4-crown, lb.		0 13

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

White Beans at \$5.70; Peas Easy, Too

Montreal.
BEANS AND PEAS.—As pointed out of late in CANADIAN GROCER the bean market has weakened further and good grade Canadian white varieties are selling as low as \$5.70 per bushel, according to quantity wanted. Even at the low prices there does not seem to be a big movement, indicating clearly that many districts have supplies at home for domestic consumption. Peas are easy, too, and prices on both these lines are rather nominal.

Beans—		
Canadian, hand-picked, bush.	5 70	6 60
British Columbia	6 60	7 00
Brown Beans		7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	7 25
Peas (green)		0 10
Barley (not), per bag 98 lbs.		6 50
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffee is Steady; Cocoa May Advance

Montreal.
COFFEE.—At the advances made last week, coffee continues to rule steady and distribution continues to be made carefully. The dealers are not stocking heavily and this is the condition as applying to the importer and jobber.
Cocoa is in very active demand and the market is firm, with the likelihood of advances being made.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41
Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)		0 24
Do., 100-lb. bbls. (lb.)		0 25
Do., 50-lb. cans (lb.)		0 26

Tea Steady With Firm Undertone

Montreal.
TEA.—Prices are steady and the undertone on all teas is firm. Enquiry is developing somewhat and the outlook is for an increased activity in the matter of sales after stock-taking is finished. There have been no changes in the price basis.
Ceylon and India—
Pekoe, Souchongas, per lb. 0 47 0 49
Pekoes, per lb. 0 51 0 54
Orange Pekoes 0 55 0 57
Japan Teas—
Choice 0 65 0 70
Early Picking 0 58 0 68
Javas—
Pekoes 0 41 0 43

Broken Orange Pekoes 0 43 0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.
Orange Pekoes 0 46 0 49

Spices Are Firm Without Change

Montreal.
SPICES.—The market is seasonably quiet and the basis is unchanged with the general undertone firm. It is expected that a gradual improvement in the movement will manifest itself soon.

Spices—		
Allspice	0 30	0 32
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 39	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 43	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

Much Honey Used; Maple Goods Hold

Montreal.
HONEY, MAPLE PRODUCTS.—Consumption of honey is really large in this province at all times, and particularly so now. There is plenty to take care of the demand at this time and prices are fully maintained as quoted below. Maple sugar and syrup are getting very scarce and the basis is maintained.

Maple Syrup—		
10-lb. cans, 6 in case, per case		\$15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 23
5-lb. pails		0 25
Honey—Buckwheat, tins or bbls.		0 23

Flour is Quiet; Gluten Feed Less

Montreal.
FLOUR AND FEED.—There is little movement of flour and the millers are waiting for some announcement as to the various arrangements that some have been looking for for the past few weeks. A meeting is to be held in Ottawa at the end of this week to consider the whole question and it is expected that some definite news regarding the immediate future of milling will be available immediately after.

Feeds are unchanged excepting those of the corn variety and gluten feed is quoted at \$55 to \$60 per ton.		
Wheat Standard, Graham and Whole		
Wheat Flours—		
Mixed ear lots on track		11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers		11 25

Add 20c for delivery for small lots.	
Shorts, car lots on track	42 25
Bran, per ton, car lots on track	37 25
Crushed oats	55 00
Barley chop	52 00
Gluten feed (23% protein)—	
F.O.B. Cardinal	60 00
F.O.B. Ft. William	55 00
Feed oats, per bushel (as to grade)	0 95 1 02
Shorts and bran delivered in Montreal	\$1.00 per ton extra.

Hominy Grits \$6; Oatmeal at \$5.40

Montreal.
CEREALS.—The markets are ruling quiet, but a certain amount of enquiry is developing for various cereals. Hominy grits are easier in one quarter and are quoted as low as \$6 per 98 pounds, and oatmeal is selling as low as \$5.40. No general slump in prices is looked for and the present easiness in some lines is thought to be temporary and some look for a reaction, with higher prices.

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

Celery Still High; Lettuce Firm, Too

Montreal.
VEGETABLES.—Prices are very high for celery and California variety in crates of 6 to 7 doz. is quoted at \$15 to \$16 per case. There is also a steady and firm market for best lettuce and the state of trade for most lines is steady, but on the quiet side.

Artichokes (bag)	.....	2 25
Beans, new string (American) basket	.....	3 00 3 50
Beets, bag	.....	0 75 1 00
Brussels Sprouts, quarts	.....	0 20
Brussels Sprouts (doz.)	.....	1 00
Cucumbers, Boston (doz.)	.....	4 00 4 50
Cauliflower (Montreal), doz.	.....	2 00 2 50
Cauliflower (imported), bbl., 2½ to 3 doz.	.....	8 00
Cabbage, bbl.	.....	1 50
Carrots, bag	.....	0 75 1 00
Celery (Montreal), doz.	.....	1 00
Do., crates (6-7 doz.)	.....	7 00 8 00
Celery, Boston (2 doz.)	.....	3 75
Celery, California (6-7 doz.)	.....	15 00 16 00
Horseradish, lb.	.....	0 20
Lettuce, curly (doz.)	.....	0 50 0 60
Lettuce (curly), box (3-4 doz.)	.....	2 50
Lettuce, Boston, box	.....	3 50
Leeks	.....	38 50
Mint	.....	0 60
Mushrooms, lb.	.....	1 00
Basket (about 3½ lbs.)	.....	3 00
Onions, Can., bag (75 lbs.)	.....	1 50 2 00
No. 1 Yellow (75 lbs.)	.....	1 50 1 75
No. 1 Red (75 lbs.), crate	.....	1 50 1 75
Onions, Spring (Imported), doz.	.....	0 40 0 50
Oyster Plant	.....	0 50
Parsnips, bag	.....	1 25
Parsley (Canadian)	.....	0 50
Potatoes, Montreal new (90-lb. bag)	.....	1 60 1 75
Potatoes (New Brunswick), bag	.....	1 90
Potatoes (sweet), hamper	.....	3 25 3 50
Romane	.....	0 50
Spinach, box	.....	1 00

Squash (Huber), doz.	.....	3 00
Turnips, per bag, Montreal	.....	1 25
Turnips, Quebec	.....	1 50
Tomatoes (hothouse), lb.	.....	0 40
Tomatoes, crates	.....	8 00
Watercress (Can.)	.....	0 50

Some Apples Advance; Cranberries Hold

Montreal.
FRUITS.—The condition of the apple market is a very firm one and Russets, Greenings and Baldwins are all up, from one to two dollars per bbl. This indicates the tendencies as supplies get smaller, and export has developed considerably of late.

Cranberries are still high in price and for the best \$25 per bbl. is still obtaining here.

Apples—

Baldwins, No. 1	.....	7 00 8 00
Blenheims	.....	5 00 5 50

Wealthy (in bbls.), No. 1	.....	7 50
Do., Do., No. 2	.....	6 00
Greenings	.....	7 00 8 00
McIntosh Reds (best)	.....	8 50 9 50
Gravensteins, No. 1	.....	4 50 5 50
Fameuse, No. 1	.....	8 00 8 50
Spys	.....	7 00 7 50
Russets	.....	7 00
Kings, No. 1	.....	6 50
Do., No. 2	.....	6 00
Wagners	.....	5 75 6 50
Apples (in boxes)	.....	3 50 3 75
Bananas (fancy large), bunch	.....	4 50
Cranberries, bbl.	.....	18 00 25 00
Do., gal.	.....	0 75
Grapes—		
Spanish Almeria, keg (heavy)	.....	11 00
Do., (med.)	.....	10 00
Tokays	.....	3 00 4 75
Malagas	.....	2 50
Emperor, keg	.....	5 50 7 50
Grapefruit (fancy Porto Rico)	.....	4 50
Do., gal.	.....	1 00
Lemons (fancy new Malagas)	.....	6 00
Lemons (California)	.....	6 00 8 00
Pears, Cal., eating, small box	.....	4 00
Pears, California (110 size)	.....	5 50
Oranges, Porto Rico	.....	5 00
Oranges, Florida	.....	5 50
Oranges (Calif. (200 size))	.....	8 00
Oranges, Calif. (100-126)	.....	6 00
Oranges (Mexican)	.....	6 00

ONTARIO MARKETS

TORONTO, Jan. 15—Revisions of prices have been made in tobacco, raisins and spices which provide for a slight decline over previous levels. Some lines of prepared meats have also reached lower levels. Prices for the season have been named on vinegar and these show an advance over last year's figures. Coffee is very strong and an advance in some lines of cocoa and chocolate amounting to 2c per pound have been recorded. Oranges have stiffened in the face of crop damage in California and box apples are in a very strong position. Rolled oats have eased off and lower corn products seem probable in view of declining grain market.

Sugar Plentiful; Outlook Good

Toronto.
SUGAR.—There is a sufficient amount of sugar coming through to satisfy the needs of the trade at the present time. The refiners are in a very good position just at present to meet all demands, and unless the strike which is now tying up shipping at New York is continued, it is expected that the sufficient quantity of raws will come through to enable manufacturer, wholesaler and retailer to get all the sugar they want. There have been no developments as regard to prices during the week, all refiners now selling on the same basis which is reproduced herewith.

Basis 100-lb. bags

Atlantic, extra granulated	.....	\$10 27
St. Lawrence, extra granulated	.....	10 27
Acadia Sugar Refinery, extra granulated	.....	10 27
Can. Sugar Refinery, extra granulated	.....	10 27
Dom. Sugar Refinery, extra granulated	.....	10 27

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

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

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

Vinegar Higher; Oyster Shell Up

Toronto.
VINEGAR, OYSTER SHELL, PEANUT BUTTER.—New prices have been

named on vinegar for the season which provides for an advance over previous figures. New quotations which are now in effect are given as follows: Spirit-proof, 45c per gallon; Standard, 43c; extra pickling, 40c; XXX, 35c; XX extra, 32c; XX, 30c. Blended cider vinegar XXX is now quoted at 37c per gallon, and XX extra at 34c, which represents an advance of 5 cents per gallon over last year's figures.

An advance in oyster shells has been made, these now being quoted at \$1.40 per bag.

Two new sizes are shown on new price list issued on Squirrel brand peanut butter, a 55-lb. tin, on which the price is 26c per pound, and a 300-lb. oak barrel, on which quotation is made at 24½c per pound. Other sizes are unchanged and prices remain steady.

Some Tobaccos Down; Canned Meats Revised

Toronto.
TOBACCO, CANNED MEATS.—On December 5, 1918, W. C. Macdonald, Reg'd., Montreal, announced a general decrease in price of 5c per pound on all their brands. This was followed on January 7, 1919, by a further reduction of 4c per pound on Brier 8s and Prince of Wales 8s, making to-day's prices on these two lines to the trade \$1.25.

A slight revision in many lines of Clark's Prepared Foods has been made which provides for declines over former price levels in some and advances in:

others. Compressed corn beef ½s is quoted at \$2.90 per dozen; lunch ham 1s, \$7.40; roast beef ½s, \$2.90; roast mutton 1s, \$7.25; 2s, \$14.50; all of which are declines. Boneless chicken, ½s at \$5.90 per dozen; ox tongue ½s at \$3.90 and 1s at \$8.40 are lower, while larger sizes of ox tongue are higher in price. Mince meat is down slightly and peanut butter has also reached lower levels. Complete range of prices, including changes, appears in list of proprietary articles elsewhere in this issue.

New prices have also been named on chocolate bars, these selling at 95 cents, as against a former figure of \$1.05. This takes in practically all manufacturers' lines.

Molasses in Better Supply; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—There have been no new developments recorded in the situation on molasses during the week. There is a fair amount of business coming to hand, and the requirements of the trade are being met from fair stocks with indications that supplies will soon be much better.

The situation in regard to syrups is without any material change. Both corn and cane syrups are in very fair demand and prices are holding steadily at unchanged figures. The range of quotations on both syrups and molasses is given herewith:

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

Canned Goods Remain Unchanged

Toronto.

CANNED GOODS.—There has been comparatively little doing in the market on canned goods during the week. There seems to be a feeling amongst the trade that there will be some export business done and when this develops it may be of sufficient volume to clean up any surplus stock which may be around. Prices have been determined on

Shirriff's Marmalade and the following will be the scale of quotations: 8 oz., \$1.85 per doz.; 12 oz., \$2.55; 16 oz., \$3.15; 22 oz., \$4.30; 2 lb., \$5.70; 4 lb., \$9.70; 7 lb., \$16.40.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, ½s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 95
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 35	1 90
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 75	3 75
Whale Steak, 1s flat, doz.	1 75	1 75
Pilechards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2½s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2½s	1 80	2 00
Spinach, 2s, doz.	1 90	1 90
Do., 2½s, doz.	2 52½	2 55
Do., 10s, doz.	7 55	7 57½
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s	2 87½	2 87½
Pears, 2s	2 35	2 35
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.	4 50	4 50
Strawberries, 2s, H.S.	4 50	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each		1 08

Raisins Coming; Evap. Apples Move

Toronto.

DRIED FRUITS.—Shipments during the past week and due this week on raisins will place the trade in good

shape as far as their stocks are concerned. Shipments from producing points have come through in a bunch and the trade now is well supplied with raisins. There has been a slight readjustment in some cases in prices which has resulted in a decline of about 1 cent per pound.

It is understood that the British Ministry of Food is negotiating for the purchase of evaporated apples. Prices which they will pay have been named and orders to come will clean up the stock in Canada pretty well. Details which are available are given elsewhere in this issue.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon		0 43½
Orange		0 45½
Citron		0 58
Currants—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		0 14
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s		0 10½
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 14	0 16
Seedless, Thompson's, 25s	0 14	0 15
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompsons	0 16	0 17½
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 18

Evaporated Apples For Overseas; British Ministry of Food Makes Offer

ADVICES reaching the trade this week are to the effect that the British Ministry of Food, through their Canadian office, McGill St., Montreal, are desirous of securing evaporated apples. It appears at the present time as though they are anxious to take the available supply for overseas and they have named prices which they will pay.

On standard evaporated apples the price offered is 14½c and on choice evaporated apples 14¾c per pound, delivered at the seaboard, point to be determined upon later, Halifax, St. John, Portland or New York. Apples must grade according to Government inspection, their ruling to determine whether standard or choice will be allowed. Boxes

are to be iron-strapped around ends, for which an allowance of 7c per box will be made. The minimum car weight on evaporated apples is 30,000 pounds.

It is thought that factors not holding a carload and who may wish to dispose of them will be allowed to consolidate shipments with another packer. Any offers to be made or any further details wanted should be sought from the British Ministry of Food, McGill St., Montreal. It is expected this demand will clean up the market pretty well and the price offered is considered quite fair. Evaporated apples shipped through this source will, it is thought, be the only ones on which export will be allowed.

Tea Holds at Unchanged Levels

Toronto.

TEAS.—The market shows no material change as yet, the undertone ruling with a steady and firm tendency and the movement to the trade representing a fairly good total for this season of the year.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 68
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Holds;

Cocoa Higher

Toronto.

COFFEE.—The market on coffee is holding at high levels and the situation locally is very firm. The market here is not in line with figures at New York or primary points, and there is no indication that the markets there are sagging. Recent advances were arrived at on an average basis of cost and it would seem that there must be further advances until full value is obtaining on this market.

The situation in cocoa is one of decided strength. Prices in some quarters have advanced 2 cents per pound this week on some lines, excepting breakfast cocoa.

Coffee—		
Java, Private Estate	0 45	
Java, Old Government, lb.	0 38	0 40
Bogotas, lb.	0 37	0 38
Guatemala, lb.	0 36	0 37
Maracibo, lb.	0 34	0 35
Mexican, lb.	0 35	0 39
Jamaica, lb.	0 33	0 34
Blue Mountain Jamaica		0 48
Mocha, lb.	0 38	0 39
Mocha, Arabian, lb.		0 40
Rio, lb.	0 27	0 32
Santos, lb.	0 32	0 33
Santos, Bourbon, lb.	0 34	0 36
Ceylon, Plantation, lb.	0 38	0 39
Chiocry, lb.	0 30	0 33
Cocoa—		
Pure, lb.	0 25	0 30
Sweet, lb.	0 20	0 24

Spices Show

Some Revisions

Toronto.

SPICES.—Some revisions are shown in prices on spices, lines affected being cloves, mustard seed, caraway seed and coriander, all of which have declined somewhat. Peppers have also come down slightly and French pure cream of tartar is also lower. New prices are named in an effort to get down to a better selling basis, as the present prices represent a loss when compared with spot values to-day on some items mentioned. The range of prices to-day follows:

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40

Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 70	0 80
Tumeric		0 30
Cream of Tartar—		
French, pure	0 90	0 98
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		6 75
Tartarine, barrels, lb.		0 21
Do., 8 oz., doz.		1 75
Do., 16 oz., doz.		3 25

Primary Points

Higher on Almonds

Toronto.

NUTS.—Primary points are recording advances in almonds, and walnuts are also holding at very firm levels. Stocks of walnuts locally are very light, and there have been practically no new crop nuts come through and there is no indication yet that any will be released. Other lines show comparatively little change, prices fluctuating to some extent owing to a desire on the part of some interests to clean up on lots which they may have on hand. The business offering is comparatively small just now, but this is a seasonable condition.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 23
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		7 50
Peanuts, Jumbo, roasted	0 20	0 25
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

New Developments

Lacking in Beans

Toronto.

BEANS.—There have been no new developments to record in beans. Little interest seems to attach to this market, supplies being heavy, but buying very light. Lima beans are being quoted at 17c to 18c per pound.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked		7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotosashi, per bush.		7 00
Rangoons, per bushel		6 00
Limas, per pound	0 17	0 18

Rice Plentiful,

Little Moving

Toronto.

RICE.—Indications are that there is plenty of rice, but only a fair volume of business being done. Some shading of prices is recorded, but this is largely to make room for new goods coming in, it is indicated, as some of the prices mentioned are lower than replacement values. Tapioca is quiet with prices holding unchanged.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13 50
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50

Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu		13 00
Do., Mujin, No. 1		12 00
Do., Pakling		11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14	0 14½

More Package

Cereals Coming

Toronto.

PACKAGE GOODS.—There seems to be some improvement in the matter of deliveries of some lines which have been difficult to secure. Cream of wheat is being quoted to arrive at \$7.75 per case or \$2.60 per dozen. It seems probable that a complete range of cereals may be expected on the market before long which will be welcome news to the trade.

PACKAGE GOODS

Rolled Oats, 20s round, case		\$5 60
Do., Do., 20s square, case		5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, dozen		1 45

Honey Very Dull;

Maple Syrup Quiet

Toronto.

HONEY, MAPLE SYRUPS. — The market on honey is dull. There is a very small amount of business coming to hand with supplies ample to take care of a larger volume of orders. Prices remain unchanged.

Maple syrup is quiet, the demand being only fair and prices holding steadily at unchanged figures.

Honey—

Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 28	
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.		0 23
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00

Maple Syrup—

No. 1, 10-lb. tins, 6 to case		15 10
No. 2, 5-lb. tins, 12 to case		17 10
No. 3, 2½-lb. tins, 24 to case		18 50
No. 3, 32-oz. bottles, 24 to case		16 70
Gallon tins, Imperial, per gal.		2 25
5-gallon tins, Imperial, per tin		10 50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Oranges Stiffen;

Grape Fruit Too

Toronto.

FRUITS.—Definite advice is not yet forthcoming as to the damage to the California orange crop. Prices have stiffened somewhat, however, and supplies are considered ample to carry the trade through until picking is resumed, shipments coming through of supplies which had been in the packing houses. Mexican oranges are reported as arriving on this market again and the quality is said to be very good. Grape fruit is higher with only a fair amount reported as coming from Florida, though of very good quality. It is not expected that any frost damage there may be to the lemons will affect prices to any great extent as a very heavy crop was anticipated. Box apples are high at the coast and with a very good clean-up on barreled apples for overseas shipment, the

boxed apples may have the call for the balance of the season.

Apples—			
11-qt. basket	0 30	0 50	
Do., B.C., McIntosh Reds, box	3 00	3 25	
Do., B.C. Jonathans, box	3 00	3 25	
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 25	3 25	
Do., Spys, box	2 50	3 25	
Do., Greenings, box	2 15	2 25	
Do., Baldwins, box	2 15	2 25	
Do., in Barrels.	No. 1	No. 2	No. 3
Greenings	7 00	6 50	.....
Baldwins	7 00	6 50	5 00
Spys	7 50	6 50	5 00
Bananas, per lb.	.....	0 05½	0 06
Grapes—			
Do., Malagas, bbl.	12 00	15 00	
Grapefruit—			
Florida, 46s	5 00	5 50	
Do., 54s, 64s	5 00	6 00	
Do., 70s, 80s, 96s	5 75	6 00	
Oranges—			
Florida, 126s	4 75	5 50	
Do., 150s	4 75	5 50	
Do., 176s, 200s, 216s	4 75	5 50	
California naves, 100s	.....	5 50	
Do., 126s	6 00	6 50	
Do., 150s	.....	6 50	
Do., 176s	6 75	7 00	
Do., 200s, 216s, 250s, 288s	7 00	7 50	
Florida Tangerines, all sizes,			
½ box	4 00	4 75	
Lemons, Cal., case	4 50	5 00	
Strawberries, Florida, box	.....	0 90	

Celery Scarce;

Onions Active

Toronto.

VEGETABLES.—Celery is reported very scarce and it is thought the last cars for the month will arrive this week. Florida celery is quoted at very high figures which may mean only a limited sale on this market. Onions seem to be a little more active and prices are well maintained. Potatoes are steady and quoted at unchanged figures. A fair demand for California cabbage is reported with supplies coming along very well.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	2 75	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 24s, case	.....	6 50
Celery—		
Do., California, case	.....	.....
Cucumbers, doz.	.....	4 00
Endives, dozen	.....	0 85
Lettuce, head, Louisiana, hamper	3 50	4 00
Do., Do., Florida, large hampers	6 00	6 50
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	.....	2 75
Mushrooms, 3-lb. boxes	.....	3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green Shallots, doz.	0 90	0 90
Parsley, jumbo bunches, doz.	.....	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	.....	1 00
Potatoes, sweet kiln dried, hamper	.....	3 25
Potatoes, Ontario, bag	.....	1 50
Do., N.B. Delawares, bag	.....	1 85
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	.....	0 75

New Developments

Lacking in Flour

Toronto.

FLOUR.—There have been no new developments to record in regard to wheat flour. Business is fair and prices remain at unchanged levels.

FLOUR

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

Mill Feeds

Hold Unchanged

Toronto.

MILL FEEDS.—Mill feeds record no change of sentiment during the week. Bran is still scarce, but feeds seem un-

usually quiet for this season of the year. The lower prices on coarse grains may be a factor in the farmer feeding these lines.

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

Rolled Oats Lower; Corn May Follow

Toronto.

CEREALS.—Lower prices have been named on rolled oats, the declines in the grain markets which have continued during the past few days bringing about this result. The lower trend of corn seems likely to bring about a revision in corn products, too, and lower levels at an early date would not be unexpected. Range of quotations follows:

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 00	5 50
Do., fancy yellow, 98s	4 50	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 35	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Oatmeal, 98s	4 90	5 25
Oat Flour	5 50	6 20
Potato Flour, lb.	.....	0 18
Rolled Oats, 90s	4 40	4 75
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07¼	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

CO-OPERATIVE DELIVERY ATTEMPTED IN PARIS, ONT.

A correspondent in Paris, Ont., writes: "The merchants of Paris are trying out the general delivery or co-operative delivery method. Owing to the fact that some won't come in—some are too remote from the centre of the town to make it advisable to come in—and others will only come in if the carter will buy their particular delivery outfit — there seems small probability of it being a big success. At present, the "deliverer" is clearing \$7 a week for himself, and living in hopes that more will co-operate; but it doesn't look at present as if the project were going to be a huge success. All agree that it can be done. Even the ones attempting to time their delivery according to the co-operative schedule, find it necessary at times to send out the clerks with rush orders for unreasonable customers."

BRITISH GOVERNMENT MODIFIES EXPORT RESTRICTIONS

Many Spices Can be Freely Exported—Canned Fish Also

The British export restrictions have been relaxed somewhat of recent date, and some articles that were forbidden export are permitted export within the confines of the British Empire.

Among these items might be mentioned: cloves, ginger, and white pepper. Fish: the following products may be exported except to countries bordering enemy countries: Bloaters, tinned or

paste, chenchards, herrings tinned, mackerel tinned or pickled, sprats, including tinned sprats. Black pepper from India and Ceylon may be exported to the British Empire only, other black peppers to any country not bordering on enemy countries.

SHERBROOKE, QUE., MERCHANT RETIRES

May & Houlihan, Sherbrooke, have dissolved partnership after many years' association in business. Mr. May is retiring and is leaving for California, which he will make his future home. Mr. May is well and favorably known in the City of Sherbrooke, having been in the same place of business for 21 years. The business will be continued by Mr. Houlihan.

AUSTRALIAN WHEAT CROP

The Australian Wheat Board advises it will sell a million tons of wheat at a minimum price of 57 pence (approximately \$1.18) per bushel, provided that Australia is permitted to compete in the world markets and is able to reserve the rest of the wheat supply on hand. This in view of the fact that another wheat harvest is now due.

WEST INDIAN TRADE

Merchants engaged in the West India business have been delighted by the announcement that the Government has released two of the steamers formerly engaged in this trade. One of them will go on the service immediately and the other before long, thus completing the fleet of four vessels necessary for a fortnightly service.

IF I WERE A MERCHANT

I would have a little sticker printed to paste on parcels which my customers carried home, in response to the Government's appeal for a reduction in delivery service. On the sticker I'd have some wording that would indicate the customer's willingness to help by carrying—say: "A package carried home—like this one—helps to meet the Government's request for patriotic assistance in freeing hands for essential work." My customers would understand then that I really appreciated their assistance, and the sticker would also label the packages in such a way as to increase the desire to carry them. There will be need to curtail service like this for many peace months to come.—D. W. Sammons in "System."

U.S. WAR BOARD PERMITS FLOUR EXPORT

Exportation of wheat flour to the West Indies, Mexico, and Central and South America will now be permitted under license, it was announced by the War Trade Board after consultation with the Food Administration. Licenses will be granted when approved by the Grain Corporation.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 14.—Rolled oats are down 15c this week. C. & S. Tuxedo coffees advanced 2c a pound. Roman meal has advanced 5c a case. Baker's cocoa and chocolate advance 1c. Cooked hams are ½c per pound higher. Crisco is offered in some quarters at \$10.80. Proctor and Gamble's soaps are generally being sold below list. This week a new shortening called Kream Krisp has been introduced on this market, selling at \$11.15 a case. New laid eggs \$19.50. A few storage are offering at \$17. Lard 3s have been cut to-day to \$18.30. B.C. Ashcroft beans \$10.50.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	12 00	
Beans, Calif. Lima, med.	0 15½	
Beans, B.C.	10 50	
Do., large	0 20	
Flour, 98s, per bbl.	10 50	
Rye flour, 49s, per bbl.	11 20	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 25	4 35
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	4 80	
Do., No. 2	4 10	
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	27 50	29 50
Cheese, No. 1, Ontario, large	0 60	
Butter, creamery, lb.	0 35	0 40
Do., dairy, lb.	18 30	
Lard, pure, 3s, per case	19 50	
Eggs, new-laid, case	17 00	
Eggs, No. 1 storage, case	0 34½	
Candied peel, lemon, lb.	0 36½	
Do., orange, lb.	0 39½	
Do., citron, lb.	3 75	4 25
Tomatoes, 2½s, stand. case, spot.	4 80	5 00
Corn, 2s, case	8 50	
Peas, 2s, standard case	2 85	
Apples, gal's., Ontario, case	8 10	8 50
Strawberries, 2s, Ontario, case	8 40	8 75
Raspberries, 2s, Ontario, case	6 40	
Cherries, 2s, red, pitted	0 18	
Apples, evaporated, 50s, lb.	0 26	0 29
25s, lb.	0 18	0 20
Apricots, evaporated, lb.	4 75	
Peaches, evaporated, lb.	9 00	10 25
Peaches, 2s, Ontario, case	16 50	16 75
Salmon, pink, tall, case	18 50	
Salmon, Sockeye, tall, case	33 00	
Do., halves	6 00	8 00
Potatoes, per ton	7 00	7 50
Oranges, navels	5 50	7 50
Oranges, Florida		
Lemons, case		
Grapefruit		

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 14.—The market this week has been noticeable for the lack of changes, practically no movement has been noted in any staple lines. Fruit shows changes, Florida oranges ranging

from \$7.50 to \$8, and grapefruit \$6.50 to \$7.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 65	
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	0 70	
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	58 00	64 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 40	
Raspberries, 2s, Ont., case	8 30	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 90	
Peas, standard case	3 30	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Opt., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 10	2 25
Lemons, Cal., case	6 50	7 00
Oranges, Cal., case	6 00	8 50
Oranges, Florida	7 50	8 00
Grapefruit, case	6 50	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

FEATURING FISH IN WINDOW DISPLAYS

Many merchants neglect the obvious advantages to be gained from the display of fish. This neglect may be partially due to an uncertainty as to how such windows should be dressed. Here are a few suggestions that might be of service:

Relative to display, would suggest two large-sized market Cod, head to head, lengthwise of the window. Surround them with Smelts, about one inch apart. Place on each side one good-sized, boiled Lobster, spread out with tail open. Have Flounders circling half way around the Lobsters, one laid with black side up, next laid white side up. Four Haddock may then be used at each of the corners, tail out, head in. At each side of the window, a tray of good, fresh, nice colored Spawn or Boiled Shrimp. Parsley or some such green placed at advantageous places through the display lends color to the scene.

Another attractive display is made by using a fair-sized Halibut, with the head on preferred; take a barrel hoop, cut it in two, the fish will lay in hoop in the same shape as if it were just caught.

Would suggest that a Halibut be put in the centre of the window, arranged as stated, on the barrel hoop. A Salmon is

even better than a Halibut to place in the centre of the window, arranged in this way.

Small pieces of hoops may also be used with Mackerel. Next, take Flounders, arranged on staves, and spread them around the outside of the Mackerel. It will be found that Flounders will lay on these staves to very good advantage and they will keep some time.

It must be remembered that fish arranged in this manner must not be left for display too long because they are not in contact with ice.

Whiting, either fresh or frozen, may be used at different places amongst the other fish, but, instead of being laid on hoops as the others are, they should be laid flat and well into the ice, as these are a soft-meated fish and must be kept cold at all times.

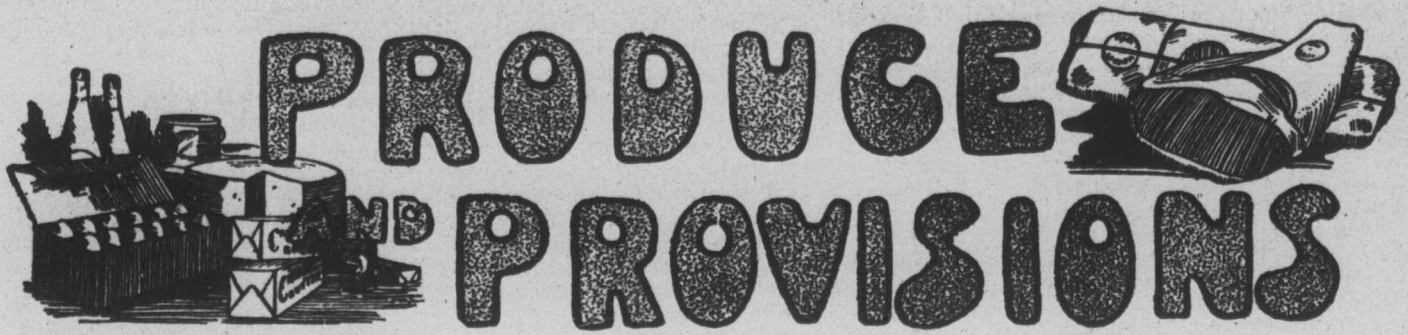
In all displays use a large amount of fish on which you are in a position to make a special run.

CANADIAN TEA STOCKS TO GO TO SOUTH AMERICA

A Toronto grocery broker in commenting on the tea situation pointed out the significance of the following news. It appears that several cargo steamers were instructed to clear from Canadian Atlantic ports for South America, where they were to load grain for delivery to Great Britain. The opportunity afforded was seen and seized by wide awake tea operators here, and the cargo space was used to ship to the South American market large lots of teas from spot stocks which had accumulated here owing to Great Britain's restrictions on her imports. The assembling of these shipments, and the buying involved made an interesting flurry in the Canadian market. Altogether he considered this movement in teas had been very satisfactory all around, and had tended to give a more healthy tone to the tea market.

A FEW CANDLES

When the armistice was signed the American Expeditionary Forces of the Army had on hand 7,600,000 pounds of candles or 46,000,000 individual candles. Each candle burned ten hours and was used to furnish light in trenches and dugouts. There is also an extensive use for them in billet camps and the supply probably will be no greater than the amount necessary to meet the requirements of the army for the immediate future. The quantity is sufficient to burn one candle continuously and without interruption for 5,250 years.



PRODUCE AND PROVISIONS

Are Exports Pork to be Shut Off

Reports Indicate Allied Buying Commission May Not Undertake Any New Contracts
—Trade in Unsettled State as Result—Situation Which Might Result Has
Serious Side—Are Interests of Canada Being Considered?

WORD reached the trade late last week that the Allied Purchasing Commission, who have been acting for the British Government, would not undertake any new contracts when present ones expired, which will be very shortly. Some sources indicated that existing contracts would be cancelled, but it seems that these will be executed as they have such a little time to run.

However, in which ever form action may be taken, there is no question of doubt that the packing industry faces a serious situation. Many plants have been enlarged, and practically all have undertaken to supply a large tonnage to meet the requirements of Great Britain. To have this market shut right off without any warning or time to effect a readjustment, will entail serious loss, and opinions are strongly held that such drastic action is not contemplated.

Situation Has Serious Side

One need only look at the figures pertaining to the export of pork and pork products to understand what a factor in the country's business this has been. Statistics show that the Canadian packing houses have been exporting an average of about 30,000,000 pounds per month during the past two or three years. That the sudden stopping of this business will unsettle the markets and place a shroud of uncertainty over operations for some little time is undoubtedly true.

Under present conditions the packing houses are not particularly keen on buying hogs so it is scarcely to be wondered at that prices tumbled around \$2 per cwt. early this week, with buying interest lacking even then. There is not generally supposed to be a heavy accumulation of supplies, but it is indicated that it would only take a week or so at the rates of production which have been maintained, to shake up the plants badly.

Central Europe Not Factor for Canadian Packers

What Central Europe may require in the way of foodstuffs is still an unknown factor. That they need food seems ob-

vious, but until Governments are established which are recognized by the Allied countries as strong enough to carry the responsibility of these countries there will be a tendency to withhold any more than just enough food to supply pressing needs. It is indicated, too, that the requirements of the Central Empires generally are different from those of Great Britain, the latter being a keen buyer of Wiltshire bacon, which Canada can supply, but Middle Europe turns to fat backs which are from a heavier hog than generally marketed here. Their wants would largely be met in the United States markets.

At the present time the packers are considerably in the dark. There is apparently no definite advice that export business will be discontinued for the next few months, and it may so happen that present flurry is not justified. The step has been taken, it is said, owing to the fact that Great Britain has sufficient supplies for the next four or five months. Is it possible that the proposed embargo on all exports from Canada to Great Britain and France has been applied directly to the packing industry instead of the whole fabric of export

machinery? Should the export trade by sea be stopped the packing industry would undoubtedly suffer, as all Canada would suffer, but in this event why single out one line of business, though it may be a big one?

Are Interests of Canada Being Considered?

There is no question of doubt but that if the entire export trade of Canada overseas is stopped, Canada will be placed in a very difficult position. Some of the daily papers are more concerned with a possible decline of 2c per pound in bacon than they are with the good of the country as a whole. The Canadian Railway Board has issued a statement in which it is said that the embargo on exports to British and French ports has been put on as they have more traffic than they can handle. If this condition really exists and Canada must stop shipping for an indefinite period, the burden of the war debt must press much more heavily on everyone, and bacon at even 10c per pound less will not ease matters in such an event to any appreciable extent.

It seems that too much stress is placed on the matter of lower prices to-day. Canada has been prosperous during four years of war—far more so than at any other time in her history. Conditions have been good. Merchandise and food products have been high undoubtedly, but people have been well employed and able to buy. Most certainly no one wants depression and unemployment even if these factors do result in lower prices. Better a hive of activity with good wages and high prices for commodities than a "wait and see" attitude which will spell depression. By increasing one's activities, by reaching out to develop business which has lain dormant under the stress of war efforts better results will be attained and the country will come through the period of readjustment with colors flying and everybody happy.

Hard to Determine Market

As far as the market on hogs is concerned it is difficult to say just what this



is to-day. Prices on Monday sagged as low as \$16, but quotations on Tuesday were around \$17, a decline from the previous week's figures of \$1.75 to \$2. If this basis is maintained the effect on bacon and lard will not be very great, and it does not seem likely that any immediate drop of big proportions will be registered. The packers are still working on high priced hogs, and the re-adjustment of prices will come gradually and on the present price of live hogs only to a limited extent.

The Future Uncertain

What the future may hold is still prob-

lematical. It is hoped that the present unsettled state of the market may be unjustified, or at least that some modification of the attitude of the buying commission will result so that readjustment may be effected without such disturbing effects. There is no set price for the week such as usually is determined on. It is indicated that buyers will simply bid on each offering as it is made, and this condition may be expected until the atmosphere is clarified. Some definite advice is expected towards the end of the week as to what interpretation to place on reports now at hand.

it when it amounted to perhaps two cars a day, now, however, it often reaches four to six cars, which it may be felt is more than can be handled on passenger trains. If this is the case it is possible that the express companies have adopted the policy of shutting off the business altogether rather than be faced by the possibility of having to run a special train to handle the business.

Could Not Be Handled Satisfactorily by Freight

It is practically admitted that the business could not be handled satisfactorily by freight, unless a very special service were given. There used to be a special silk train that made a monthly trip across the continent, and that was timed to practically the same schedule as the passenger trains. On a few occasions fish were shipped on this train till the railway company protested against the practice. In any event only such a service would meet the need, and such a service would entail for the railway companies the same difficulties that face the express companies.

Of course, this increase will not be permitted without a very keen fight, and the probability is, of course, that this excessive increase will not be permitted. It is more than likely that some compromise will be arrived at. In any event, however, any increase will mean an increased cost and higher prices for the consumer, at a time when every effort is being made to stimulate the use of fish as a food.

Proposed Express Rate Increase Would Kill B.C. Fish Business

Market For B.C. Fish Largely Found in the East, and Additional Cost of 6 Cents a Pound Would be Almost Prohibitive—
No Nearer Markets Capable of Assimilating This Trade

THE proposed increase in express rates on shipments of fish from British Columbia would result disastrously not only to the producers on the Pacific Coast, but to the handlers throughout Canada.

There are certain fish that are practically the product of the Pacific Coast fisheries. Among these might be noted halibut and flat fish generally, and large supplies of salmon. The bulk of these fish used on the Canadian market come from this source. The proposed change is from \$3 a hundred to \$9 a hundred. This additional six cents a pound on these fish, which are comparatively high priced varieties, would render their sale practically impossible. It would mean a retail price for halibut, for instance, of somewhere around 40 cents a pound.

B.C. Business 30 Per Cent. of Trade

As this item of business averages about 30 per cent. of the wholesale fish dealers' trade, its loss would be a very serious item indeed. As these cars coming from Prince Rupert or other British Columbia points average a revenue to the express companies of approximately \$900 a car, there seems to be no real justification for the increase. Moreover, it is not so long ago that the companies were bidding against one another keenly for this business.

Would Be Serious Blow to B.C. Industry

As far as the Province of British Columbia is concerned it would be something nearly approaching a death blow. The market for these products is essentially an eastern market. Barring shipments to Chicago and other middle points, the bulk of the business is found in Toronto, Montreal, Boston and New York. It would be quite impossible to develop nearer markets that would make up for the declines in the buyings of these markets. There are not the purchasers in the immediate vicinity of the province to take care of the production, and the Eastern markets faced with this

enormously increased rate would certainly be largely eliminated as prospective buyers.

Express Companies May Not be Anxious For This Business

The only reason that can be seen for the drastic nature of the proposed change is on the supposition that the express companies are no longer anxious for this business. They were eager for

Storage Stocks Show Improvement Over Previous Year

Meats, Fish and Poultry Show Substantial Improvement—
Eggs and Cheese Are Considerably Lighter

ACCORDING to the report of the Cost of Living Branch made to Hon. G. D. Robertson, Minister of Labor, concerning stocks in storage on January 1, there were: 11,355,271 pounds of creamery butter and 1,344,712 pounds of dairy butter on hand January 1, an improvement of 7 per cent. over last year's holdings at the same date, though it is about four and three-quarter million pounds less than a month ago.

Oleomargarine stocks are 761,182 pounds. This is a slight decline from last month. No figures are available for a year ago.

Cheese stocks have declined from last month, and are now 4,430,303 pounds, a decrease of 67 per cent. as compared with a year ago.

We have 2,075,716 dozen eggs in cold storage, which is less than half those on hand December 1; 395,113 dozen on hand other than in cold storage, which is about one-half of the stocks of a month ago, and 1,935,295 pounds of frozen eggs, compared with over two and a half million pounds a month ago. Comparative data show that we have now 3.05 per

cent. fewer eggs on hand than a year ago.

The stocks of pork amount to 38,291,329 pounds, including 15,008,897 pounds still in process of cure, 12,762,447 pounds sweet pickled, 3,343,355 pounds dry salted, 2,479,570 pounds fresh unfrozen, and 4,697,060 pounds frozen pork. Comparative data indicate this to be 3.8 per cent. more than a year ago.

The stocks of beef amount to 57,166,998 pounds, including 51,109,590 pounds of frozen beef, 4,607,227 unfrozen fresh beef, 549,518 pounds cured, and 900,663 pounds of beef in process of cure. This is 20.52 per cent. greater than a year ago.

The stocks of mutton and lamb include 8,783,967 pounds frozen, and 179,936 pounds not frozen, about 78 per cent. more than a year ago.

The stocks of chickens are 3,172,869 pounds, and other poultry 2,665,981 pounds, about 115 per cent. more than a year ago.

The stocks of fish are 22,460,883 pounds, a drop of about half a million pounds from last month, but about 39 per cent. more than a year ago.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 14.—Of prime importance in the markets this week is the suggestion of a cutting down in orders by the British Government for Canadian bacon. This has had an immediate effect upon the hog markets, and it will naturally reflect in the basis for other pork products. Already lard is easier, and it is probable that there may be a much lower basis for hogs within a very short time. Shortening is lower.

Storage poultry is already selling and this line is steady and reasonably active, with supplies ample.

Eggs are likely to be lower under larger production. In fish markets cod and smelts are scarcer, and a stimulus is expected for lines of frozen fish, with better weather conditions.

Hog Market Uncertain Contracts Cancelled

Montreal.
PROVISIONS.—A decidedly uncertain and unsettled situation obtains regarding hogs, both live and dressed. Rumors are afloat to the effect that, owing to the accumulation of supplies in Great Britain of bacon, there is likely to be a cancellation of at least a portion of the contracts that have been held in this country by various packers. If the rumors are true and if this condition develops, there will be a sharp break in the market, without question.

This week, live hogs sold at \$19. This is but 25c per cwt. under the base of last week. A lower price would have obtained under the unsettling news just referred to, but nearly all the supply was under contract. It will not be surprising if quotations decline materially very soon.

For dressed hogs \$25.50 to \$26.50 was quoted in this market and the tendencies are much easier, with declines probable. Bacon is active, though hams and backs, and also mess pork, are quiet.

Hogs, Dressed—		
Abattoir killed, small	25 50	26 50
Do., heavy, 225-275 lbs.	24 50	25 00
Hogs (country dressed)	23 00	23 50
Hogs, live		19 00
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$56 00
Clear fat backs (bbl.)		68 00
Short cut clear pork (bbl.)		56 00
Heavy mess pork (bbl.)		63 00
Bean pork (bbl.)		52 00

Under Light Selling Lard Down ½c-1c

Montreal.
LARD.—The condition of the market is quiet, with the result that all sellers are eager for business and many are willing to make concessions. Prices have lessened from one-half to one per cent. per lb. and the undertone is very easy. Supplies have accumulated and it is possible that lower prices still may be named. The news regarding cancellation of British contracts for bacon have been particularly disconcerting to the trade.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 29½	0 30
Tubs, 50 lbs.	0 29¾	0 30
Pails, 20 lbs., per lb.	0 30	0 30½
Bricks, 1 lb., per lb.	0 31	0 31½

Lower Prices Still For Shortening

Montreal.
SHORTENING.—In common with lard, shortening is easier in tone and some are selling at 25¼c per lb. in tierces. As with lard, the produce men are anxious to sell and the packers are scouring for orders energetically. The undertone is easy.

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

Margarine Steady Demand is Better

Montreal.
MARGARINE.—Whether the colder temperatures have served to improve demand or otherwise, it is noticed that the demand is considerably better for margarine. The better grades are in demand and now that the grocer can maintain his stock with the assistance of real cold weather, he is inclined to stock more freely. The price basis is steady.

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

Butter Sales Fair Little New Dairy

Montreal.
BUTTER.—A firm position still surrounds the butter market and demand is maintained on a fair basis. The make of new-made dairy is reported to be very light and storage stocks are taking the brunt of demand. Considerable New Zealand butter has arrived here, it is stated, and this will doubtless find sale without difficulty.

Butter—		
Creamery prints (storage)	0 52	0 53
Creamery solids (storage)	0 51	0 52
Dairy prints, choice	0 44	0 45
Dairy, in tubs, choice	0 42	0 43

Heavy Cheese Export Depletes Supplies

Montreal.
CHEESE.—So heavy has the export of cheese been from this port and also by rail to the seaboard since the close of navigation, that stocks in store are now at a low point. Export continues and while the local trade has enough for its requirements, there is little surplus above the reasonable trade needs. Prices are very firm and the market is steady for all grades.

Cheese—		
Large, per lb.		\$0 28
Twins, per lb.		0 28¼
Triplets, per lb.	0 27½	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.	0 29	0 30

50% Egg Production Will Lower Market

Montreal.
EGGS.—One poultry man stated this week that he was already securing a fifty per cent. production from his hens. This means that some Quebec producers are already securing a larger return from his pullets and laying hens and it is expected that, even though the weather continues to be cold, the larger production will serve to make an easier market for new-laid. Chicago prices are lower and promise to be lower still. Of course, duty and express considered, the price there would not permit these to be landed in this market for less than about 71 or 72c to the jobber, so that until the quotations there are less the market here will not greatly decline. Storage stock has been greatly depleted of late.

New-laid	0 75	0 80
Selects	0 54	0 57
No. 1	0 50	0 53

Poultry Popular Storage Stocks Move

Montreal.
POULTRY.—There is a reported dearth of live poultry shipments into this market. It would appear that the produce men are opposed to encouraging shipment at this season of the year of these live birds, for the weather is too severe. Dressed poultry has been in greater evidence, therefore, and the price basis holds steady.

Already, storage stock is beginning to move and the popularity of poultry all around appears to be unaffected in any way by the high prices obtaining. The market is steady.

Table listing poultry prices: Chickens, roast (3-5 lbs.), Chickens, roast (milk fed), Broilers (3-4 lb. pr.), Ducks (Brome Lake, Young Domestic), Turkeys (old toms), Turkeys (young), Geese, Old fowls.

Frozen Fish Sells Cod and Smelts Scarce

Montreal. FISH—Steadiness of weather conditions and lowering temperatures have been factors of much importance in steadying and increasing the sale of frozen fish. A big business is looked for and, as is usual when the demand for frozen fish improves, salt and pickled will be less prominent in dealers' turnover.

Tom cods are scarce and this applies also to smelts. In the matter of cods, the catch has been particularly light this season. If the fishermen are unable to make up the catch on the return of the fish from their spawning grounds, there will have been a very much smaller catch this year than normal.

Table listing fish prices: FRESH FISH (Haddock, Steak Cod, Market Cod, Flounders, Prawns, Live lobsters), FROZEN FISH (Halibut, large and chicken, Halibut, medium, Haddock, Mackerel, Dore, Salmon Cohoes, Hd. and Dd.).

Table listing fish prices: Salmon Cohoes, round, Salmon, Qullia, Hd. and Dd., Gaspe Salmon, per lb., Whitefish, Whitefish, small, Pike, Headless and Dressed, Market Cod, Sea Herrings, Steak Cod, Smelts, No. 1, per lb., Smelts, No. 2, per lb., Lake Trout, Tom Cods, per bbl., Lake Herrings, bag, 100 lbs., Alewives.

Table listing smoked fish prices: Haddies, 15 and 30 lb. boxes, Fillets, 15-lb. boxes, Bloaters, Yarmouth Mild, Kipperred Herrings, large, a box, Kipperred Herrings, Medium Smoked Herrings, each.

Table listing salted fish prices: Codfish—Codfish, large brl., 200 lbs., Codfish, No. 1, medium, brl., 200 lbs., Codfish, No. 2, 200 lb. barrel, Pollock, No. 1, 200 lb. barrel, Codfish, strip boneless (30-lb. boxes) lb., Codfish (boneless) (24 1-lb. cartons), Codfish (Ivory) (2-lb. blocks, 20-lb. bx), Codfish (boneless) (2-lb. size), Codfish, Shredded (12 lbs. 24 pkgs.).

Table listing pickled fish prices: Herrings (Scotia) barrel, Herrings (Scotia) 1/2 barrel, Salmon, Labrador (300-lb. tierces), Salmon, Labrador (200 lbs.), Sea Trout, Red (200 lb. barrels), Turbot (200 lb. barrels), Salmon, B.C. (200 lb. barrels), Codfish tongues and sounds (lb.), Ecis, lb.

Table listing oyster prices: Oysters—Cape Cod, per barrel, Batouche, per barrel, Scallops, gallon, Can No. 1 (Solids), Can No. 3 (Solids), Can No. 5 (Solids), Can No. 1 (Selects), Can No. 3 (Selects).

Table listing sundries prices: Crushed Oysters Shell, 100-lbs., Paper Oyster Pails, 1/4-lb. per 100, Paper Oyster Pails, 1/4 per 100.

Table listing meat prices: Live, off cars, per cwt., Live, fed and watered, per cwt., Live, f.o.b., per cwt., Fresh Pork—Leg of pork, Loins of Pork, Tenderloins, Spare Ribs, Pickled Pork, sides, Pickled Pork, shoulders, Fresh Beef—Hind quarters, Front quarters, Loins, whole, Ribs, Chucks, Hips, Calves, good, Lambs, whole, Sheep, whole, Veal.

Cured Meats Show Little Change

Toronto. PROVISIONS.—The break in hog prices has not yet exerted a marked influence on cured or cooked meats, though if lower basis on hogs is maintained, bacon, ham and kindred lines may be expected to sag to some extent. The demand is considered seasonably good and requirements of the trade are being taken care of promptly.

Table listing cured meats prices: CURED MEATS—Hams—Medium, Large, per lb., Bacon—Medium, Large, per lb., Dry Salt Meats—Long, clear bacon, av. 50-70, lb., Do., aver. 70-100, lb., Fat backs, per lb., Barrel Pork—Mess pork, 200 lbs., Short cut backs, bbl., 100 lbs., Pickled rolls, bbl., 200 lbs.

Table listing cooked meats prices: COOKED MEATS—Head Cheese, 6s. lb., Meat Loaf with Macaroni and Cheese, lb., Choice Jellied Ox Tongue, lb., Ham and Tongue, lb., Veal and Tongue, lb., Hams, roast, without dressing, Hams, roast, without dressing, per lb., Shoulders, roast, without dressing, per lb.

Lard Down 1/2c; Supplies Good

Toronto. LARD.—Prices on lard have declined 1/2c per pound. This week the range of quotations being 28c to 28 3/4c per pound, tierce basis. The demand has been somewhat quiet the last two or three weeks, and an accumulation of supplies has been main factor in bringing about lower prices.

Lard, tierces, 400 lbs., lb. \$0 28 \$0 28 3/4 In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Holds at Unchanged Figures

Toronto. SHORTENING.—The market rules with a firm undertone and no new developments are recorded. Price on cottonseed oil remains at fixed figure and seems likely to be maintained, which will exert a steady influence on the mar-

ONTARIO MARKETS

TORONTO, Jan. 15.—A decidedly unsettled market is that prevailing on live hogs and pork products generally. The fact that bacon contracts may not be renewed, which will mean a cutting off of export shipping, is the disturbing element which may prove very serious to the packing industry. Outside of hogs, however, the effect on the market is not yet very noticeable. Lard is slightly easier this week, prices being down in an effort to move out accumulation of supplies. New laid eggs are more plentiful and cheaper, while storage are up and getting pretty scarce.

Live Hogs Down; Butcher Cattle Scarce

Toronto. FRESH MEATS.—It may be said that the bottom fell out of the market on hogs on Monday, although a better feeling seemed to exist Tuesday and whereas lower prices prevail on offerings being made there seems to be a steadying tendency at work. The reason for the decline is the expiration of bacon contracts with a possibility that they will not be renewed. Should this actually develop it will be a very serious thing for the packing industry in Canada, but it is hoped the present outlook may be clarified and that export business will con-

tinue. Quotations are subject to daily fluctuations now, buyers not committing themselves for the week as is usually the case. The run has been heavy and should this continue lower prices may rule until some definite advice is forthcoming. At present the future can be termed somewhat uncertain.

It is indicated that choice butcher cattle are none too plentiful since the holidays, best grades being quoted at around 22c and others as low as 18c. Lambs are in demand and choice sheep and veal is also active. Fresh cuts show comparatively little change this week, the range being given as follows:

Table listing fresh meats prices: FRESH MEATS—Hogs—Dressed, 70-100 lbs., per cwt. \$25 00

ket here. The demand is very fair and supplies are good.

Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 26
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-½c higher than tierces, and 1-lb. prints, 1¼-1½c higher than tierces.

Margarine in Light Demand

MARGARINE. — No new developments are reported in regard to this product. The demand continues to be very light and stocks are sufficiently heavy to take care of all requirements. The range of prices is unchanged.

Margarine—

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

Butter Demand Shows Improvement

Toronto.
BUTTER.—Indications are that the demand has improved somewhat for butter. This is shown both in the fresh-made creamery and in storage as well. There has been no quotable change as far as prices are concerned, the list below still prevailing for requirements of the trade.

Butter—

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

More New Laid Eggs; Lower Prices

Toronto.
EGGS. — The comparatively mild weather which has been prevailing during the past couple of weeks has resulted in an improvement in the volume of new laid eggs coming to hand. Dealers report that shipments coming in represent a very good total, and prices to the trade have declined slightly from high levels reached two or three weeks ago. It might be said that dealers are very glad to note that the new laid stock is coming along so well, as storage eggs are being pretty well cleaned up, and it is quite within the realm of possibility that a shortage may exist. Storage No. 1 eggs are quoted at 56 to 57 cents per dozen, which is an advance over last week's figures.

Eggs—

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

Cheese Holds Firm; Colored Scarce

Toronto.
CHEESE.—There seems to be a sufficient quantity of white cheese around but the supply of colored is short. Prices are holding at very firm figures and the prospect seems to be that this condition will prevail for some little time.

Cheese—

New, large	0 28½	0 29
Stilton (new)	....	0 32
Twins, ¼c lb. higher than large cheese. Trip-		
lets ¼c lb. higher than large cheese.		

Fowl Reach Higher Levels

Toronto.
POULTRY.—Higher prices have been named again in some quarters on fowl amounting to 2 and 3 cents per pound. Supplies coming to hand just now are considered comparatively light, and whereas the demand is very fair, it has eased off somewhat since the holiday trading. The range of prices which are now being paid, and which are being quoted to the trade are given as follows:

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 28-30 32	\$ 20-0 25
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 28-0 30	0 35-0 36
Do., young, lb.	0 32-0 35	0 38-0 40
Roosters, lb.	....	0 20-0 25
Fowl, 4 to 5 lbs., lb.	0 28-0 25	0 25-0 28
Fowl, over 5 lbs., lb.	0 26-0 30	0 28-0 30
Fowl, under 4 lbs., lb.	0 17-0 20	0 20-0 23
Chickens, under 5 lbs., lb.	....	0 23-0 28
Chickens, over 5 lbs., lb.	....	0 25-0 30
Chickens, over 5 lbs., milk fed, lb.	....	0 32

Prices quoted to retail trade:

	Live	Dressed
Hens, light	\$0 30	\$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

New Rates Affect Pacific Coast Fish

Toronto.
FISH.—A proposed increase in the express rates on fish from British Columbia from three dollars to nine dollars per cwt. is looked on as rather a serious factor in the trade here. This is an enormous increase and will add very materially to the cost of halibut, salmon and flat fish which comes mainly from the Pacific, and may mean that the trade here will not be able to market these in competition with other lines from the Atlantic Coast. Just what is going to happen in this respect is not quite clear, as the British Columbia interests are fighting this proposed increase.

An advance in the price of fresh steak cod has been recorded this week, prices to the trade being 13 and 14 cents per pound. Fresh haddock are also on the market, and are selling at 10 to 11 cents per pound. The balance of the list shows very little change, although Cohoe salmon is up 1 cent per pound to 21 and 22 cents in some quarters. A higher figure is also ruling on lake trout at 17 to 18 cents per pound.

The difficulty which was experienced in securing the delivery of shipments of oysters has been overcome very largely, and supplies now at hand are ample to take care of the requirements of the trade.

FRESH SEA FISH

Cod Steak, lb.	\$0 13	\$0 14
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 10	0 11

SMOKED FISH

Haddock, lb.	0 10
Bloaters, 40 Count, box	2 00
Cod, smoked, lb.	0 12
Ciscoes, lb.	0 16
Haddies, chicken	0 12
Do., filets, lb.	0 18
Do., Finnan, lb.	0 15

Herring, Kippered, box	1 65	2 75
Shrimps, can	....	1 75

FRESH FROZEN SEA FISH

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

FROZEN LAKE FISH

Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 10
Pickeral, lb.	0 14½	0 16
Pike, round, lb.	0 09	0 11
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 11	0 12
Whitefish, lb.	0 15	0 16

DRY AND PICKLED FISH

Cod, Acadia Strip, box	6 50	7 00
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	....	5 25
Do., Halifax Shredded, box	....	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg.	7 00	7 25
Do., Do., No. 4 size	....	5 60
Do., Do., No. 2 size	....	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 15	4 50
Quail on Toast, 24 1-lb. tab'ts, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 60	1 75
Do., Do., No. 3 size, tin	....	4 20
Skinless Fish, 100s, lb.	0 15	0 19
Sea Trout, keg	....	12 00
Whitefish, No. 1, keg	14 50	15 00
OYSTERS, No. 3 size package	....	9 50
Do., No. 5 size package	....	15 50
Do., per gallon	....	3 30
Shell Oysters, 800 count, bbl.	....	14 50
Do., Do., 1,000 count	....	13 00

U.S. WILL PERMIT EXPORT OF WHEAT TO CUBA

The United States War Trade Board announce, after consultation with the United States Food Administration, that on and after February 1, 1919, applications will be considered for licenses to export wheat flour to Cuba.

Hitherto the regulations of the Board have required that shipments of wheat flour to Cuba should be made by the United States Food Administration Grain Corporation to the Director of Subsistence, Cuba. After February 1, 1919, this procedure will no longer be necessary. Applications for export licenses permitting individual shipments will then be considered, when approved by the Grain Corporation; and to avoid any possibility of delay, arrangements have been made by which this approval will be obtained by the War Trade Board in Washington.

MERCHANTS OBTAIN MUNICIPAL HONORS

The following grocers and general merchants have been honored by elevation to the Mayor's chair in the recent civic elections in Ontario:

J. T. Conway, Perth; W. W. Logan, general merchant, Park Hill; J. G. Myers, general merchant, Bracebridge; John M. Patterson, Paris; W. H. Ireland, Trenton; J. Richardson, Tilbury; Wm. Irwin, Warton; A. M. McPhail, Uxbridge.



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EARLY

Write for illustrated catalogue showing complete line of Refrigerator equipment.

The W. A. Freeman Co., Limited
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Toronto 114 York St. Branches at Montreal Winnipeg 209 McDermitt Ave.

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

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LIMITED
Hamilton, Canada

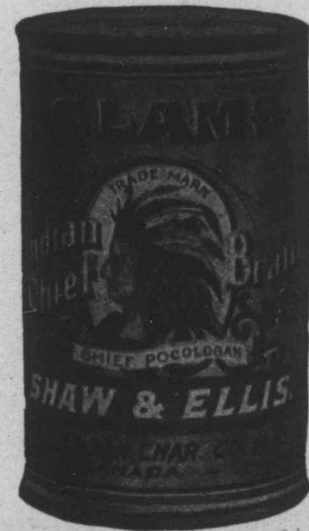
A Leader For Your Fish Department

"Indian Chief" Brand Clams

A sea food of exceptionally nourishing and pleasing quality—a sweet, pure, wholesome food, you cannot offer your customers a better article in this line of sea foods.

These clams are ready cooked. When heated to a simmer they are ready to serve.

This is a line which the customer will appreciate; and this is a line which will bring you good profits. Put "Indian Chief" Brand Clams on your next order.



**Supremely
Popular**

Shaw and Ellis, Pocologan Charlotte Co. **N. B.**



SCHNEIDER'S COTTAGE ROLLS

TO REPLACE THAT HIGH-PRICED BACON

Boneless Rolled Skinned
Mild Cure Really Smoked
Easy to Cut No Waste

Try a Few and See. Good Profit for You.

J. M. Schneider & Sons, Ltd.

KITCHENER - ONTARIO

Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.



Have No Hesitation

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'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax · N.S.

Suit Case Egg Crates

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

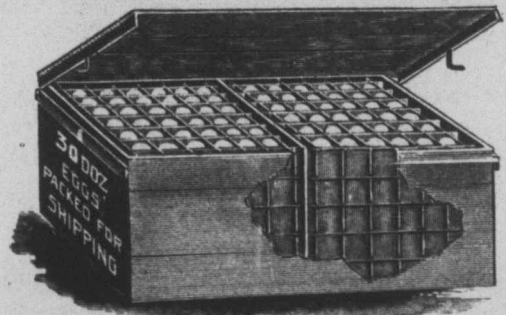
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A. B. SCOTT, LIMITED

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THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

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The Woman who has very decided ideas

as to what real quality Sea Foods should be will find in

Brunswick Brand Sea Foods

the realization of her ideals. Every grocer can extend his trade by featuring and recommending Brunswick Brand.

The fish demand is worth while in every community, and a stock of Brunswick Brand will turn a goodly share of it to your store.



Connors Bros., Ltd. Black's Harbor, N. B.

License No. 1-603.

HEINZ TOMATO KETCHUP

If you use Heinz Tomato Ketchup yourself, you know why it is in such great demand.

When used as a relish for meat it renders the least expensive cuts most palatable.

For this reason Heinz Tomato Ketchup, though unexcelled in quality, is a truly economical food.

ONE OF THE **57** VARIETIES

All Heinz goods sold in Canada are packed in Canada



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For the customer who wants value for her money. For the housewife or cook who wants a real good egg-substitute. For the grocer who values quick sales, repeat orders, together with good profits. Send for trial supply. Agents: Loggie Sons & Co., Toronto—Angvine & McLaughlin, St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

RELEG CO. Regd. Quebec, Canada

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Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

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WALKERVILLE, ONT.

Ask us for

Wrapping Papers Twines

Grocers Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

Walter Woods & Co.

Hamilton and Winnipeg



Furnivall's

Captures Sales

The wholesome quality of this jam makes it sure winner every time.

It is put up in nice glass jars and you are thus able to make an attractive display in window or on counter. The profits from handling this line will please you.

FURNIVALL-NEW, Limited
Hamilton, Canada

Canada Food Board License
No. 14-167

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A Baking Soda

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Cow Brand Baking Soda

has always given satisfaction and will do so now and in the future. It is a Baking Soda of a sales-compelling nature.

Cheapest because Best!

Church & Dwight, Limited
MONTREAL

The Financial Post on Business Government

LET us demand that the standard of efficiency in the Government be raised to the highest possible point by the calling in of more of the business executives of the country to take the place of the arm-chair politicians who win to position by the ability to win votes rather than to serve the interests of voters. Let these men assist in the negotiations for reconstruction business from Europe, the financing of such orders on a business basis, the establishment of proper trade relations with foreign markets, the readjustment of taxation and the tariff to a more intelligent basis in relation to individual industries, the efficient demobilization of the soldier and other problems of policy, but let every individual meet for himself those other problems which concern those whose welfare depends upon him and solve them to the best of his ability. Reconstruction begins at home. Let us have confidence in ourselves."

Beside the vigorous leading article from which the above is quoted,

The Post Review and Outlook Number This Week Contains:

The following special articles prepared by members of the staff of THE FINANCIAL POST and of associate publications in the MacLean group of Specialized Business Newspapers.

- Peace Brightens Prospects for Loan Companies.
- Hydro Reviewed for Maine People.
- Canadian Car Earned Enough to Wipe Out Arrears.
- Want Increase Considered on Per Cent. Basis.
- Imperial Oil's Plan Based on Dollars and Cents.
- Smaller Net Profits by Consolidated Smelters.
- Decline in Net Earnings of C. P. R.
- Bank Clearings Again Ahead of Last Year.
- Meeting Client on His Individual Business Ground.
- Bankers Looking to the Far East.
- Should Banks Buy Victory Bonds?
- Using the Trade Acceptance in Retail Business.
- Edmonton Bond Dealer Sentenced.
- Bond Market Has Been Quiet But Very Strong.
- Liquidation of Life Company May Be Probed.
- N. F. U. Organizes Loss Information Service Bureau.

(SPECIAL SECTION)

- The Government is Organizing a Comprehensive Machine for the Repatriation of Canada's Army.
- Let Us Have Confidence in Ourselves—Editorial.
- Banks Are Blazing the Trail for Development of Export Trade in Markets of the World.
- Opportunity for United States to Play Part of "Big Sister" to Canada in a Financial Way.

- Not So Much a Problem of Who Will Emigrate, But Who Will Prove Desirable to Canada.
- The Business of Bringing the Boys Back Home.
- Canada's Borrowings During 1918 Reach a Total that Establishes a New Record.
- Bond Market Has Experienced Peculiar Year
- Beating Swords of War Into Plow Shares of Peace.
- British Can Build Cheaper Vessels Than Canadians.
- War and the "Flu" Cause Abnormal Death Claims.
- Canada's Banks and Question of Larger Capital.
- Now the Stock Exchanges are Taking the Rough Jolts Out of Financial Reconstruction.
- Canada Made a Remarkable Record in the Production of Shells and Other Munitions.
- The Menace of the Bolshevik! Insidious Influences Threaten Relations.
- Price of Wheat and Production of Livestock.
- Comparative Price Records of Canadian Securities for Past Eight Years.
- Activity in Renting Workingmen's Houses and in Dealings in Farm Lands Distinguishes Realty Market.
- Steel Is King When Nation Goes to War.
- Canada's Exports and Their Part in Beating the Hun.
- January Dividend Payments.
- Canada's Part in Beating the Submarine Peril

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

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

Send me THE FINANCIAL POST every week, beginning with the Review and Outlook Number, 1919, till further ordered. I will pay subscription price, \$3.00 per year, on receipt of bill, or you may draw on me for this.

Name.....

Address.....

ORANGES

Golden Orange Brand Navels

Since our last advertisement was written, California has suffered quite a severe frost, doing considerable damage to fruit crop in some districts. We have not any definite information as to extent of damage or in what particular districts.

The Government has ordered all picking stopped for 10 days, so as to prevent frosted fruit reaching the consumer, as frosted fruit is likely to go dry and bitter.

We have just unloaded two cars of

Extra Fancy Golden Orange Brand Navels

Very fine quality and desirable sizes. We also have two (2) cars more on way of the CELEBRATED GOLDEN ORANGE BRAND, picked and packed before the freeze, and will be able to supply the trade for a time with extra fancy fruit. Do not know just what effect the damage may have in prices of strictly fancy fruits. Supplies will be short for a time, anyway until picking and packing is resumed.

Send us your order for G.O.B. Navels. Prices reasonable.

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FOR SERVICE

Hugh Walker & Son
Guelph, Ontario

THE HOUSE
OF QUALITY

Established 1861

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

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

PLUG CHEWING

"PRINCE OF WALES"
 "NAPOLEON"
 "CROWN"
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Agents

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JAPAN TEA



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

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

"Tea is a medium of no inconsiderable amount of nutriment."

18

—Enc. Britannica.

The delicious, wholesome flavor of this national green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more — Japan Tea is a real "repeater."



SIFTO SALT IT FLOWS
BEST FOR TABLE USE

For the family that wants something a little better than the ordinary, say: "Sifto Salt." For an excellent, all-round household salt, say: "Century Salt." You'll please your customers.

CENTURY SALT BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO

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

DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

Y & S
STICK LICORICE
in 10c Cartons



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

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National Licorice Company
MONTREAL

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SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

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

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

DOMINION CANNERS, LTD.
CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.	\$1 90
Pts., Aylmer Quality		2 85
Gallon Jugs, Aylmer Quality	Per jug.	1 62 1/2
Pints, Delhi Epicure	Per doz.	2 70
1/2 Pints, Red Seal		1 50
Pints, Red Seal		2 00
Qts., Red Seal		2 80

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

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

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.	2 00
12-oz. Glass, Screw Top, 2 doz. in case		2 40
16-oz. Glass, Screw Top, 2 doz. in case		2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case		2 95
2's Tin, 2 doz. per case		4 45
4's Tin, 12 pails in crate, per pail		0 76
5's Tin, 8 pails in crate, per pail		0 90
7's Tin or Wood, 6 pails in crate		1 20
30's Tin or Wood, one pail crate, per lb.		0 17 1/2

BLUE

Keen's Oxford, per lb.	\$0 28
In cases 12—12 lb. boxes to case	0 21 1/2

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 00
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 85
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 27
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 20
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 23
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 25
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 25
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 24
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 43
Milk Medallions, 5-lb. boxes in case, per lb.	0 43
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

6c. LINES
Toronto Prices Per box

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

10c LINES

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

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

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

THE "NEW" MACLEAN'S

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

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

A word about the contents—

"Why Laurier Will Wait"

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

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

Bolsheviks at Work in Canada

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

Achievements of the Canadian Army

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

The Grave Dangers of Peace

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

Jock in a Juggernaut

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

AND THESE AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm -
By Arthur Stringer

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

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

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

The Intercepting Spark, By Mary Josephine Benson

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The housewife appreciates the fact that brushes which hold their bristles save time and money. You can sell "Keystone" Household Brushes with this assurance and your customers will depend on your statements when buying again. For prices, etc., write

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

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

CONDENSED COFFEE

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

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Compressed Corn Beef—1/2s, \$3.25; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
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Ready Lunch Beef—1s, \$4.50; 2s, \$9.49; 5s, \$29.90.
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Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.
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Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—1/2s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4.25; 2s, \$7.75.
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.95; 2s, \$5.95.
Beef Steak and Onions—1/2s, \$2.95; 1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$10.45; 6s, \$24.75.
Irish Stew—1s, \$3.45; 2s, \$6.90.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—1/2s, \$5.95; 1s, \$9.00.
Boneless Turkey—1/2s, \$5.95; 1s, \$9.00.
Ox Tongue—1/2s, \$3.95; 1s, \$8.45; 1 1/2s, \$12.95; 2s, \$16.45; 3 1/2s, \$33; 6s, \$45.
Lunch Tongue—1/2s, \$3.90; 1s, \$6.95; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. With Plain Sauce—Ind., \$1; 1s, \$1.55; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, tall, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (tall), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—1/2s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.40; 1s, \$1.90; 2s, \$3.35.
Tongue, Ham and Veal Pates—1/2s, \$2.35.
Ham and Veal Pates—1/2s, \$2.35.
Smoked Vienna Style Sausage—1/2s, \$2.35.
Pate De Foie—1/4s, 75c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$2.45; 1s, \$4.00.
Potted Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Beef—1/4s, 75c; 1/2s, \$1.40.
Potted Tongue—1/4s, 75c; 1/2s, \$1.40.
Potted Game (Venison)—1/4s, 75c; 1s, \$1.40.
Potted Veal—1/4s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.
Devilled Beef Ham—1/4s, 75c; 1/2s, \$1.40.
Devilled Beef—1/4s, 75c; 1/2s, \$1.40.
Devilled Tongue—1/4s, 75c; 1/2s, \$1.40.
Devilled Veal—1/4s, 75c; 1/2s, \$1.40.
Devilled Meats (Assorted)—1/4s, 80c; 1/2s, \$1.45.

In Glass Goods

Fluid Beef Cordial—10 oz. bottle, \$10; 10 oz., \$5.
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Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef—1/4s, \$1.80; 1/2s, \$2.90; 1s, \$4.25.
Mince meat—1s, \$3.45.
Potted Chicken—1/4s, \$2.45.
Ham—1/4s, \$2.45.
Tongue—1/4s, \$2.45.
Venison—1/4s, \$2.45.
Chicken Breast—1/2s, \$9.95.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter—1/4s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 25c.

COLMAN'S OR KEEN'S MUSTARD.

D. S. F., 1/4-lb.	Per doz. tins	\$2 50
D. S. F., 1/2-lb.		5 50
D. S. F., 1-lb.		10 40
F. D., 1/4-lb.		.....

Durham, 1-lb. jar, each	\$0 00
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	\$15 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

THE CANADA STARCH CO., LTD

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	60%
40 lbs., 1 lb. pkg., White Glass	10%
48 lbs., No. 1 White or Blue Starch, 8-lb. cartons	10%
100-lb. kegs, No. 1 white	10%
200-lb. bbls., No. 1 white	10%
30 lbs., Edwardsburg Silver Glass, 1-lb. chrome pkg.	11%
48 lbs., Silver Glass, in 6-lb. tin canisters	12%
36 lbs. Silver Glass, in 6-lb. draw lid boxes	12%
100 lbs., kegs, Silver Glass, large crystals	11%

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RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

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Agents:
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Mills at
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CHEWING TOBACCO

will get you the tobacco trade
There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and it holds it, too.

You're selling King George's Navy, of course?



Rock City Tobacco Co., Ltd.

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

You Want a Man

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

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

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

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

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

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

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

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

RAISINS

The raisin business is good, very good in the States and everything available on the Coast and in the East has been snapped up for home consumption and for export to Europe.

While the market here is a little quiet at present, it is almost bound to develop a stronger tone as conditions here must ultimately reflect the situation in the producing country. Some kinds such as bleached are very scarce, and we offer.

Choice Sulphur-bleached Seedless,	-	25s	-	15
Ex. Choice Sulphur-bleached Seedless,		50s	-	16
Fancy Sulphur-bleached Seedless	-	50s	-	17
Oil Bleached, Seedless, light	-	50s	-	15 1/2
Soda Bleached, Seedless	-	50s	-	14 1/2

MOLASSES

Here's something a little bit out of the ordinary for now. New Orleans Molasses of very good quality put up in 1³/₄-lb. tins which we are offering at the same price as the 1¹/₂-lb. size.

Monarch New Orleans Molasses, 1³/₄-lb. Tins 1.35

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

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DOG CAKES

**POULTRY FOODS, CANARY
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pending the removal of
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obtained from

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

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

BRANTFORD STARCH
Ontario and Quebec
Laundry Starches—
Canada Laundry\$0.09 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
8-lb. canisters, cs. of 48 lbs. .10 1/2
Barrels, 200 lbs.10
Kegs, 100 lbs.10
Lily White Gloss—
1-lb. fancy carton cases, 30
lbs.11
8 in case12 1/2
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case.... .12 1/2
Kegs, extra large crystals,
100 lbs.10 1/2
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons,
per case 4 50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

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

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

Perfect Seal Jars, 3 lbs., 1
doz. in case\$4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, 1/2 doz. in case. 5.10
20-lb. tins, 1/4 doz. in case.. 5.05
(Prices in Maritime Provinces 10c
per case higher)
Barrels, about 700 lbs.\$0.07 1/4
Half bbls., about 350 lbs.... .07 1/4
1/4 bbls., about 175 lbs..... .07 1/4
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28 1/2 lbs. 3 40
5-gal. wooden pails, 65 lbs.. 5 50

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case...\$5.30
5-lb. tins, 1 doz. in case... 5 90
10-lb. tins, 1/2 doz. in case. 5 60
20-lb. tins, 1/4 doz. in case. 5 55

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

NUGGET POLISHES Doz.
Polish, Black, Tan, Toney Red
and Dark Brown\$1.15
Card Outfits, Black and Tan.. 4.15
Metal Outfits, Black and Tan.. 4.35
Creams, Black and Tan 1.25
White Cleaner 1.25

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

WM. H. DUNN, LTD., Montreal
BABBITS
Soap Powder, case 100 pkgs...\$5 00
Cleanser, case 50 pkgs. 2 90
Cleanser (Kosher) cs. 50 pkgs 2 90
Pure Lye, case of 4 doz. 5 00

JELL-O
Made in Canada.
Assorted case, contains 4 doz...\$5 40
Lemon, contains 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate
second class.

JELL-O ICE CREAM POWDERS
Made in Canada.
Assorted case, contains 2 doz...\$2 35
Chocolate, 2 doz. 2 35
Vanilla, 2 doz. 2 35
Strawberry, 2 doz. 2 35
Lemon, 2 doz. 2 35
Unflavored, 2 doz. 2 35
Weight, 11 lbs. to case. Freight
rate, second class.

Do you want help or have
you something to sell, if so
use the classified column in
this paper.

APPLES

We are now showing some very fine

Boxed Apples

Jonathans
Rome Beauties
Stagman Winesops
Delicious

Properly Graded and Priced.

TRY THEM.

WHITE & CO., LIMITED

*Importers of Fancy Fruits
 and Vegetables*

TORONTO

FISH

Lake Superior Frozen Herrings

100-lb. sacks. Special prices.
 Halibut, Salmon, Steak, Medium
 Cod, Sea Herrings, Mackerel,
 Smelt.

Labrador Herrings in barrels and
 half barrels.

Finnan Haddie, Smoked Cod in
 15-lb. boxes.

Apples, Oranges, Lemons, Grape-
 fruit, Pears. Everything in fruits
 and vegetables.

DUNCANS LIMITED

NORTH BAY, ONT.

BRANCHES AT SUDBURY, COBALT, TIMMINS

LICENSE No. 151



**Give
 Little Miss Vi
 a Welcome.**

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

beverage is springing up all over the Dominion.

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

Vi-Cocoa

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

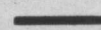
*Write for trade terms and particulars to the
 Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



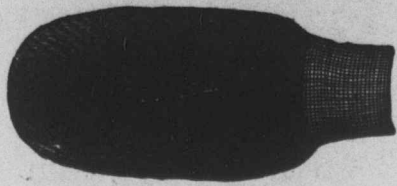
When buying

insist

on this brand

Canada Food Board License No. 14-128

TAPATCO
REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

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

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



The American Pad and Textile Company
Chatham, Ontario

It is the superior quality that continually brings new buyers, and holds the trade of old customers if you stock

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED

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



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BUYERS' MARKET GUIDE

Latest Editorial Market News

Vogans Overseas
CAKE

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

STONEWARE
Buy Now—Butter
Crocks, Jugs,
Churns, Flower
Pots, etc. Ask
for latest cata-
logue.
The Toronto Potter
Co., Limited
Dominion Bank Bldg.
TORONTO

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

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agent:
W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE
Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Reput.

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

BUYERS' DIRECTORY PAGE

Live hogs furnished the sensa-
tion this week in a decline which
ran from \$1.75 to \$3.00 per cwt.
The possible failure of the Allied
Buying Commission to renew con-
tracts on expiration of present ones
for pork and pork products is con-
tributing factor. The situation is
serious and definite news will be
awaited as to whether report is
confirmed without any modifica-
tion.

* * * * *

Lower prices which have been
named on oats during the past few
days has resulted in a lower scale
of quotations on the cereal. The
declining corn market, if continued,
may be expected to affect corn
products similarly.

* * * * *

Selling prices for the season
have been named on vinegar, both
spirit and blended cider vinegars
registering advances. Blended cider
vinegars are up 5c per gallon over
last season's figures.

Lower prices have been named

* * * * *

on some grades of tobaccos
amounting to 4c per pound, this
decline following a drop of 5c
about one month ago.

* * * * *

One line of canned meats has
been revised to levels generally
somewhat lower, though some
slight advances have been made as
well. The new list of prices in-
cludes quotations on some lines
which have been off the list for
some time past.

MINCEMEAT

Write, wire or telephone for quota-
tions for prompt or fall delivery.

E. B. THOMPSON
20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in pow-
dered form.

Makes a delicious drink served hot or cold.
Suggest it to your customers for Home
and Overseas.

NUTRIENT FOOD CO., TORONT O



Now is the time to
see us regarding
Salted Lake Herring
in pails, tubs or half
barrels. Write us at
once. Herring any
quantity our speci-
alty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

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

THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R. M. Moore & Co. Ltd. Vancouver
PACIFIC COAST MANTLE FACTORY.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

WANTED TO PURCHASE—TOTAL ADDING, detailed printing slip. Cash Register for Grocery Store. State price and description. Box 474, Canadian Grocer.

FOR SALE

EMPTY BAGS FOR SALE
EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FOR SALE
GOOD GROCERY BUSINESS. ANNUAL turnover \$40,000. Stock about \$6,000. Apply 791 Bank Street, Ottawa.

UP-TO-DATE GROCERY BUSINESS IN splendid section of Toronto. Good family trade which can easily be developed. Includes first-class house and store with modern conveniences. \$7,000. 168 Lamb Avenue, Toronto.

FOR SALE—TWO-FIRE BLACK DIAMOND oven in good condition. Apply McKelvey & Birch, Limited, Kingston, Ont.

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

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE
FRULAN TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH. COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want, Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.

A WELL-ESTABLISHED FIRM IN WESTERN Canada, who have successfully marketed for a number of years, specialties of the highest grades, are open to handle an article (either specialty or staple), that possesses real merit. It is useless to submit knick-knacks or mail order propositions. We would only consider high-class article with convincing future. If you want real, active representation, it will pay you to get in touch with us. Can furnish best of references. Box 478, Canadian Grocer.

THE "WANT" AD.

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

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

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

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

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

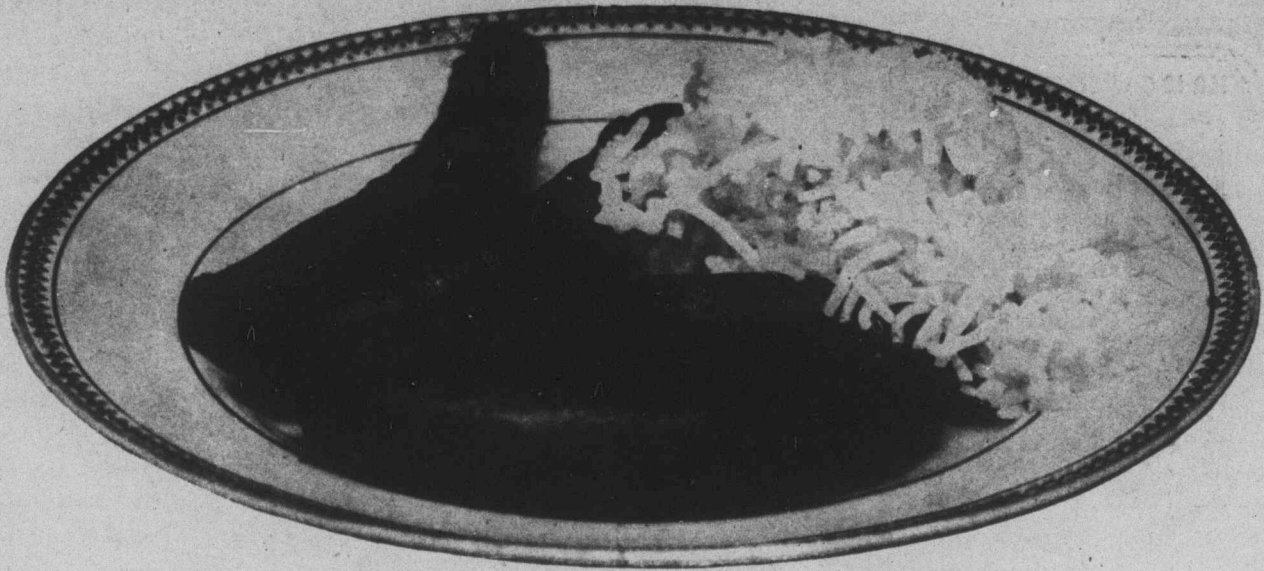
COLLECTIONS

Now is a most opportune time to go over your books and send your list of outstanding accounts to us.

The many letters we have on file from satisfied clients testify to the thoroughness of our service, our integrity and fair treatment. Let's get acquainted.

NO COLLECTION—NO CHARGE.

THE NAGLE MERCANTILE AGENCY
Westmount (Montreal) Que.



SAUSAGE!

“WHEN the frost is on the pumpkin” pork sausage comes into its own!

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

We are already receiving a steady run of orders for

DAVIES QUALITY SAUSAGE

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

Our present varieties comprise:

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

“FARM” SAUSAGE—(Not linked).

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

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

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

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

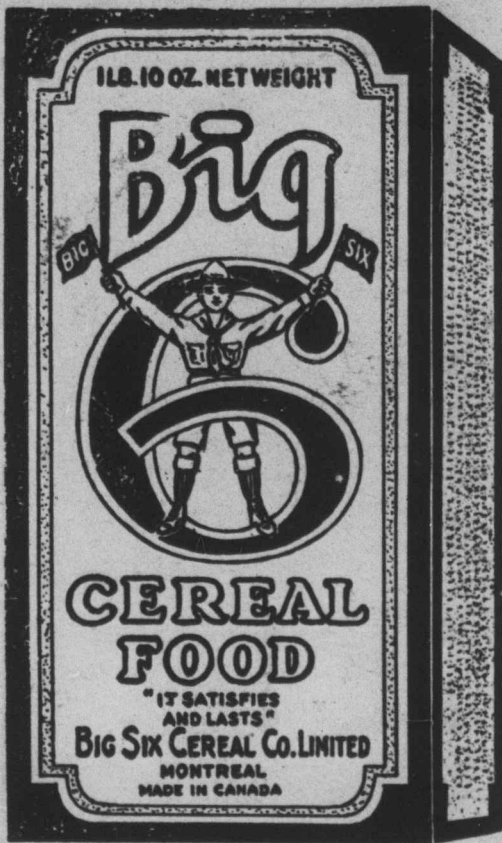
ORDER THROUGH OUR TRAVELLER—OR DROP US A POSTAL CARD.

THE
WILLIAM **DAVIES** COMPANY
LIMITED

MONTREAL

TORONTO

WINNIPEG



Porridge

Cookies

Biscuits

Griddle Cakes

Muffins

Gems

Bread

Candy

8 Delicious Dishes

You can make with

Big 6 CEREAL

Mister Groceryman—More Profits

"BIG SIX" CEREAL FOOD is going strong in the large centres in Quebec and Ontario Provinces. We are spending thousands of dollars advertising it to the consumer in both these Provinces.

OUR "BIG SIX" SCHOOL CHILDREN'S CONTEST

is meeting with huge success and is creating a wide demand for "Big Six" Cereal Food.

Are you prepared for present and coming bigger demands for this delicious Cereal Food?

Telephone your wholesale dealer for a trial order of a case of "BIG SIX"—or write us direct. **DO IT NOW!**

BIG SIX CEREAL CO., LIMITED

1168 St. James St., MONTREAL