

**PAGES  
MISSING**

# CANADIAN GROCER

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



THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 29, 1918

No. 48



CHEW  
**STAG**  
TOBACCO

*"Ever-lasting-ly Good"*

Tell your Customers  
about

**STAG**

CHEWING TOBACCO

*"Ever-lasting-ly Good"*

This famous chewing tobacco has the quality, richness and  
lasting flavor that bring men back for more.

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

Mrs. Particular says—

“I like **NO-VARY**  
Quality Groceries.  
They are always so  
good”



This uniform goodness  
of No - Vary Quality  
Groceries is a mighty  
fine asset for the deal-  
er stocking them.



Repeat sales are the rule where No-Vary Products are concerned. And when you consider that there is a comfortable margin of profit on every sale and a satisfied customer as well you will perceive the advantage of always displaying and pushing these easy sellers.

Below we list the name of Wholesale Jobbers in Western Canada who handle No-Vary Always Good Products. Any of them will fill your order promptly. Write the one nearest you to-day.

- |                                     |                      |
|-------------------------------------|----------------------|
| Alexander Grocery Co., Ltd.....     | Camrose, Alta.       |
| Brandon Grocery Co., Ltd.....       | Brandon, Man.        |
| Camrose Grocery Co., Ltd.....       | Camrose, Alta.       |
| Medicine Hat Grocery Co., Ltd.....  | Medicine Hat, Alta.  |
| Moose Grocery Co., Ltd.....         | Moose Jaw, Sask.     |
| MacLean Grocery Co., Ltd.....       | Regina, Sask.        |
| Red Deer Grocery Co., Ltd.....      | Red Deer, Alta.      |
| Swift Current Grocery Co., Ltd..... | Swift Current, Sask. |
| Simington Co., Ltd.....             | Calgary, Alta.       |
| Weyburn Grocery Co., Ltd.....       | Weyburn, Sask.       |
| Yorkton Grocery Co.....             | Yorkton, Sask.       |

**No-Vary Products Co., Limited**  
WINNIPEG, CANADA



---and the customers  
come all ready to buy

THE consumer advertising campaign which is continually being carried on to bring

## *Borden's* Milk Products

before the notice of the buying public is bringing new customers to Borden dealers in every community.

There is no worry, fuss or inconvenience whatever in the preparation of Borden Milk Products—a fact that makes them particularly good sellers during the winter season.

A Borden display will get you results.



### **Borden Milk Company Limited**

"LEADERS OF QUALITY"

**MONTREAL**

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

Licence No. 14-213



They Might Just as Well  
Get Them at Your Store  
As Elsewhere

Every customer of yours needs a reliable family medicine some time or other.

By handling such a very reliable line as *Chamberlain's Family Remedies* you will be able to meet this trade satisfactorily and add very materially to your profits and to your prestige.

Send now for a trial supply of Chamberlain's and let your trade know you handle them. The rest is easy.

Chamberlain Medicine Co., Limited  
TORONTO, CANADA



## Sell Your Customers the Right Poultry Feed

If you want to build up a good trade in Poultry Feed, sell the kind that is GUARANTEED to make your customers' hens lay MORE EGGS.

*Purina Scratch Feed*  
*Purina Chicken Chowder*

They are scientific Feeds, guaranteed to make hens lay more eggs—winter and summer. They don't cost very much more than other feeds, and will give greater satisfaction to your customer and to yourself. Try an order. Write for prices.

The Chisholm Milling Co., Ltd. 8 JARVIS ST.  
TORONTO

CEREAL MILL LICENSE 4-198

# CLARK'S SPAGHETTI

With  
Tomato  
Sauce and  
Cheese



MADE  
 IN  
 CANADA

---

CLARK'S PREPARED FOODS ARE UNEQUALLED FOR

**QUALITY**

*THIS IS ONE OF THEIR BEST*

---

**W. CLARK, LIMITED, MONTREAL**

*Canada Food Board License No. 14-216*

# BUY HOPS NOW

This year's Pacific Coast Hop crop, including crops grown in British Columbia, Washington, Oregon and California, will not exceed 90,000 bales, as against a normal crop of 325,000 bales.

***There is a big Hop shortage***--prices are steadily advancing. Place order at once and protect yourself against a high market.

**MAPLE LEAF AND DOMINION BRAND PACKAGE HOPS**

*1/4 and 1/2-lb. packages*

*WRITE FOR PRICES*

## British Columbia Hop Company, Ltd.

HEAD SALES OFFICE

SAN FRANCISCO, CAL.

RANCHES AT SARDIS AND AGASSIZ, B.C.



### Always Popular Because Always Reliable

The fact that "Every Grain is Pure Cane" is assurance enough of the continued demand for Royal Acadia Sugar.

A Royal Acadia customer is a satisfied customer always.

Put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half barrels and barrels.

## The Acadia Sugar Refining Co., Limited

HALIFAX, CANADA



Story for Week Dated Nov. 29, 1918.

Being No. 10 in the Series

## From the Tree to the Trade--

### IS A LONG, LONG TRAIL

The scent of the pine-woods lingers about a box of Eddy Company matches. The picked white pine from which they are made is clean and pure and fragrant. In the form of timber that pine has taken a long time to grow; in the form of logs it has taken a long and turbulent trip from the lumber camp; in the form of matchboards it has gone through many processes, as you know, before it comes to the counter across which you sell it to the customer who brings every Eddy match eventually to the striking point.

To the right is a picture taken many miles away from the great Eddy plant at Hull, but it is a picture of part of the Eddy plant all the same. This is the Du Moines River tumbling down its rapids. There are the dark fringes of the pine trees against the sky. In the river, stranded as you will notice here and there, upon the rocky banks, there are logs sawn to length. They are on their way to the E. B. Eddy plant at Hull to be manufactured into matches and many other articles of merchandise.

Lake Du Moines is some two hundred and twenty-five miles away from the Eddy plant; and it takes the logs a whole year as a rule to negotiate the distance. As you are reading this, the shanty men are busily engaged in cutting logs which will float down the river of the picture to the right in spring, and which will be arriving at their destination in Hull about Christmas, 1919. Once there, they will become matches very quickly as the former stories of this series have indicated, but the logs loiter a lot on their way down river. Look at the picture and you will see them loitering. To see them arrive at the Eddy plant is a very different matter. They have lingered in the shallows, romped down the rapids, and floated like a squadron of long low ships in the deep reaches of the rivers on which they travel. They have been guided here and there, sometimes towed by steamboats, and hurried along at times on their long journey, but at last they are grasped by the eager clutches of the great machines. Their journey is ended. They have left the realm of the Tree, and are on their way to the Trade.



Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become matches, illustrating the Eddy Motto:

*"From the Tree  
to the Trade"*



Eddy's Silent 5 Matches



**Our Business is**

## **TEA AND COFFEE**

**Exclusively**



We can devote our time to the selection of cup quality in these lines.  
**WE DO IT.**



We can study market conditions and purchase at the most favorable time and best prices. **WE DO IT.**



We can give the benefit of this service to our regular customers who rely upon our judgment. **WE DO GIVE IT.**

A line as to your requirements will bring you samples and prices by return mail.

**SATISFACTION  
GUARANTEED**

**OR**

**RETURN AT  
OUR EXPENSE**

## **Kearney Bros., Limited**

**33 St. Peter Street**

**MONTREAL**

**Established 44 Years**

## **MAPLE PRODUCTS**

The enormous sales for our products has forced us to withdraw our "**Canada's Best**" Maple Syrup from the market. We still have a limited quantity of

### **MAPLE BUTTER**

to offer for 1918 delivery. Buy before it is sold out.

**Canada Maple Exchange, Limited, Montreal**

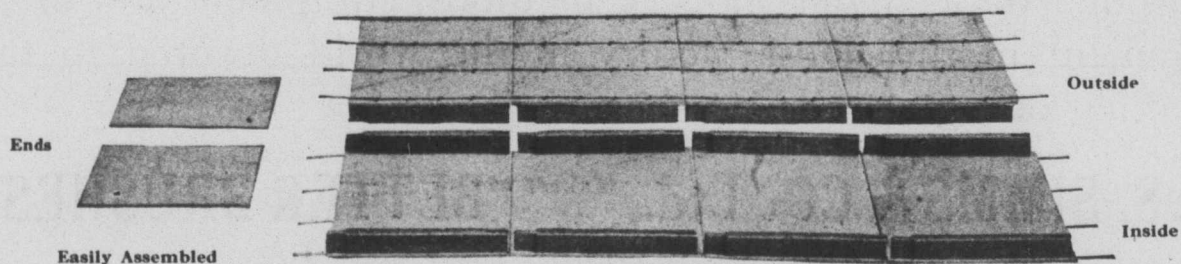
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**When Writing to Advertisers Kindly  
Mention this Paper.**

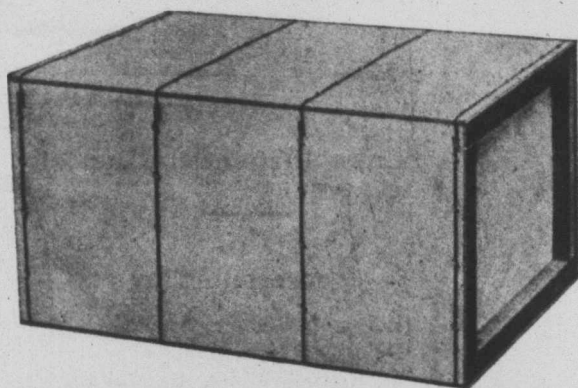
Simplify your Packing Case problems with

# 4-One Wirebound Boxes

*Famous for Economy*



VIEW SHOWING BOX IN KNOCK-DOWN



VIEW SHOWING BOX READY FOR SHIPMENT

4-One Wirebound Boxes are the safest and most practical means by which to ship your product.

LIGHT, STRONG and SECURE, they make possible a big saving in Freight Charges.

Prevents your goods from being damaged and pilfered while in transit.

Try shipping the 4-One way. Prove how superior they are to other packing cases.

**CANADIAN WOOD PRODUCTS**  
 TORONTO LIMITED

# DO YOU WANT "BETTER BRUSHES"

THEN WHY NOT BUY THE ONLY BRUSH MADE TO THAT STANDARD?



Brushes built on a quality basis and priced on a quantity output. Made under modern methods, equipment and management in the finest factory in the world devoted to the making of high-grade brushes.

**T. S. SIMMS & CO., Ltd.,** <sup>Makers</sup> of **"BETTER BRUSHES"**  
ST. JOHN (FAIRVILLE), N.B., CANADA

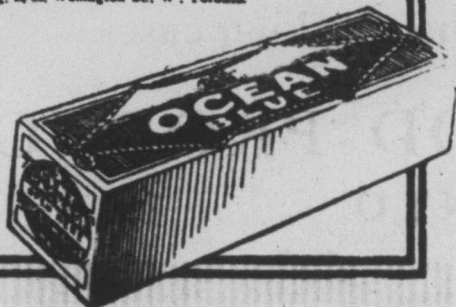
Don't hide the fact that you sell

# OCEAN BLUE

You never know how many sales you may have lost until you keep it prominently placed. Keep good stocks, and

**Order from your Wholesaler.**

**HARGREAVES (CANADA), LTD.,**  
The Gray Building, 24-26, Wellington St., W., Toronto.



**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.

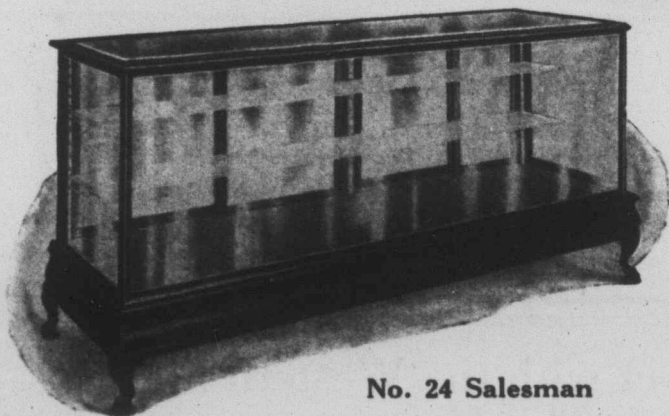
*If any advertisement interests you, tear it out now and place with letters to be answered.*

Mr. Grocer—Do you want the light end of the pull?—Use Walker Bin Equipment. Or do you prefer the hard, heavy end, and work like a horse?—Use your old, antiquated shelves and drawers.

Your Choice—Pay for Equipment or more Clerks!

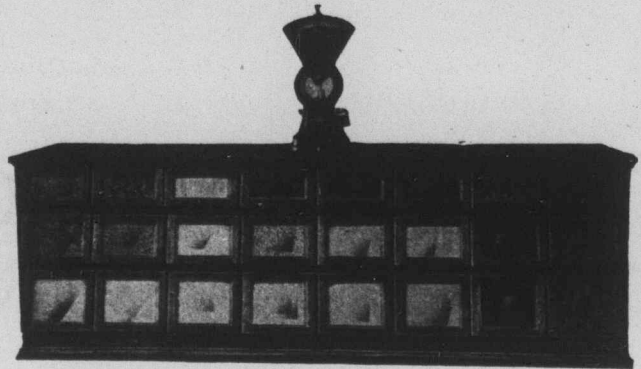
You can increase your turnover, you can save yourself much time that is now wasted, you can eliminate much useless fuss and worry by installing Walker Bin equipment instead of those lumber shelves and counters that were fit only for the junk heap years ago.

If your business merits your keeping the store door open at all it is surely worth developing. Walker Bin equipment will develop yours as it has developed others. Try it and see.



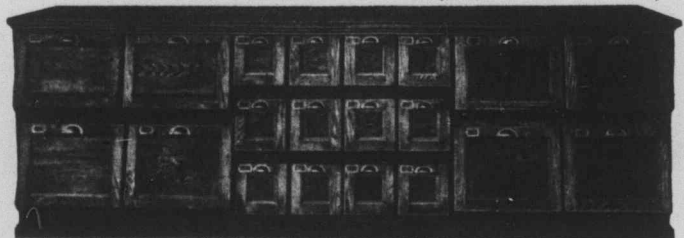
**No. 24 Salesman**

Quartered Oak or Mahogany finish, 4 ft., 6 ft., and 8 ft. long. High grade, medium price.



**No. 3 Universal**

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock.



**Rear View of No. 3 Universal**

Shows three capacity bins. Lower row about 56-quart capacity. Upper row about 52-quart capacity, with removable division in centre. Small centre bins 10-quart capacity, with removable division. Made in stock lengths 9 ft., 12 ft. 4", 15 ft. 8" (9-ft. length shown). By adding one bin to row on either side of centre unit gives additional 3 ft. 4" counter length.

Whatever your problems are—whatever the size of your store we can help you out. Without obligating you in the least we will gladly send you sketches and full particulars.

Write us now while you have it in mind.

**The Walker Bin and Store Fixture Co., Ltd.**  
KITCHENER, ONTARIO

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

### SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

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

W. H. ESCOTT CO., LIMITED

Regina, Sask.

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

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

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

Write Us



### Connect with the Western Market Through This House

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

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

### SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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

**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

**G. B. Thompson & Co.**  
 Wholesale Commission Brokers and  
 Commission Agents  
 We can handle a few more good lines.  
 Storage Warehouses and Transfer Track.  
 149 Notre Dame Ave. E. - WINNIPEG  
 Established 1898.

**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. 6-450

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## ONTARIO

### W. G. PATRICK & CO. Limited

Manufacturers' Agents  
and Importers

51-53 Wellington St., W. Toronto

### MACLURE & LANGLEY Limited

Manufacturers' Agents  
Grocers, Confectioners and Drug  
Specialists

12 Front Street East Toronto

### W. F. ELLIOT

Importer & Manufacturers' Agent  
(Cor. Leith and Hardisty Sts.)

FORT WILLIAM, ONT.

Established 1909.

### W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS

FRUITS

### Coffee, Its History Classification and Description

By Joseph M. Walsh

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

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

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

**\$2.00**

It Will Pay You to Send at Once.  
**MacLean Publishing Co.**

Technical Book Department.  
143-153 University Avenue, Toronto.

## Apples

Let us look after your requirements. We handle the Famous

### GEORGIAN BAY

#### BRAND APPLES

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

We invite correspondence.

### LEMON BROS. OWEN SOUND, ONTARIO

KINDLY MENTION THIS  
PAPER WHEN WRITING  
ADVERTISERS

## To Manufacturers' Agents

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

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

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

### Canadian Grocer

143-153 University Ave.  
TORONTO

**"Golden Nut" PEANUT BUTTER**

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC**

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

When answering  
Advertisements please mention  
Canadian Grocer

**JOHN E TURTON**

Wholesale Grocery Broker

**MONTREAL**

**H. D. MARSHALL**

Wholesale Grocery Broker

**OTTAWA MONTREAL HALIFAX**

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

**J. L. FREEMAN & CO.**

Wholesale Grocery Brokers

**St. Nicholas Bld. - Montreal**

**MARITIME PROVINCES**

**C. B. HART, Reg.**  
Montreal, P.Q.

Grocery and Chemical Brokers  
Commission Agents

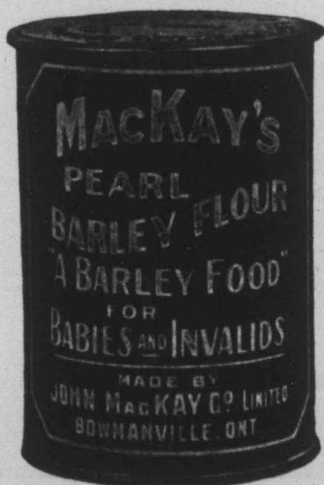
**Schofield & Beer, St. John, N.B.**  
Manufacturers Agents

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.



**IT'S THE REAL MACKAY**

Are you  
selling  
**MacKay's**  
Pearl  
**Barley Flour?**

It's the Canadian-made "Barley Food" that everybody is talking about. The ideal, easily-digested food for infants, Invalids, Aged People and Nursing Mothers.

For flavoring soups and gravies it is without any equal whatever. Dr. McGill, the Dominion Chemical Analyst at Ottawa, recommends MacKay's very strongly.

Consumer advertising is boosting the demand. Get your share now. Order from your wholesaler or direct from

**John Mackay Co., Limited**  
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

Yes—  
**Marsh's**  
**Grape**  
**Juice**  
**is delicious**

That's why it sells and keeps on selling. Are you well stocked?

**The Marsh Grape Juice Company**  
NIAGARA FALLS - ONT.

**The MacLaren Imperial Cheese Co., Limited**

Ontario Agents:  
**ROSE & LAFLAMME**





# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

### The Robert Gillespie Co. Importers and Exporters

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

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

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

**ALBATROSS BRAND**  
FRESH  
BRITISH COLUMBIA  
**PILCHARD**

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

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

### 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.

## EL ROI-TAN PERFECT CIGAR

Please Mention this Paper when Writing to Advertisers

When fresh vegetables  
are scarce



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

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

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

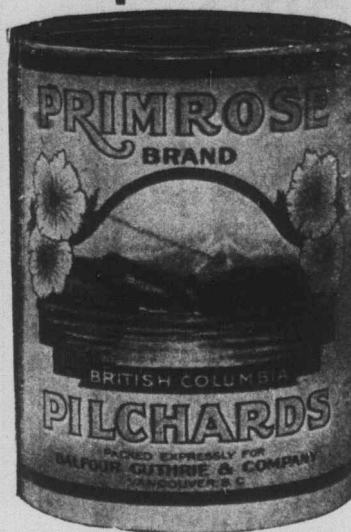
Your jobber will supply you.

**Chilliwack Evaporating  
& Packing Company**

415 Dominion Bank Bldg., Vancouver

“PRIMROSE”

**PILCHARDS**



*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

*Rich in flavor and high  
in food value*

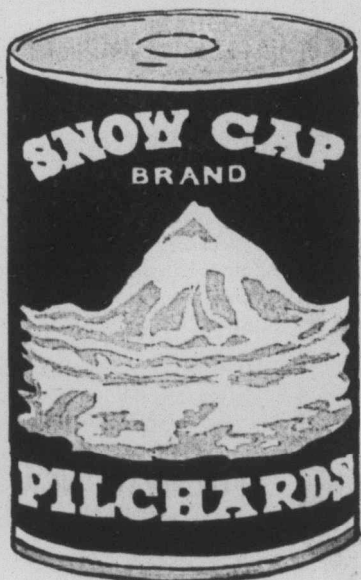
**Defiance Packing Co., Ltd.**

Head Office: VANCOUVER B.C.

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

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

**Salmon  
Commandeered**



**SNOW CAP  
BRAND  
PILCHARDS**

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

For Salads and Sandwiches

*They are More of a Dainty Than Tuna Fish*

“Snow Cap”

is Hand Packed by

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.

Canada Food Board License No. 4-517



The Housewife's Favorite!

*Always in good demand*

CANADIAN HEADQUARTERS:  
180 St. Paul St. W., Montreal

Canadian Selling Representatives:  
Eastern Canada: Wm. H. Dunn, Ltd., Montreal  
Ontario: Dunn-Hortop, Ltd., Toronto  
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

## A Real Treat

For This Week

Fancy Arizona Navels—  
first of the season. High-  
est grade—look good and  
eat better. A trial will  
convince you.

*Order Quickly.*

Full assortment of all  
other seasonable goods.

### McBRIDE BROS.

35 Church Street, Toronto

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

## Are You Ready FOR GOOD BUSINESS

BOOK your orders NOW for

White Spruce Butter Tubs

N. B. Egg Carriers

H. D. Egg Crates

Buggy Egg Crates

Brooms and Brushes

Fruit Jars

Paper and Twines

### Walter Woods & Co.

HAMILTON and WINNIPEG



*Furnivall's*

Our aim has been to  
produce a quality of  
jams and marmalades  
that will make your  
customer insist on get-  
ting no other but the  
kind that is made of  
carefully selected sun-  
ripened fine fruit and  
pure sugar only—Fur-  
nivall's.

We have hit the mark.  
Your wholesaler will  
supply your wants.

**FURNIVALL-NEW,**  
Limited  
Hamilton, Canada

Canada Food Board License  
No. 14-167

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Delicious Wholesome Lines  
that your customers will buy regularly

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**Salted Peanuts**  
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Your customers will have an entirely  
new idea of how good Salted Nuts  
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*“Sumore” Salted Nuts are Toasted*

Get a trial order to-day.—Eat a few  
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**Montreal Nut and Brokerage Co.**  
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—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

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in which Red Rose Tea is now packed has met with the approval of the trade. Grocers agree that it is an improvement over our former lead package.

The waxed board carton is neater, stronger, completely air-tight and odor-proof.

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**T. H. Estabrooks Co., Limited**

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The expert baker knows the value of a thoroughly efficient Baking Powder, that is why we have no hesitation in recommending Egg-O Baking Powder for all the requirements of an expert baker. It will satisfy his demands as it satisfies the demands of most of the big bakers in Canada.

Sold in 60-pound tins—crated in pairs.



The expert baker also knows the value of a double-acting powder. He can make his batch and leave it until the oven is right. And the pastry and cake will yet be thoroughly leavened, even if it has to stand for several hours.

That is the test Egg-O BAKER'S Special has stood.

Western and Central Ontario:

**Thomas McMahon, Limited**

173 Sheridan Ave., Toronto

**Egg-O Baking Powder Co.**

Limited

Hamilton, - Canada

Eastern Ontario:

**W. G. Craig & Co., Kingston**

Eastern Distributor:

**W. P. Downey, Montreal**

Housewives know  
and approve of  
**KEEN'S**  
—the Blue of Blues

Be one of these Grocers who feature and recommend Keen's constantly.

You don't have to waste a moment creating the demand for Keen's Oxford Blue. The demand is already created—just waiting for you to show your stock of Keen's Oxford Blue on your counter or in your windows.

A counter display card like the one illustrated will be sent you on request to help keep your stock moving.



One of these good looking display cards will keep your stock of Keen's moving.

**Magor, Son & Co., Ltd.**

191 St. Paul Street, W., Montreal 30 Church St., Toronto



**Three Sure Customer Pleasers—**

Sell these three All-Canadian Milk Products that are equal in every way to the imported brands.

Your customers will find in them that superiority of taste and flavor that they so much appreciate.

Malcolm Milk Products always repeat.

**The Malcolm Condensing Co., Limited**

ST. GEORGE, ONTARIO

*The All-Canadian Condensed Milk Company*

# CANADIAN GROCER

Vol. XXXII.

TORONTO, NOVEMBER 29, 1918

No. 48

## No Likelihood of Soap Declines

World Shortage of Fats a Large Factor in the Situation—Sharp Decline of Glycerine Imposes a Burden That Must be Borne by Soap Products—Transportation a Contributing Factor—No Time For Speculating

Based on information supplied by J. E. GANONG, Manager of Lever Bros., Toronto

WITH the cessation of hostilities there are people who imagine that the prices of commodities will inevitably experience a spectacular decline. They have grown accustomed to hearing that ever-advancing prices of the past were due to war conditions, and they reason that now the war is practically over, that all this is changed and there will be an immediate return to normal conditions. In former articles it has been shown that such a course of events could not be expected in such commodities as coffee, tea and sugar. The same may be said of the many varieties and qualities of soap. Conditions that have resulted in the steady advance of prices were certainly due to war conditions, the conditions that resulted in an unprecedented demand on all manner of fats, and that created an almost fabulous demand for glycerine to feed the high explosive plants.

### Glycerine Prices Keep Soap Down

During the course of the war steady advance in the price of fats and tallows was in a measure mitigated by the abnormal prices paid for glycerine. Had this not been the case soap would probably have reached undreamed of heights. The reason for this is simple enough. Glycerine is one of the important by-products of soap manufacture, and it has been this product that has been keeping the price of soap within reasonable bounds. Glycerine, owing to its extensive use in the manufacture of high explosives, doubled and tripled in value, and this profit was used to offset the ever increasing cost of soap making fats. That is, the soap making fats were valued at the market valuation less the value of the glycerine that could be derived from them. In this way the actual costs of materials charged against the soap was in a measure met. On the other hand Canada was unable to produce the amount of fat required and other producing markets had to be found. The price of fats rose from 6 to 7 cents a pound to undreamed of figures, even ordinary soap-making fats selling at 8 to 9 cents, while millions of pounds of fats had to be imported, and this had to

pay the 7½ per cent. duty, while prior to the war there was no such charge. The imported stock came mostly from Australia and New Zealand, owing to an American embargo on fats, and consequently had to pay the heavy freight and insurance rate.

Caustic soda, an important component of laundry soaps advanced from a pre-war average of \$6 to \$7 per round barrel of 280 pounds, to \$18. In addition there was the enormously increased cost of boxes and labor, and a 43 per cent. increase in freight rates on inward and outward freight, both of which charges were paid by the manufacturer.

### How Changed Conditions Offset Situation

These were the conditions that induced the high prices of soap during the past few years. What changes are naturally to be expected in these conditions now that the war is virtually over?

First of all, there is a world demand for fats. Germany and Austria need them more desperately than we, and eventually they will be in the market to buy, and will be supplied if any stable financial arrangements can be made. Canada is still millions of pounds behind the actual demand, and the embargo in the United States is still in force. It is necessary therefore still to import from Australia and New Zealand. It is true that in Africa and Asia, fats have been at a discount during the past years, owing to the inability to move them to eager markets, but this fact, unless these supplies are abnormally large and abnormally low priced, will hardly be a factor. Even the release of shipping to move these supplies would hardly affect this situation. These stocks are only low priced because they lacked a market. Once let the market seem likely and they will advance in line with other producing markets. This is evidenced by the fact that the impression that easier shipping conditions would exist as a result of the armistice, has resulted in advances on these markets. It is evident therefore that there can be little hope of any marked decline

in the very near future. Eventually when shipping conditions revert to something more nearly normal, and when world supplies may be brought at normal charges to meet the world's needs, then marked declines are to be expected, but that happy condition is yet a far cry. At present there is practically no change in the freight rate, and the decrease in marine insurance is only a small item.

### How Decline in Glycerine Prices Advances Cost of Soap

Then too there arises another factor brought about by the very cessation of hostilities that some people expected to so miraculously affect prices. Governments and ammunition plants are no longer in the market for glycerine. The immense wastage of high explosives is a thing of the past, and with its passing the bottom has dropped out of the glycerine market. It is shooting back to its original pre-war value, with next to no market offering. The result is that this by-product that played such a marked part in moderating soap prices has ceased to be a factor. To take a specific example: Supposing fats to be worth 14 cents a pound, and say glycerine is at 6 cents, then under the practice of deducting the glycerine value from the fats and charging against the soap, only the actual soap content, the cost of the fats would be 8 cents a pound instead of 14 cents. On the other hand if glycerine is only worth 2 cents, the remaining cost of the fats would be 12 cents. These figures are not intended to be exact, but only to illustrate the marked way in which the decline in the price of glycerine is bound to offset any possible decline in other products. As a matter of fact no declines have been registered as yet, and none are immediately anticipated. Tallows and fats and caustic are all maintaining their war-time prices.

### Toilet Soap Fats in Great Demand

Taking the case of toilet soaps, the conditions are little different. In this case the fats used are largely edible, and edible fats are, and must, of necessity, continue to be in increased demand.



The world's consumption of edible fats has been cut to the minimum. In some of the European countries it has been cut so low that it has resulted in serious impairment of health. The world needs and demands these fats for food, and of necessity this demand must bespeak constant, if not higher prices. The essential oils and perfumes used in these soaps show no indication of any immediate decline.

#### No Time for Speculation

As far as soaps are concerned, it is a fairly sage judgment that they will go higher before they go lower. Even the advance reported this week is not expected to be the high figure. Despite this fact, it is not a time to speculate.

There are adequate supplies of soap available, and adequate supplies of raw materials in the makers' hands. There is not, as was the case some time ago an actual danger of scarcity. Eventually soaps are going to decline. The speculator might make money for a short time, but the days of speculative buying in soap are over—lower prices must eventually come. Conditions as they exist at present will unquestionably protect the merchant who buys reasonably for his every day needs, and will unquestionably show him a good profit. To buy only stocks that he can liquidate within a reasonable length of time, is the only wise course in dealing in soaps at present.

terstate purposes under the rulings of the Bureau of Chemistry of the Department of Agriculture and under the laws of some of the States, it was further stated.

#### CANNERS' CONVENTION JANUARY 20

It has been decided to change the original date of the annual convention of the National Canners' Association from the week of February 11, 1919, to the week of January 20, 1919. The Hotel La Salle will be headquarters this year. This earlier holding of the convention will permit more time after it, and before contracting time for acreage, and it is thought will help matters in many ways.

#### EMBARGO FREIGHT MOVEMENT RAISED

The Secretary of the Railway Board of National Defence has announced that the embargo on the transportation of goods travelling east between Toronto and the Maritime provinces has been raised.

For some weeks merchandise shipped to eastern points had been tied up in and near Toronto as a result of an embargo which it was necessary to enforce, owing to the disorganization of transportation facilities brought about by many causes, the principal one being the epidemic of influenza which swept the country.

#### COST OF LIVING STILL ADVANCING

During October, the last full month of the war period, the cost of living in Canada was still ascending, according to figures compiled by the Department of Labor.

This statement applies both to the index number of wholesale prices, which rose approximately four points as compared with September, and the weekly budget of staple foods. This budget averaged \$13.54 in some sixty cities, as compared with \$13.31 in September, and \$11.81 in October, 1917.

The retail price of meats was slightly lower than in September, but eggs, milk, and butter were higher.

#### AN UNPREJUDICED JUDGMENT

A Yorkshire farmer who had been on a jury quite a number of times was asked who influenced him most, the lawyers, the witnesses, or the judge. This was his reply: "I'll tell you, sir, 'ow I makes up my mind. I'm a plain man, and a reasonin' man, and I aint influenced by anything the lawyers say, nor by what the witnesses say; no, nor by what the judge says. I just looks at the man in the dock and I says, "If he ain't done nothin', why's he there?" and I brings 'em all in guilty."

#### MAY STORE VEGETABLES AND APPLES

The Canada Food Board has no intention of interfering with dealers who legitimately store potatoes, apples, and vegetables for the requirements of their trade.

## Storekeeper May Not Manufacture Cider Vinegar

Under the Ontario Temperance Act Such Manufacture is  
Illegal, While There Are Dominion Statutes That  
Also Bear on the Matter

**“WHAT** are the regulations for the manufacture of cider for vinegar? Can I store cider for the making of vinegar by the old evaporation process? For many years past I have done this, taking apples from the farmers and manufacturing vinegar for them and buying the surplus and manufacturing vinegar for sale.”

Such was the enquiry received by CANADIAN GROCER recently. As this was a problem that might well be facing many merchants, the results of the investigations are given herewith.

In response to CANADIAN GROCER'S enquiry, the Hon. W. D. McPherson, provincial secretary, replies in a personal letter as follows:

1. "Cider is a 'liquor' within the definition in the act, if it contains more than 2½ per cent. proof spirits, and if it is found anywhere outside of a private house, the person who had it would be guilty of an offence under section 41 of the Ontario Temperance Act. It would be no answer to say that it was being converted into vinegar.

2. It might be held to be an offence under the order-in-council passed at Ottawa on the 11th of March last.

3. Vinegar containing six per centum of acetic acid, is liable to four cents per gallon excise duty under Sec. 252 of the Inland Revenue Act of Canada, and should be manufactured in bond. Whether or not the vinegar referred to be of this class, it is clear that keeping drinkable cider with more than 2½ per cent. proof spirits, in a place other than a private house, would be an offence under the Ontario Act, and the person doing so would be taking a risk."

This is a very clear and emphatic reply to the enquiry given above. It is an emphatic statement that the merchant cannot manufacture vinegar by the process referred to, without putting himself in danger of the law. The eva-

poration process would generate a higher percentage of alcohol than the 2½ per cent. of proof spirits permitted, which is only 1½ per cent. of alcohol.

#### BIG PURCHASE OF U. S. SALMON

More than \$7,000,000 worth of American salmon has just been purchased by the Army Subsistence Division. Pending determination of fair prices to be paid, the Government has advanced \$7.75 per case for red salmon and \$6 per case for pink salmon. Final prices to be paid will be based upon costs of the respective packers as determined by the Federal Trade Commission.

#### RECORD CUBAN SUGAR CROP

Correspondents of the American Sugar Refining Co. cable that compiled reports for October 19 show the run just ending to have been the greatest crop ever produced in Cuba. The total production is announced by Messrs. Guma-Mejer as 3,446,083 tons or 422,363 tons greater than the last crop of 3,023,720 tons. The 3,000,000 ton point at which the crop stayed for several years has thus been passed by a good margin. The crop is 143,346 tons below the estimate of 3,589,429 tons made last December. The receipts to date total 3,321,478 tons, leaving 124,605 tons of the crop still unaccounted for.

#### SACCHARIN NOT A FOOD SAYS U.S. FOOD BOARD

In response to inquiries concerning reports that it has urged the use of saccharin in place of sugar, the United States Food Administration announces that it always has taken the position that saccharin is not a food in any sense.

The use or sale of saccharin as a sugar substitute in foods is illegal for all in-

## Salmon Decision December 10

Conference at Ottawa Then Will Decide Whether Canada Will Get Any Sockeye and the Price—Trade Must Wait Till Then For Definite Information

**T**HE British Columbia salmon tangle is not yet straightened out. There is scarcely any possibility that it will be settled before at least December 10. A member of the War Purchasing Board at Ottawa is now in Vancouver discussing the matter with the salmon canners and he will be back in Ottawa with a deputation from the canners on or about December 10 when the War Purchasing Board, the Food Control Board and the canners will come to some definite agreement in regard to price, and as to whether Canada will get any of the sockeye salmon for her own consumption.

In the meantime the salmon packers, brokers and wholesale grocers are in a quandary as to their salmon trade. The whole matter has been badly bungled in some way. It is difficult to say just who is responsible, but it evidently rests with some department of the Government.

Six days before the embargo was placed on the distribution of Sockeye salmon in Canada, a wire was received at Vancouver from the Food Board to the effect that the Government did not intend taking over any salmon, that they did not take any over last year and did not expect to this year.

### Cars Were Already Loaded

The packers immediately got busy to ship and cars were already loaded when the instructions came that prevented sale in Canada. The wholesale grocers had bought their supplies and the salmon really belonged to them. Nevertheless, none of the packers were allowed to ship. Wholesale grocers had, of course, been selling to their retail customers and with the placing of the embargo all this was upset.

Prominent men in the trade consider the proper course for the Food Board to have followed would have been to consult the wholesale grocers who had purchased the salmon and to suggest that they deliver 50%, say, to the Government for Great Britain. The wholesalers would, no doubt, have been glad to do this.

### Brands Suffer Loss of Prestige

A peculiar part of the whole proceedings is that Great Britain always purchased a lot of Pinks and Cohoes and that Sockeye salmon always has been a wide seller on the Canadian market. Salmon interests maintain that the Canadian people were entitled to consideration and that the salmon packers also should have been considered in so far as distribution of their best brands were concerned. Some of them have spent years in making their brands better known to the trade here, but with the commandeering of the entire Sockeye pack they are prevented from selling

them this year on the Canadian market. They also maintain that the Food Board was unfair in placing firms who sold on this market on the same basis as those who in the past have always gone after export trade and who never tried to build

up a domestic trade. These have been permitted to come in on the same basis as packers who have had their brands on this market for many years.

As stated above, however, the matter will not be definitely decided until Dec. 10. The entire trade—packers, wholesalers and retailers — anxiously await that decision. It may be that some of the Sockeye pack may be available for this market. There are many who think it will, but just what will be done eventually by the Ottawa parties interested remains to be seen.

Main—7th Avenue

# Family Grocery

CANADA FOOD BOARD LICENSE No. 8—3847.

Phone M911 — Service from 8 a.m.

## Intelligent Food Conservation

Not how little we eat, generally, but how little of certain things such as bread, pork and bacon and such. Again comes the warning: "False economy is the father of failure."

The government does not ask that you stint yourself on eatables. It does ask that you conserve on certain items that such may be made available for exportation to our soldiers and allies.

This list is a real War Food bulletin!

### Save The Sugar

USE MORE—

|  |        |
|--|--------|
| Crown Syrup, convenient large sealers.....               | 45¢    |
| Rogers' Syrup, lever top, No. 2 tins.....                | 25¢    |
| Lily White, extra fine quality, No. 5 tins.....          | 65¢    |
| Maple Syrup, Small's, half gallon. \$1.55. ¼ gallon..... | 79¢    |
| Pure Honey, Airline, No. 2½ tins.....                    | \$1.05 |

### Save The Flour

USE MORE—

|   |     |
|---|-----|
| Corn Meal, finest yellow, 24-lb sack \$1.75. No. 10 sacks | 79¢ |
| Rye Flour, makes excellent bread; No. 10 sacks.....       | 75¢ |
| Rice Flour, splendid for cake baking, 3 lbs.....          | 40¢ |
| Barley Flour, splendid wheat savor; 5 lbs.....            | 45¢ |
| Corn Flour, great American substitute; 5 lbs.....         | 45¢ |

### Save The Meats

USE MORE—

|   |     |
|---|-----|
| Canned Fish, Fresh Herring, No. 1 flat cans.....          | 23¢ |
| California Sardines, in tomato sauce, large ovals.....    | 29¢ |
| Chicken Haddies, finest fish packed, No. 1 tins.....      | 27¢ |
| Fish Fillets, golden, No. 1 tin..... 28¢. No. ½ tins..... | 18¢ |
| Canadian Herring, Conner's fancy pack; oval tins.....     | 23¢ |

### Save The Fats

USE MORE—

|  |        |
|--|--------|
| Crisco, the vegetable shortening, No. 3 tins 98¢. No. 1 tins | 35¢    |
| Salad Oil, Durand's, half gallon tins \$1.45. Large bottle   | 95¢    |
| Gifco, a Western Canada product, No. 1 bricks.....           | 33¢    |
| Reliance Shortening, excellent for cooking, No. 3 tins...    | 85¢    |
| Peanut Butter, Squirrel, No. 5 tins.....                     | \$1.55 |
| No. 1 tin.....   | 35¢    |

An effective advertisement used by the Hudson Bay Co., Calgary, to foster the conservation campaign, by emphasizing the substitutes that are available. This advertisement was a part of the full page display advertising of the company.

### Eat More Cereals

|  |     |
|--|-----|
| Porridge Oats, Robin Hood, in large airtight cartons that preserve the goodness..... | 29¢ |
| Corn Flakes, Kellogg's Dominton brand, 2 pkgs.....                                   | 25¢ |
| Post Toasties, a delicious cereal, 2 pkgs.....                                       | 25¢ |
| Ground Rice, the best children's food, 4-lb. sacks.....                              | 55¢ |
| New Breakfast Food, Good Health Combination, pkg.....                                | 28¢ |

## U.S. Food Board Sets Price Margins

Profits Somewhat More Liberal—Non-delivery Stores May Not Make Same Margins as Delivery Stores—No Changes in Pre-war Cash Discount Terms Permitted

SOME time ago the United States Food Control department settled a series of fixed price margins for certain staple food products. Lately owing to the advancing cost of doing business, a revision of these margins has been announced.

These new maximum margins on sales by retailers to consumers go into effect at once. They are printed complete in another column, and the Food Administration announces that a gross margin above delivered cost, in excess of those indicated in the table, will be regarded as prima facie evidence of the violation of the statute and of the regulations.

Under this new ruling certain commodities are placed on a percentage basis, and in such instances the percentages may be calculated on the selling price. This, too, is a victory for the retailer and a further demonstration of the fact that the Food Administration

is making its rulings upon a sound financial basis.

The lesser margin indicated is not a minimum margin, but is a maximum margin for those whose cost of doing business is less, such as stores which do not perform the services of credit and delivery. Any change from the pre-war practice in cash discount terms or other changes which tend to or result in increasing the margin of profit allowed will be dealt with as an unfair practice.

The retailer may have the benefit of fractional costs on each transaction; that is, he may calculate the total charge to a customer on any transaction as if fractional costs were not allowed, and if the result is a fraction, he may add thereto such fraction of a cent as may be necessary to make a price in even cents.

### WHY SHOULD THE GROCER WAIT?

The retail grocer is up against conditions that are not very desirable, and the outlook is about as encouraging as the Kaiser's. The retail grocer gives credit to Tom, Dick and Harry, and every sane grocer knows that one bad customer spoils the good ones as far as profits are concerned. Mrs. Jones comes in and wants to open an account, the grocer thinks he'll take a chance, and well \$25 more to hand the collector.

The public have to pay cash for boots, clothes, coal, and nearly everything else; when they get through buying they go to the grocer; perhaps Mrs. Smith owes \$38. She is sorry but she had to buy coal or meet an insurance premium, and well, please give me credit for \$10, and can you send the order this morning? Thanks. These are only some of the heartbreaks. Hello Mrs. Brown, the grocer is speaking, can you let me have your account this week, we are hard run? Sorry Mr. Grocer, I bought Bonds to-day, I will try and give you something the first of next month. Send me over 1 lb. butter, two dozen of eggs, 5 lb. sugar, etc. The grocer is up against it. Again, the meat men tell him their terms are 7 days, and other manufacturers shorten their time. Then again freights are days behind, and before he opens up his shipments the messenger of the bank comes in with the draft, so the grocer actually has to pay cash, and give credit for 10, 30, or 60 days, and any old time.

There is a feeling all over Canada amongst retail grocers that they are the most abused class on earth and that credits must cease and cash reign. Cash is king, God save the king. If 10 per cent. of the leading grocers in any city or town would come out boldly for cash. I feel sure the lesser lights would fall into line quickly, and it would be a good thing for both consumer and grocer. Oh, what peace! There would be less anxious looks, less bald heads, and more smiling faces. Who will be a Daniel?

### KEEP ON EATING FISH!

The signing of the armistice does not mean the end of the war. It is but the preliminary of the hardest phase of the world struggle—the reconstruction period. Patriotic Canadians will not slacken a whit on their policy of self-denial. In the line of food, their sacrifices must increase rather than decrease. The men abroad and the civilian populations must be fed until reconstruction abroad has reached the point where the people of Europe can care for themselves. For food for the long, hard winter now beginning, they look to America. Hence, it is up to every real Canadian to save every possible pound of food suitable for export.

This means, if you have been eating meat six times a week, it is your duty to replace it by fish at least three times a week. Nor is this a sacrifice. It will benefit your health and have a surprisingly good effect on your pocket-book.

### NEW MAXIMUM MARGINS FIXED BY U. S. ON SALES FROM RETAILER TO CONSUMER

|  |           |         |
|--|-----------|---------|
| Victory Flour, original mill pkgs., 1/2 bbl. quantities and more, per bbl. | \$1.00 to | \$1.20  |
| Victory Flour, original mill pkgs., 1/4 bbl. quantities and less, per bbl. | 1.35 to   | 1.60    |
| Victory Flour, broken mill pkgs., per lb.                                  |           | .01 1/2 |
| Wheat Flour, original mill pkgs., 1/2 bbl. quantities and more, per bbl.   | 1.00 to   | 1.20    |
| Wheat Flour, original mill pkgs., 1/4 bbl. quantities and less, per bbl.   | 1.35 to   | 1.60    |
| Wheat Flour, broken mill pkgs., per lb.                                    |           | .01 1/2 |
| Barley Flour, original mill pkgs.  | 18 to     | 22%     |
| Barley Flour, broken mill pkgs., per lb.                                   |           | .01 1/2 |
| Rye Flour, original mill pkgs.   | 18 to     | 22%     |
| Rye Flour, broken mill pkgs., per lb.                                      |           | .01 1/2 |
| Corn Flour, original mill pkgs.  | 18 to     | 22%     |
| Corn Flour, broken mill pkgs., per lb.                                     |           | .01 1/2 |
| Rice Flour   | 18 to     | 22%     |
| Corn Meal, bulk, per lb.   |           | .01 1/2 |
| Corn Meal, original mill pkgs.   | 18 to     | 22%     |
| Hominy   | 18 to     | 22%     |
| Sugar, all kinds in bulk, per lb.  |           | .01 1/2 |
| Sugar, all kinds in refiners' original pkgs., per lb.                      |           | .01     |
| Evaporated Milk, unsweetened   | 18 to     | 22%     |
| Oat Meal and Rolled Oats, bulk, per lb.                                    |           | .01 1/2 |
| Oat Meal and Rolled Oats, original mill pkgs., on S. P.                    | 20 to     | 25%     |
| Rice, on S. P.   | 20 to     | 25%     |
| Beans, white or colored, on S. P.  | 20 to     | 25%     |
| Starch, edible, on S. P.   | 20 to     | 25%     |
| Corn Syrup, tins, on S. P.   | 20 to     | 25%     |
| Canned Corn, Peas and Tomatoes, standard grades, on S. P.                  | 25 to     | 30%     |
| Canned Salmon Chums, pink and red, on S. P.                                | 25 to     | 30%     |
| Canned Sardines, domestic, on S. P.  | 25 to     | 30%     |
| Dried Fruit, Raisins, Prunes and Peaches, on S. P.                         | 25 to     | 30%     |
| Lard, pure leaf, bulk, per lb.   | 5 to      | 6c      |
| Lard, pure leaf, tins  | 18 to     | 22%     |
| Lard, substitutes, bulk, per lb.   | 5 to      | 6c      |
| Lard, substitutes, tins  | 18 to     | 22%     |
| Breakfast Bacon, whole pieces, per lb.                                     | 6 to      | 7c      |
| Heavy Bacon, whole pieces, per lb.   | 5 to      | 6c      |
| Hams, smoked whole, per lb.  | 6 to      | 7c      |

In quoting sliced ham and bacon, add usual differential to cover actual shrinkage. "Original Mill Packages" as used above means where retailer sells product in the same mill container as received by him.

"Broken Mill Packages" means when retailer removes contents from original mill packages and sells in smaller quantities.

By other special regulations the retailers' maximum margins have also been fixed in accordance with the following list:

|  |       |     |
|--|-------|-----|
| Potatoes, white or Irish   | 25 to | 30% |
| Onions   | 25 to | 30% |
| Eggs (whether sold in carton or not), per doz.                                     | 7 to  | 8c  |
| Butter, per lb.  | 6 to  | 7c  |
| Butter substitutes, Oleomargarine, Nutmargarine, etc., per lb.                     | 5 to  | 6c  |
| Cheese, American, Cheddars, Twins, Flats, Daisies, Long Horns and Y. A.'s, per lb. | 7 to  | 8c  |

The order-in-council permitting Canadian municipalities to institute standards of fair food prices in their community, give an added interest to the margins allowed in the United States.

# Will Export Trade Absorb Potatoes

Potato Crop Large This Year, and Prices Likely to be Moderate—Surplus Here, but Shortage in United States—Possibilities of Export Dependent on Shipping—Present Demand Light—Evaporation Active but Plants Few

CANADA'S potato production this year is unusually good, only one province falling far below average production, while others have more than made up for this decline. In a broad way, Manitoba had a record yield, the returns being over double that of normal season. Then British Columbia had a good yield. Alberta supplies are light and in parts of Saskatchewan similar conditions prevail, and Manitoba potatoes are finding a ready market in these provinces. Ontario and Quebec, Prince Edward Island and New Brunswick have all made good returns. In a general way it is stated that there are more supplies in hand than will be required by the Canadian trade itself. If the keeping qualities are good, and there is reason to anticipate that they are, there ought to be no anxiety for the coming needs of winter and spring.

## United States Short

It is interesting to note that the yields in part of the United States are below normal. In some parts the crop was small. Taking this over the country, the shortage of the whole Union is placed at over 60,000 bushels.

Of course, a great deal of the New Brunswick production goes into the New England States every year. And if reports are dependable, this territory is where part of the present shortage exists. It is to be expected that the shipments to the districts nearby will eclipse past records, the New Brunswick product being a favorite in the Boston and New York markets always. Therefore, it is a certainty that supplies will be sent forward to the United States in large volume, and especially so in view of the recent abolition of duty.

## What of Prices?

Of late, declines have been registered on many markets. There are reasons for this which cannot be overlooked. Some markets have been over supplied. The reason for this came from a general production through the evaporation of the war garden. Thousands of people have grown enough of this essential vegetable in the "back yard" to carry them through the winter. With such a general production, even though the individual amounts are small, the bulk reaches a total that makes it by no means a negligible factor.

In some towns and cities the sales that generally materialize in the late fall have not been made this year, and will not be made at all. Therefore, prices have declined and the present movement is not heavy, is indeed below the normal for this time of year. In

the matter of prices opinions differ some, handlers believing that there will be no reduction to speak of, if any, from the present levels, while others believe that lower levels will yet be reached. Time alone will tell. In any case, it is admitted that householders are not storing this year as they did last; they rather prefer to buy from hand to mouth, and this, it was thought, would continue.

The United States prices at this writing are about 20 to 30c per bag lower than those obtaining in Canada for the same sized bag—90 pounds—or on the same basis in any case. Whether they will decline to this basis in Canada remains to be seen. It is apparent, in any case, that Canada will have all the potatoes she requires at a fair price—lower than those of last year.

It is not generally believed that there will be any tendency to export potatoes to Europe. They would be a difficult

crop to handle, and with the scarcity of shipping space and the high freight rates, any effort of this kind would hardly be either a possible or a profitable venture. Then, too, the Irish potato crop is unusually heavy and is sufficient to meet almost any demand made upon it.

## What of Evaporated?

It is, of course, possible, and even probable, that some potatoes will find their way overseas in evaporation form. If so shipped, the cargo space occupied would be very much less for a given quantity of potatoes than when they are carried in green form, and would consequently eliminate the argument against bulk shipments. This could not, however, in any case be a very large factor, as the potato evaporating industry has not been largely developed in Canada. It is evident, therefore, that Canada must herself be the great consumer of this crop.

## Store Windows May be Lighted in Hydro Regions

Merchants Are Permitted to Use Lights in Their Windows Till Further Notice—No Assurance That This Will be Permitted After Xmas Season

THE restrictions on the use of Hydro - Electric Power in the lighting of store windows that has been such a serious handicap to merchants in Ontario and other sections of the country has been removed for the Christmas season at least, though there are some restrictions still in force.

The regulation forbidding the use of any lights in store windows, or the use of any lights that could illuminate the window, has been a very serious detriment to the trade. It has taken away from the merchant one of the best selling devices, and in outlying sections of towns and cities where the merchants depend largely on the evening business it has been a very grave factor indeed.

Strong representations have been made to the Hydro-Electric Commission pointing out that there has been a considerable change in the urgency of the need for power, and that the maintenance of this embargo during the Christmas season would work a great hardship to all merchants. As a result of these representations an order has been issued partly removing the restrictions on store window lighting, at least, during the Christmas season. Toronto and Hamilton have been most active in their appeal to the Controller, and it is to the Hydro-Electric Commissions of these

places that instructions have been sent, permitting them to insert advertisements in the newspapers announcing the removal of the restrictions.

While partly lifting the restrictive order, the Power Controller requests that the utmost conservation in the use of electricity be practised. He asks that no more power be consumed in lighting the windows than was used during the months the prohibitory order was in force, pointing out that the manufacture of munitions is still going on, and will be for some time to come.

## NEW TYPE OF FRUIT

A new type of fruit, which has been named the tangelo, has been produced by the United States Bureau of Plant Industry through a cross between the tangerine orange and the grapefruit, or pomelo. As a class the tangelos resemble round oranges more than either of their parents and are exceedingly variable. Two well recognized varieties have been thoroughly tested and have been distributed to co-operators for further trial. The tangelo has little acidity and resembles a tender and good flavored orange more than a grapefruit or tangerine.

## EXPORT OF CANNED EDIBLES FROM U.S. PERMITTED

**T**HE U.S. War Trade Board announces, in a new ruling, after consultation with the United States Food Administration, that they will now consider applications for licenses to export canned vegetables and dried fruits, with the exception of dried apples, dried peaches, and dried prunes, to all countries except the United Kingdom, France, Italy, and Belgium proper and the central powers.

Purchase of the above-named commodities for shipment to the United Kingdom, France, Italy, and Belgium proper will continue, as heretofore, to be made by the allied provisions export commission acting on behalf of the governments of these countries.

Applications for licenses to export these commodities must be in accordance with the rules and regulations of the War Trade Board. Exporters who in the past have been refused licenses may now submit new applications.

## CANADA'S POTATO SURPLUS REACH RECORD FIGURES

**A** REVISED estimate of the Canadian potato crop from figures in possession of the Canada Food Board shows an exportable surplus in six provinces of 28,433,000 bushels over all requirements for domestic use and seeding. Alberta, Saskatchewan and Ontario have no surplus. Early frosts and prolonged drought reduced the yield below normal in those provinces. On the contrary, Quebec, New Brunswick and Manitoba show a remarkable surplus of 24,500,000 bushels. The balance of 3,933,000 bushels is in Prince Edward Island, Nova Scotia and British Columbia.

## APPROVES PURCHASE OF 600,000 TONS FLOUR

**A**N Order-in-Council has been passed authorizing the Board of Grain Supervisors to approve of the purchase of 600,000 tons of Canadian flour by the Wheat Export Co., Ltd., during the cereal year. The Royal Commission on Wheat Supplies suggested that this should be the maximum purchased. The order provides for the sale by the Board of this quantity, without in any way assenting that it shall be the maximum purchased.

## WHY ORANGES WERE HIGH, ONLY 38% PRODUCTION

**C**ITRUS shipments from California during the year ending August 31, 1918, totaled 25,233 carloads, according to the annual report of E. G. Dezell, acting general manager of the California Fruit Growers' Exchange. There were 19,456 carloads of oranges and grapefruit and 5,777 carloads of lemons. Compared with previous years the figures show a 20 per cent. navel crop, a 47 per cent. Valencia crop, a 71 per cent. lemon crop and a 70 per cent. crop of miscellaneous varieties. For the crop year the total shipments of all varieties for

1917-18 will be about 38 per cent. of the previous year.

The light yield was due to an unprecedented period of hot weather that destroyed much of the young fruit in June of 1917. It was because of this crop disaster that extremely high prices have prevailed on the limited supply. "The returns, however," says the report, "were not evenly distributed between varieties or districts. The return to navel growers did not cover the cost of caring for the groves, and the navels constitute over one-half of the California citrus production in normal years."

## ALL SIZES PAINT CANS TO BE REINSTATED

**F**OLLOWING the announcement of the improvement in the tinplate situation, comes the news that the pint and half gallon paint cans are to be reinstated. The decision was made at a special meeting of The Canadian Paint, Oil and Varnish Association, and applies as well to varnish cans as to paint.

The proposal of the manufacturers to discontinue the pints and half gallons did not meet with the approval of a great many retailers. Several of the manufacturers also were against the move.

## AUSTRALIAN JAM FOR ALLIED ARMIES

**T**HE largest single shipment of jam ever to pass through the port of New York, was reported recently when the British steamship Macedon docked in New York on her way to France. Practically the entire cargo of the freighter was of jam from Australia, the ship's papers showing a total of 3,000 tons carried.

## U. S. COPRA CONSUMPTION REACHES RECORD LEVELS

**T**HE recent announcement from Washington of the cancellation of the order of June 28th, by which the importation of copra into the United States was suspended, calls attention to a remarkable increase in the use of the cocoanut and its products in the United States in recent years.

"Copra," as is well known, is the trade name for the dried meat of the cocoanut. A compilation by the National City Bank of New York shows that the quantity of copra brought into the United States in the fiscal year 1918 just ended was approximately ten times as much as in the year before the war. From a modest 56,000,000 lbs., in the fiscal year 1914, all of which preceded the war, the figures grew to 90,000,000 lbs. in 1915; 110,000,000 in 1916; 247,000,000 in 1917 and about 550,000,000 lbs. in 1918. The tropical sections of the whole world are being ransacked for the cocoanut, and the imports into the United States are drawn from more than 30 countries and islands representing every grand division of the globe. Oceania is by far the largest contributor and our own Philippine Islands supplied nearly one-half of the approximately 550,000,000 lbs. entering the United States in the fiscal year 1918.

## FORECAST CELERY CROP CALIFORNIA OUTPUT LARGE

**T**HERE are evidences that there will be a fairly heavy offering of celery during the coming winter.

Revised estimates of the Californian crop indicate that there are about 1,860 acres of celery planted and likely to produce for fall and winter shipments in central California. It is expected shipments will reach their height in December.

In the case of the Florida crop the situation is not so good.

The celery area in the leading Florida sections is officially estimated at 50 to 70 per cent. of last year.

This crop will be moving early in the spring and it is not likely that any stringency can arise before then.

## GOVT. MAY CUT OUT ALL GASOLINE RESTRICTIONS

**A**LTHOUGH many meetings have been held in various parts of the country to consider the situation in regard to gasoline no definite action is expected for about two weeks. The proposal of the Fuel Controller, which is still in abeyance, to limit the profit of retailers to ten per cent., has caused a storm of protest from firms all over the Dominion. A committee from the Retail Merchants' Association is expected to go to Ottawa this week to take the question up with the Fuel Controller. The suggestion is that the Fuel Controller make the profit limit twenty per cent. instead of ten, and also that the price be fixed so that no matter what part of the Dominion a dealer resides in he will be sure of getting the twenty per cent.

## EMBARGO ON NUTS AND VEGETABLES TO BE RAISED

**I**T has been announced from Ottawa that in the near future the restriction against the importation of many varieties of nuts and vegetables will be raised. Commencing December 1, applications will be considered by the Canada Food Board for permission to import any varieties of these two classes of foodstuffs.

## RECORD SUGAR PURCHASE MADE BY U.S. ARMY

**O**NE of the reasons for the shortage of sugar at the present time is due to the enormous demands made on existing stocks by the armies on the field.

Thirty-two million six hundred and forty thousand pounds of sugar for the American Expeditionary Forces have been purchased by the subsistence division. This is the largest single order ever placed by the army for sugar and ranks with the largest sugar purchases in history. The total cost of this sugar is \$2,937,600 net. The net weight of this shipment will total 16,320 tons, which will fill approximately 550 cars. Sugar for the army is packed in

100-pound double sacks. The domestic requirements for sugar added to the overseas purchases make the total army purchases for the month approximately 43,000,000 pounds, a little over 3 per cent. of the total sugar consumption of the whole country.

## WASTE PAPER PRICES SHOW DECLINE

**W**ASTE paper prices after a short interval of very satisfactory figures have again declined to a merely nominal price. Toronto handlers report that they are at present paying \$8.00 a ton in less than car lots and \$10.00 a ton in car lots for baled paper. These prices are F.O.B. Toronto. Unbaled paper would be hardly worth shipping with the market in this condition, and with small shipments the freight charges would be entirely disproportionate to the value of the goods.

## BREAD CONSUMPTION DE- CLINES; PRICES ADVANCE

**J.** R. McFALL, of the Cost of Living Branch, in his report on the cost of bread for the month of September to Hon. G. D. Robertson, Minister of Labor, shows that the consumption in bread in the Dominion declined 9 per cent. in September, as compared with the previous month. The cost of placing bread in the hands of the consumers was one-sixth of a cent per pound more than in the previous month, owing to higher delivery charges. The average cost for the Dominion of bread was 6 9-10c per pound, delivered.

## CANNED AND BOTTLED FRUIT MAY BE EXPORTED

**A**CCORDING to intimation given out by the Canadian War Trade Board, the restriction against the import of canned and bottled fruits and soaps into the British Isles has been withdrawn. The wire announcing the fact reads as follows:

"Have received intimation from the High Commissioner, London, that British authorities have issued general license for three months permitting importation of any quantities of fruits, canned, bottled or preserved, also soap.

## NEW EATON BUILDING TO BE COMMENCED

**I**T is understood that the new departmental store building, that has been under contemplation for some time, and that will occupy the large area bounded by College, Yonge, Hayter and Ter-auley Streets, Toronto, will be shortly under way. It is generally known that the T. Eaton Co. are the owners of this property, though as yet no official notification has been made to that effect. The erection of the building has been held up owing to the war, and the inability to get structural steel.

It is understood that a permit will be issued this week for the erection of one of the buildings.

# CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS  
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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Vol. XXXII. TORONTO, NOVEMBER 29, 1918 No. 4

### EDITORIAL BRIEFS

MORE than three meals a day is a wasteful practice, says the United States Food Administration. Not only wasteful, but impossible for most of us at present prices.

\* \* \*

AMONG the items on the United States Army's bill of fare is one of 47,000,000 pounds of flour, 30,000,000 of which goes to France. There is also a modest little item of 1,000,000 gallons of syrup, which it was considered, with care, would last through the months of October and November. A little item of 100,000,000 cans of salmon represents the year's purchase for this same army.

\* \* \*

THAT Christmas window contest is once again a matter of interest. This is a good time to be making plans for the Christmas window. It is the greatest single selling factor that the merchant has, and now that those places served by Hydro-Electric are once again permitted to use window lights, every merchant everywhere should make the most of these opportunities.

KEEP your credits in good shape. Buy as you would buy in any normal time, sanely, without speculation, but also without too much peeling of orders. These are uncertain times sure enough, but one other thing also is sure, there is not too much food to go round the world, and it cannot decline in any great and spectacular break. Canada has no cause to fear the days of reconstruction, much less has the grocery trade.

### THE COMING DAYS.

THERE is of course a good deal of uncertainty about the coming days. There are people who see nothing but gloom and social and economic disarrangement. The failure of the munition business is the great cry of everyone who has a dyspeptic, cheerless imagination. Sooner or later the munition factories will close, that goes without saying, and whatever it costs we should be ready to say Thank God! But fortunately we do not believe that it is going to cost us the times of hardship pictured by the pessimists. There will be men turned out of work, some factories have already closed, and some factories like the Massey-Harris Co., and the Canadian Allis Chalmers, Toronto, are advertising for thousands of men to take up the work of peace, to make ploughs and binders and locomotives. These are only an instance of what faces you on the doors of factories, and in newspapers everywhere, "Men Wanted." The munition worker will be out of work long enough to permit him to tramp to another job and no longer. The sad-faced prophet of evil times is a false prophet.

### MUCH TALK AND LITTLE KNOWLEDGE

THE Quebec *Telegraph*, usually a well informed newspaper, in a recent editorial entitled, "Peace and Prices," demonstrates the danger of instructing the public from the editorial chair. There is an unfortunate impression among newspaper editors that this editorial chair gifts them with all wisdom, so that there is no need to investigate the problems of which they write, no need to search for the truth. They speak of commercial subjects out of the fullness of their ignorance of commercial conditions. Note, for instance, these weighty thoughts:—

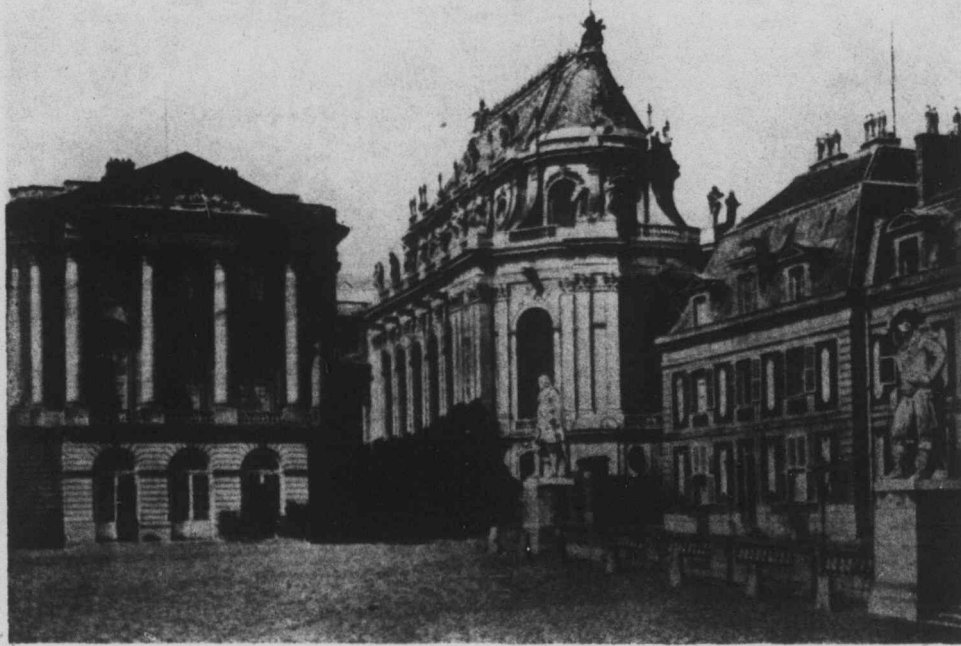
"We have heard it stated that certain of our Quebec middlemen were planning to enhance the price of certain foodstuffs, including such essentials as flour and sugar. This may or may not be true, but at any rate it represents what is probably the natural tendency of the profiteer at the present time to make as big a grab as he possibly can now, before the normal conditions which lie before have time to reassert themselves.

"The excuse is going to be made—it has already been made in Quebec—that the demand of Europe for food is so great that the supply is inadequate and that the price must, therefore, be increased. It is the duty of the authorities to answer this commercial casuistry by a stern prohibition of any increase in price of foodstuffs save by special consent.

"The war is over. And war prices should be over, too." And so on at some considerable length.

This sort of argument unfortunately goes with a good many people for wisdom, whereas it represents only the ravings of one who has not troubled to inform himself of the truth.

## Current Events in Photograph



### Where Peace Terms Will Be Arranged

It was in the Palace of Versailles that the terms of the Armistice which brought hostilities to a close were framed by the Allies. In the same historic building will be arranged peace terms which the world hopes will make any such wars as that which has raged for the past four years impossible. It is here that Prussian Militarism will be shorn of its power. It is interesting to note that in 1871 the Prussian King was saluted in this palace as Emperor of Germany.

## Will Food Board Help Wholesalers Dispose of Substitutes

Advices to Trade Would Seem to Suggest Assistance, But  
Ottawa Denies Knowledge of Any Such Arrangement—  
Meeting of Millers and Food Board Officials May  
Result in Necessary Action

ADVICES reaching the trade this week are to the effect that the Canada Food Board has decided to assist dealers in disposing of their surplus stocks of substitute flours. It is indicated that if the Board is communicated with at once the Board will forward blank forms to be filled in with quantity of each substitute on hand, the actual cost of same to buyers and they will advise what disposition to make of same at an early date. This information has been supplied to the trade as a result of a conference with Food Board officials and is in line with possible trend of events as outlined last week in CANADIAN GROCER.

From information which was available last week CANADIAN GROCER covered the situation in a general way as follows: "The removal of restrictions on the use of wheat flour by eliminating the necessity of using substitute flours has caught millers, wholesalers and retailers with heavy stocks of substitutes. Indications are that the Canada Food Board has made arrangements for disposition of these, but details have not yet been worked out. It seems possible that millers will be asked to take back unbroken packages of substitutes from

retailers to be assembled with millers' stock for shipment to any point the Food Board may direct. This would seem to be a solution of a situation which might well result in a serious waste otherwise. Details as to how Food Board will deal with question will be eagerly awaited."

The Ottawa correspondent of CANADIAN GROCER followed this matter up this week and the advice given out by the Board was not by any means in line with what had been expected. The report received from Ottawa reads:

"With regard to the above the Canada Food Board made no such arrangements, nor does it contemplate doing so. The bakers will simply have to use up their substitutes. The Food Board thinks that those who have shown skill and efficiency in the use of substitutes under the Food Board regulations should have no trouble in using up their stocks, specializing on the substitute loaf and thus stimulating increased production."

However, in spite of this, hopes are expressed that some more satisfactory disposition of the matter may be effected. At meetings between the millers and Food Board officials this week it is understood recommendations were made to the Food Board that central "accumu-

lating" stations be established at which shipment can be accepted from the retailer, rebagged and shipped in carloads to seaboard. This was favorably received and there seems to be some reason for the belief that this suggestion may be developed to a solution of present difficulty. At any rate, hopes for the best are entertained and some announcement may be expected almost any day.

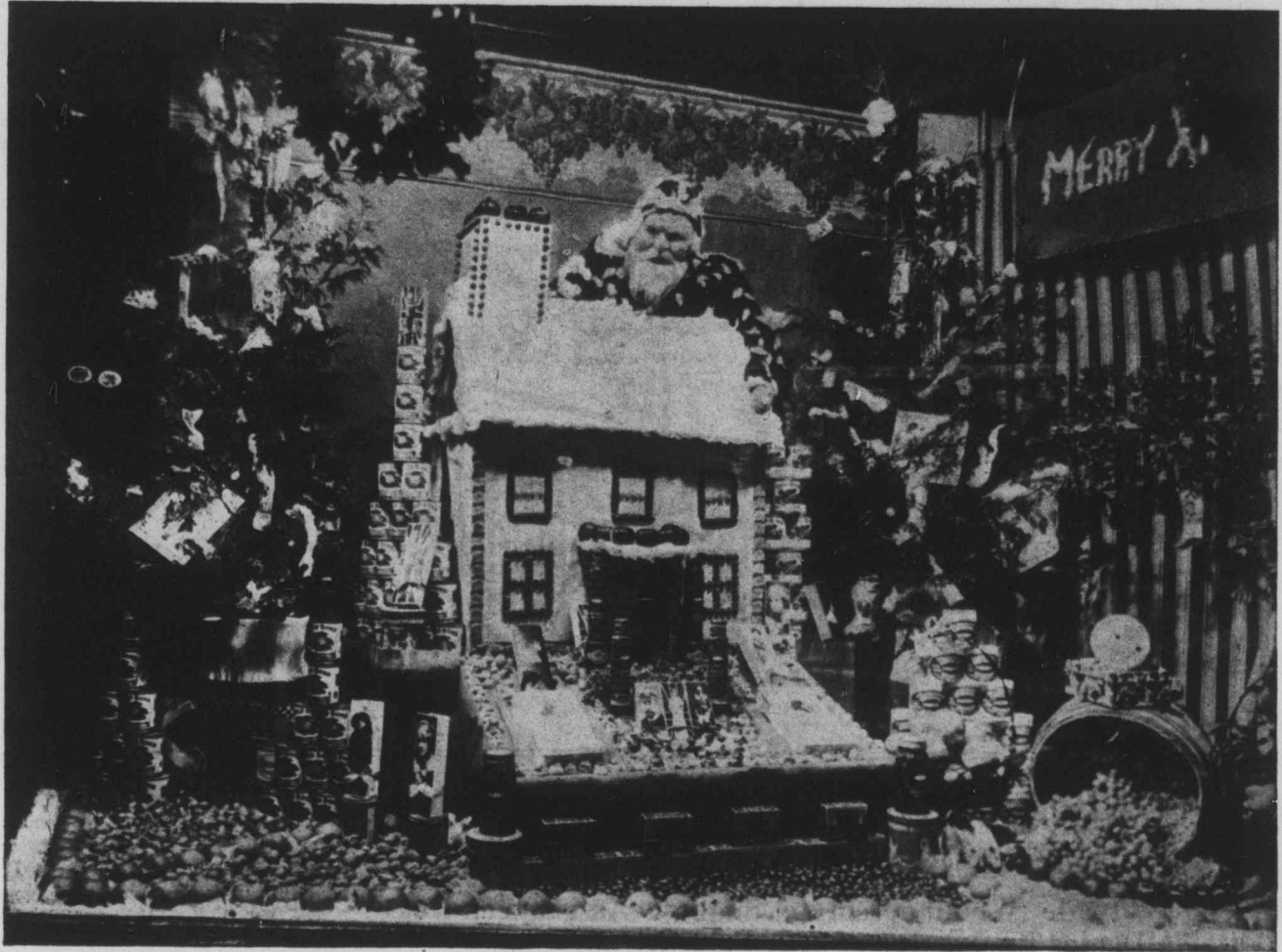
### FISHERIES' PROSPECTS NEVER BETTER

Evidence of the most satisfactory results from the fish cultural operations, says the Department of the Naval Service, is apparent on all sides. The catch of whitefish per net in Lake Winnipeg was never better than during the current season; the whitefish fishery in Lake Erie—which is the greatest whitefish producing area in Canada—was more prosperous last season than it has ever been, and Lake Ontario is rapidly returning to the prosperous condition in which it formerly was. The salmon streams of Quebec and the Maritime Provinces were never in better condition; the spawning areas are covered with salmon which are forcing their way into the highest tributaries of the various rivers.

### U. S. PERMITS PACKING OF SUGAR IN PACKAGES AGAIN

Under the new conditions, the Food Administration has removed all restrictions from the packing of sugar in packages. The refiners are authorized to put up sugar in packages in any weight called for by the trade.





## The Christmas Window Contest

**C**ANADIAN GROCER, as has been the custom in years past, is announcing another in the long series of Christmas window dressing contests that have been so successful in the past. The idea of these contests is to increase the interest in effective window dressing, and to encourage a real study of this art so that the merchant can at all times make the most effective use of this important selling agency.

### Not Art, But Selling Power

The idea of the contest is not to develop artistic windows as such. These are good in their way, but they do not always sell goods. This is the basis on which this contest will be judged, the effectiveness of the window in selling goods. An artistic window that lost none of the selling appeal would naturally be the better for this quality.

### Chance For Everyone

The fact that elaborate window fixtures, and

attractive window settings, are not a deciding factor in this contest, gives everyone an even chance. The small merchant can make his window as effective as the larger merchant. It may possibly lack the fine arrangement, and may yet get the results aimed at. To make the contest still more even, the contest is divided into two classes, A and B. The A class for towns and cities over 10,000; the B class for towns under that population.

## THE PRIZE LIST

| Class A |       |          | Class B |       |          |
|---------|-------|----------|---------|-------|----------|
| 1       | Prize | - \$5.00 | 1       | Prize | - \$5.00 |
| 2       | Prize | - 3.00   | 2       | Prize | - 3.00   |
| 3       | Prize | - 2.00   | 3       | Prize | - 2.00   |

# Perpetual Inventory for Wholesalers

A Discussion of the Needs and the Purposes of a Perpetual Inventory — Methods of Margin Computation and Other Things

By HENRY JOHNSON, Jr.

**A** WHOLESALE merchant located in Maritime Provinces takes up my statement that Food Control is going to help all to become better tradesmen and asks whether I have anything in the way of a sample perpetual inventory to fit his business, which is wholesale flour, feed, oats and provisions. It seems to me that a system suitable to that business could be devised with very little trouble or ingenuity, because of the limited variety of lines and items to be accounted for.

## What Is a Perpetual Inventory?

What is a perpetual inventory? It is a system which will show at the end of each day purchases, sales and approximate stock on hand of every item dealt in. Because of the endless detail in the ordinary retail grocery store and the petty character of the daily transactions, no system has been devised whereby even an approximately detailed perpetual inventory can be carried in that business. I see no reason why it cannot be adapted very readily to my correspondent's business.

The equipment required for a business of moderate size is a set of cards, about 5½ by 8 inches, suitably ruled, with guide cards and an adding machine. Any large stationer can help out with suggestions and probably would have stock outfits from which could be chosen what would be best for the particular purpose. If counter slips of any duplicating design are used those will complete the records. If not, a counter book will answer in a small business. With a fire proof safe the merchant is safeguarded from destruction of records, provided the records are put into it each night—the most important thing a merchant can provide to insure himself collection of full loss in event of fire.

## Use Of The Equipment

One card should be provided for each item. The ruling is very simple. The guide tab will permit the instant finding of the oats section, for example, and then will follow the cards bearing the record each of one kind of oats, kept in alphabetical order. Progressively spaced guide tabs can be kept on the cards on which, following the guide card oats, will be written "No. 1," "No. 2 White," etc., so that each kind is segregated by itself for immediate reference.

The same applies to flour, where one card will be used for each size of each brand. Only one item in any line is to go on any one card; so "White Lily ¼s." will appear on one, and if you carry quarters in paper and cotton, a card will be used for each.

Below the guide tab on each card will

be a generous space for the name of the item in full, with its description. The faint lines can be spaced quite closely. The vertical divisions will include date, from whom purchased, cost, quantity, value, sales, listing quantity, price and value, remaining stock, and value. Before you order your ruled cards test out the records you want for a few days in actual practice to get them as nearly right as possible the first time.

## Working The System

Begin by listing the stock on hand, one item on each card, filling in inventoried value. If no actual inventory is taken, put in the best estimates and wait for checking until the next inventory time; though the best way will be to start from actual inventory knowledge of what stocks are on hand.

At the end of each day, take from the sales slips—or counter book—the sales of each item, total them and total what is obtained for them, enter each total of sales, price and value on each card. Deduct such sales from stock on hand, and carry the remainder, and its value, to the last space in the line. Naturally if any goods are received during the day, such receipts will be added to stock on hand, increasing the total.

With an adding machine, working during the day at odd moments to keep this system going, any small merchant can keep exceedingly accurate tab on his business without working practically any overtime. A larger merchant will have some office help, any of which will have intelligence enough to work it. Such system will enable any size merchant to know what his stock should be from day to day—in fact, is a complete record of his business against which his cash and invoices and other records can be checked concurrently. The actual inventory at the end of the period will give him the counter-check necessary to detect leakages, pilferages, losses, etc.

If the original entries, the cards, the inventory figures, check book and all other papers of original entry be kept in the safe, the merchant will be in fine shape.

## How Did I Figure?

My correspondent whose record I reviewed as that of one who "feared not to face facts," writes me:

"Cannot understand how you compute results, viz., expenses 13¼ per cent. and margin 14½ per cent. gross. Kindly be more explicit. Thank you."

Please remember that I hedged a little in my answer, for to have examined more fully, in the absence of certain data which I mentioned as missing, would have involved the laying out of

a balance sheet, which then might have been upset by further information.

The total gross earnings shown was \$1,281. Purchases were \$7,554. These together make sales of \$8,835. Divide the sales, \$8,835, into the gross earnings \$1,281, and we get almost exactly 14½ per cent. Thus:

|       |        |
|-------|--------|
|       | 14½    |
| 8835) | 12,810 |
|       | 8,835  |
|       | 39,760 |
|       | 35,340 |

4,420

Similarly, the expenses were \$1,169, which, divided by the sales \$8,835, show somewhat less than 13¼ per cent. thus:

|        |        |
|--------|--------|
|        | 13¼    |
| 8,835) | 11,690 |
|        | 8,835  |
|        | 28,550 |
|        | 26,505 |
|        | 2,045  |

You will note, of course, that these computations are on the sales value. If any facts you have tend to modify the conclusions, I shall be very glad to have them.

## Hint From Mail Order House

Relating a visit to a Chicago mail order house, and reviewing the efficiency of the "silent salesman," the M. O. catalog, that thoughtful philosopher, Leon M. Hattanbach, notes this:

"The Chicago mail order houses will not sell to residents of Chicago, but depend entirely on people who do not live in the city. Why, we do not know. It seems not desirable to have customers come into the store. There must be some advantage to this arrangement or it would not be practised."

There are many reasons, chief among which is the fact that then the house would be a retail department store, like Field's or the Fair, and would be saddled by the immense expense necessary to run such a business. It is vastly more expensive to show goods to women tramping all over the place and selecting, choosing, mind-changing, than it is to let those women do all that at home before they write their order and send in the cash.

The mail order people well know the limitations of their field. They stay inside the fence and cultivate their own ground diligently. This is the big, significant hint to merchants elsewhere who look over their fences constantly, longing for the apparently greater lus-

sciousness of the grass across the boundary. The man who specializes in his line, sticks to one kind of business and works at it intelligently, seldom has time to kick about the M. O. boys.

**Profitable Lines to the Fore**

Halvor Hauch, a diligent American of Danish antecedents, located in Alameda, California, recently changed to the grocerteria plan, and he took a hint from the cafeterias. You have noticed how, as you pass the steam tables, every item

appeals almost irresistibly? That is because you have not satisfied any part of your hunger, and you are apt to overbuy. Hauch, therefore, has arranged his stock so the high-grade, profitable items face the customer at the entrance, so that, when she reaches the more staple, low-margin goods, her basket contains about as much as she can carry; and she "goes lightly" on the staples.

Halvor tells me the plan is working out fine. So this is another good hint for thoughtful merchants.

**CEYLON TEA EXPORTS DECLINE**

The great decrease in shipments from Ceylon to the United States during the second quarter of 1918 is generally attributed to the rulings of the American War Trade Board. The total amount of Ceylon tea shipped to this country in the period stated was 3,601,610 pounds, as compared with 5,401,529 in the corresponding period of 1917. Tea waste exports also declined from 378,910 pounds in the 1917 quarter mentioned to 105,039 pounds in the 1918 period.

# Enquiry Department

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

**WHOLESALE FISH DEALERS**

Will you kindly supply me with the names of the wholesale fish dealers in Toronto and Montreal?—P. F. Gauvreau, Quebec.

**Answer**—Montreal—Maritime Fish Corporation, D. Hatton Co., Leonard Bros. Toronto—White & Co., Bowman Fish Co., F. T. James Co., M. Doyle Fish Co.

**ONTARIO CANDY AND CONFECTIONERY MANUFACTURERS**

Kindly give me the names of some Ontario candy manufacturers or confectioners and oblige J. S. Benoit, Montreal.

**Answer**—Ontario candy manufacturers are as follows: McCormick Biscuit Co., London, Ont.; The Cowan Co., Sterling Road; Huylers, McGregor-Harris Co., R. J. Barber, Clarke Chocolate Co., Patterson Candy Co., Robertson Bros., Willard's Chocolates Ltd., Savoy Candy Co.; The Harry Webb Co., Wm. Neilson Co., all of Toronto. Jersey Cream Factories, Hamilton, Ont.; Metcalfe Candy Co., Kitchener, Ont.; Frederick Stearns & Co., Windsor.

Confectionery—McCormick Biscuit Co., D. A. Perrin Co., London; Bean & Westlake, Woodstock, Ont.; C. H. Doerr & Co., Kitchener; W. J. Crothers, Kingston; Mc-Lauchlan & Sons, Owen Sound; Nasmiths Ltd., Toronto; Quaker Candy Co., Toronto; Wm. Patterson & Son Co., Brantford, and most of the candy firms referred to above.

**PURCHASES OF DRIED APPLES**

Where can I dispose of dried apples? Give names of a few dealers. Chas. G. McKeen, Springvale, Ont.

**Answer**—W. H. Millman & Sons, Toronto.

**SUBSTITUTE FLOURS NO LONGER NECESSARY**

Kindly advise just where we are at in selling substitutes with government standard flours.—L. H. Parkinson, Thedford, Ont.

**Answer**—All necessity for selling substitute flours is at an end. The order requiring the sale of these substitutes with government standard flour has been definitely withdrawn.

**OBTAINING COAL**

Having a permit to sell coal, we are unable to get it any place so far. So we decided to ask you if you could not put us in connection with some Toronto dealers or Ottawa to get a couple of cars of hard coal, either chestnut or stove.—H. Dupuis & Co.

**Answer**—Apply H. A. Harrison, Director of Distribution, Fuel Administration, Harbor Commissioners Bldg., Esplanade, Toronto.

**A BOOK ABOUT COFFEE**

I would like to get a book on coffee. Some time ago I saw one advertised in CANADIAN GROCER, but am not sure about the price. Could you let me know if you have such a publication and, if so, the price? Also, who are the proper authorities to report sales of flour without substitute, and matches without the excise tax? Several merchants in Saskatchewan, especially in country points, are selling matches bought at the old price, without stamps. This is hardly a square deal for a merchant who is trying his best to com-

ply with the laws of Canada, by not selling flour without the proper amount of substitutes and has matches all stamped. Yet this is being done in numerous places at the present time.—H. B. Urquhart, Weyburn, Sask., c/o F. W. Smith, Ltd.

**Answer** — Books on coffee—Coffee: Its History and Classification, \$2.00, to be obtained from the Technical Book Department MacLean Publishing Co., Toronto. Any infringement of the food regulations should be reported to H. B. Thomson, chairman of the Canada Food Board, Ottawa. Sales of matches without stamps should be reported to the Inland Revenue Dept. at Ottawa, or to any Inland Revenue office.

**IS THE MANUFACTURE OF CIDER VINEGAR LEGAL?**

What are the regulations re manufacture of cider for vinegar? Can I store cider for making vinegar by the old evaporation process? Give me full information.—Fred Lint, Custom Cider Mfr., Atterville Sta.

**Answer**—See article dealing with this question on another page of this issue.

**HANDLER OF MANITOBA POTATOES**

Will you please be good enough, if possible, to furnish me the names of some firms dealing in potatoes in carload lots from Manitoba and Alberta?—J. L. Durand, Trois Rivieres, Que.

**Answer**—Geo. Vipond & Co., Bright Emery Co., The Scott Fruit Co. The Sterling Fruit Co., all of Winnipeg.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

**For Subscribers  
INFORMATION WANTED**

Date.....191...

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

Name .....

Address .....

# CURRENT NEWS OF THE WEEK

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

## Maritime

The Railway Brotherhood co-operative store which has been in the organization stage for some months has about completed arrangements for beginning business. It is understood that the Co-operative Company have purchased the store of J. T. Allanach, St. George street, Moncton, N.B., and that the transfer is to take place December 1st. The new company, it is stated, has already subscribed \$10,000 of capital and will begin operations shortly. They plan to supply about 1,100 families on the co-operative scale. A manager for the store has been selected by the Co-operative Company, but no word of his having accepted the offer has yet been received.

## Quebec

A. Legault, Point Gatineau, has sold his assets.

R. W. Hooper, general storekeeper, La Tuque, Que., is dead.

E. J. Planche & Co., Sherbrooke, has dissolved partnership, and L. Stuart Planche has been registered.

Audet and Lessard, general merchants, Thetford Mines, have dissolved partnership.

The Modern Supply Stores, grocers and butchers, Montreal, have dissolved, Israel Uditsky continuing under the same name.

## Ontario

W. C. Tufford, grocer, Toronto, has sold out.

A. Earle, Grimsby, has sold out to J. E. Lawson.

J. H. Craig, of Hicks & Craig, grocers, Walkerville, is dead.

William H. White, general store, Little Rapids, has sold out.

John E. Quinn, grocer, of Edwards, has moved to Ottawa.

D. McCarthy, grocer, Ottawa, has been succeeded by Harry Smith.

J. M. Winter, general merchant, King, was a Toronto visitor late last week.

D. McConnell, general storekeeper, Cromarty, is moving to Dublin, Ont.

G. H. Webber, butcher, Hamilton, has been succeeded by Webber and Gordon.

The estate of Curtis Wells, grocer, Kingston, has been advertised for sale.

R. W. Telford has severed his connection with T. Kinnear & Co., wholesale grocers, Toronto, to join the Cudahy Packing Co., Toronto. Mr. Telford was formerly connected with this latter firm and his attention now will be directed along the selling end of the business.

## Western

E. Foran, grocer, Winnipeg, has been succeeded by Boris Lam.

Wm. Paley, of the Ruthenian Supply Co., Sheho, Sask., is dead.

J. G. McGowan, Holland, Man., has been succeeded by F. R. Rowson.

John W. Hill, proprietor of Thomas Hill & Sons, general store, Russell, Man., is dead.

J. Rosenstock, general store, Stuartburn, Man., has been succeeded by J. Probizansky.

Stephen Molner, general store, Middle Lake, Sask., has been succeeded by Chas. Koehler.

Geo. Anger, general storekeeper, Keoma, Alta., has suffered loss by fire, the loss being covered by insurance.

The Dominion City Trading Co., general merchants, Dominion City, Man., have sold to Fensom and Lain.

Percy E. Hill, Alberta, representative of Harold F. Ritchie & Company, Ltd., Toronto, succumbed to the ravages of Spanish influenza in Calgary on Tuesday, November 5.

## SHARE IN PROFITS OF THE FIRM

### Employees of T. S. Simms & Co., Ltd., St. John, N.B., Given Shares of Company's Stock

At the annual meeting of the directors of T. S. Simms & Co., Ltd., St. John, N.B., announcement was made to department foremen, travellers, and branch managers that they had been taken into "partnership," and each was presented with a generous allotment of fully paid-up and non-assessable shares of dividend-bearing stock in the company, according to their length of service.

The directors made it very plain that this was not in lieu of any future salary, bonuses, or increases that they might be entitled to, but simply—as President L. W. Simms put it—a desire that the workers for the success of the company should share in its prosperity which they had helped to create, as one big partnership every case where a merchant is dishonest with his customers. He is sure to lose. ship, in which they were all alike interested.

The appreciation of the men was suitably acknowledged at the time of the presentation.

## COMMERCIAL HONESTY THE BEST POLICY

Honesty in business is fundamental to permanent growth and success. Goodness and bigness are partners. Crookedness, in the long run, means failure.

Thus does the National Vigilance Committee of the Associated Advertising Clubs of the World preface the description of an incident which involved the selling of some bacon by a New Jersey retailer some time ago.

The retailer was crooked and he got caught.

His customer asked for some bacon so packed as to insure that it would keep several weeks. The dealer said he did not have such a grade in stock, but would soon have it. Later, he delivered some bacon to the customer.

The bacon spoiled. The customer complained to the packer whose label it bore. But an investigation showed that the grocer who sold the bacon was not fair with the customer. Though he had charged a higher price for the bacon on the representation that it was especially packed, it was not. He had taken the wrapper off of some bacon of the grade he was supposed to sell this customer, and wrapped it about a piece of bacon of an inferior grade.

The difference in the profit he obtained was only a few cents. But the customer was informed of what had happened. He lost a customer. It goes without saying that this customer mentioned the incident to others, and that, in the long run, the dealer will lose many dollars of profit for each penny of profit he obtained in the bacon deal.

## NEW CAN MANUFACTURING PLANT

Work is being commenced on the plant of the Canadian Can Company at Bowmanville, Ont. The new Company will be housed in a fine, roomy, three-storey building which will give ample room for expansion. The new company is an amalgamation of the J. F. Ross Company, and the Hygienic Containers Co. both of Toronto owing to the fact that the present plants of these two companies had become too cramped for their present requirements. A by-law passed by the citizens of Bowmanville provided for a company of \$50,000 to the new company.

## LIFT EMBARGO ON THREAD AND TWINE

The War Trade Board announces that applications for export licenses covering linen and hemp thread and twine from the United Kingdom to Canada will in future be considered irrespective of purpose for which goods are required, but will continue to be subject to restrictions as to quantity based on 1916 exports of each individual exporter.

### HINTS ON HANDLING FLOUR AND SUGAR

The head clerk in an Illinois grocery store, watching the weighing of flour and sugar, found that in one month forty-two pounds were wasted. As a result, certain rules were adopted governing the handling of these commodities. These rules resulted in an actual saving in this store and they are given as follows for the benefit of others who have similar problems:

1. In weighing sugar or flour, place a clean sheet of paper over the surface on which the transferring is done. If any is spilled, it will then be possible to use it.
2. The scoop should be clean and the right size to fill well into the bag. This does away with the dropping of small particles down into the folds of the bag.
3. Weigh carefully; balance your scales every morning. Even a fraction of an ounce overweight means a loss.
4. Have the paper bag the right size for the amount of flour or sugar put up.
5. If the commodity is weighed from a bin, see that the scoop is put back carefully so that no sugar or flour is scattered.
6. In emptying a hundred-pound sack of sugar into smaller bags or a bin, the bags should be turned inside out and carefully shaken over the receptacle.
7. Flour sacks should be turned inside out in the same manner. Care should

be taken to shake as much of the flour from the sack as possible. Your attention is called to the paper sacks containing 24½ pounds. Less flour sifts through and clings to this variety of sack.

### TO DIRECT INTERESTS WHITE SWAN SPICES & CEREALS, LTD.

C. M. Wrenshall has taken over the interests of the late A. M. Brooke, of the White Swan Spices and Cereals, Ltd., Toronto, and from the post of president and managing director will direct the in-



C. M. WRENSHALL  
President and Managing Director White Swan  
Spices and Cereals Co., Ltd., Toronto

terests of this company. Mr. Wrenshall has had a wide and varied experience in commercial life, and during the past seven years, less two years spent with the Canadian Expeditionary Force, has devoted his attention particularly to the selling end. Mr. Wrenshall will encourage the development of the Quebec field, it is indicated, his knowledge of French, which he speaks fluently, enabling him to give close and personal attention to business from this territory.

### FINDS "WHO MAKES" DIRECTORY VALUABLE

Geo. H. Ashwell, of Ashwells, Limited, Chilliwack, B.C., says: "We have been reading your CANADIAN GROCER for 27 years. I think the Fall Number, 1918, is the best yet. We were very much interested in the Christmas window displays and the Overseas Parcel Section. We were also interested in the market reports as we are in every issue. The new advertisements in the Fall Number appeal to us particularly because they let us know what is new on the market. We use the "Who Makes" Directory as a reference and will keep the Fall Number until your Spring Number comes out. We shall also keep the Christmas window displays suggested."

## Make Your Xmas Window a Winner

You Can Capture One of the Cash Prizes Offered by Hardware and Metal and Also Boost Your Profits by Exercising a Little Care and Ingenuity  
—Get Busy Now With Plans

**T**HERE is always one very important thing to keep in mind when arranging a window display, that is to make it a business producer. At Christmas time this is especially important because probably ninety-five per cent. of the people who will be attracted to your window are out for the purpose of buying. They are trying to decide just what they will give, and if you can show them something that they will appreciate, and of value, the chances are they will walk right into your store and make the purchase. Almost anyone can arrange a window so that it will look pretty. From a business standpoint this, while not useless, has little real value in dollars and cents. It simply means that a prospective customer attracted by a pretty arrangement, or some striking feature comes to look in. Seeing nothing there to interest him in the way of goods he passes on to make his purchase in some store where he finds what he wants.

#### Sale Is What Counts

In preparing for the big window display contest for which **HARDWARE AND METAL** is offering eight cash

prizes, it is well to keep in mind the Christmas sales possibilities. The hardwareman has splendid chances to offer to the buying public at all times goods that are of value. At Christmas time no merchant has better opportunities for drawing trade by means of his windows than the hardwareman. His success depends upon his selection and arrangement of goods, and just this is what makes one window display better than another. The chance is wide open for every hardwareman in every part of the Dominion, and **HARDWARE AND METAL** has eight cash prizes all ready to hand over to those who are adjudged the most proficient window trimmers.

#### Makes No Difference

It makes absolutely no difference where you live, you have an equal chance in the contest. The youngest clerk in the smallest hardware store in Canada can if he has the ideas produce a window display that will win. There is no limit to the possibilities offered by the contest. The only condition is that goods for the Christmas trade must be shown. Remember that what will appeal to the trade, say in a mining town, would not

be of interest to the people in a farming center, except in a general way. In a country the size of Canada there are so many communities, each with its own needs, that the window dresser has endless opportunity for developing originality. The possibilities of window dressing have never been, and probably never will be exhausted. There are so many good ideas and attractive arrangements that will boost sales at Christmas, that it is an easy matter to arrange a window that will "pull." Your clerk may have the idea that will mean hundreds of dollars in additional sales to you this Christmas. Give him a chance to try, it may mean splendid profits for you and encouragement and a cash prize from **HARDWARE AND METAL** for him. Dressing the window will be splendid training for him in every way. It will give him a better understanding of values, and a chance to exercise his ingenuity in a way that may prove most gratifying to everybody. You have six weeks in which to let him experiment and try out his ideas or your own. Enter the window display contest and you will be surprised at the results you can obtain.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**I**NFORMATION received this week by the trade in a wire from the secretary of the Canadian War Trade Board will give some indication of how removal of restrictions is gradually being effected. The wire reads: "Have received intimation from the High Commissioner, London, that the British authorities have issued general license for three months permitting importation of any quantity of fruits, canned, bottled or preserved, also soap."

In this connection it might be mentioned that already some inquiries have been received for canned fruits and some shipments made to seaboard in anticipation of this move. The influence on the local market has been one of strength, though no advances have been recorded.

Some manufacturers have put through an advance on laundry soap amounting to 20 to 25c per box. The high costs of fats have been offset to a great extent during the war period by the high cost of glycerine. However, with glycerine now in a market that is declining, and fats still higher in price, soap may go to even higher levels.

Latest advices reaching the trade this week on what may be expected in raisins indicate that no more orders for three-crown and four-crown loose Muscatels will be filled in either the United States or Canada and all unshipped orders will be cancelled. This, it is stated, is done in order to care for additional Government requirements. Orders for shipment to Canada of layers and clusters, except vineyard run, have all been cancelled because these cannot be made in time for the holidays; these were a negligible factor in volume of raisin business. No more vineyard run will be shipped on account of poor quality. Deliveries of other grades will range about as indicated recently.

It is understood that restrictions on the importation of nuts and vegetables into the Dominion are shortly to be removed. Dating from December 1, applications will be considered by the Canada Food Board for permission to import any varieties of these two classes of foodstuffs.

**MONTREAL**—There are advances in several lines this week. Standard soaps have gone higher by 25c per case, to \$7.75. Among the lines scoring increase of price are jelly powders, brazil nuts, castor oil, etc.

The coffee situation is unchanged at the moment, but the tendency points strongly to further advances of from 2 to 3c per pound.

There is also a strong probability of tea markets advancing again.

Among the lines on which an easier tone has developed are found canned salmon. There seems to be an ample quantity of this, and prices quoted are somewhat more favorable. Canned pumpkin scored a big decline, too, while rice is easier, and a slight shading is noticeable in several grades of prunes.

Beans are lower, and this follows the definite predictions made in CANADIAN GROCER last week and for some little time past.

Buckwheat flour is easier in price, and some lines of fruits and vegetables are lower, coarse vegetables in particular. Oranges have declined somewhat, as well as lemons.

In a general way there is a fairly seasonable condition with regard to trading. The jobbers have had a good week in many ways, and are of the opinion that a steady demand will continue for staple lines of goods.

**TORONTO**—The outstanding factor in the list of changes this week is an advance in laundry soaps, ranging from 20c to 25c per case. There is some intimation that even higher levels may be found necessary, but that is something for the future.

There has been some shading of the prices on shelled walnuts and almonds during the week. Both Spanish and Chinese peanuts are also lower. The demand for all lines is very fair and no sharp declines are looked for. Tarra-gona almonds at United States points have declined, but this has not yet been reflected here. A car of California walnuts reached the city this week and is being distributed to the trade.

There are some lots of re-cleaned Australian currants being offered this week. Latest advices are to the effect that no more orders for three-crown and four-crown loose Muscatels will be filled, and all unshipped orders will be cancelled. This action is taken in an effort to take care of additional Government requirements. Layers and clusters, which are usually here in time for Christmas, have been cancelled owing to inability of packers to make shipment in time for holiday trade. Dried fruits permitted to come are raisins, apricots and figs, and strenuous efforts to have some prunes released are being made.

Coffee rules unchanged during the week, prices remaining about where they were last week and any free offerings being snapped up quickly. The outlook seems to be for a strong market, and high prices are generally expected for some months.

# QUEBEC MARKETS

**M**ONTREAL, Nov. 27.—Grocery markets here have ruled with considerable steadiness throughout the week.

There have been a few advances, among these being standard soaps, jelly powders, castor oil, brazil nuts, and on coffee there is a strong tendency to higher prices still.

Lower prices have ruled for pumpkin of the canned variety, salmon, rice, prunes, beans, buckwheat flour and vegetables.

## Standard Soaps Up; Crab Meat at \$6

Montreal.

**SOAPS, CANNED CRAB.**—Standard soaps are higher by 25c per case, the price now being \$7.75. This is due to the release of glycerine, so largely used in ammunition making, and some expect that there will be higher prices still. A line of canned Japanese crabs is available now at \$6 per dozen.

## Castor Oil, Powders, Medicines Higher

Montreal.

**VARIOUS LINES.**—Advances are made for castor oil. Two-ounce bottles are worth \$1.75 per dozen; 3-oz. \$2.45; 4-oz. \$3.50; 10-oz. \$7.80, and 16-oz. \$12. Jello jelly powders are now selling at a price of \$1.45. Paine's Celery Compound, sold in some of the districts by the storekeeper, is up 30c per dozen, to \$2.30.

## Little Sugar Relief; Melting Light

Montreal.

**SUGAR.**—With little change, the situation holds firmly as to price, and the conservation of supplies is still suggested by the refiners. At the moment there is no promise of any improvement at all, and it is not improbable that there may be higher prices before lower quotations are made. This is something that only the future will reveal.

|   | 100 lbs.  |
|---|-----------|
| Atlantic Sugar Company, extra granulated sugars, 100 lbs. | 10 05     |
| Acadia Sugar Refinery, extra granulated                   | 10 05     |
| St. Lawrence Sugar Refinery                               | 10 00     |
| Canada Sugar Refinery                                     | 9 95      |
| D-minion Sugar Co., Ltd., crystal granulated              | 9 50      |
| Special icing, barrels                                    | 9 30-9 40 |

|                                   |             |
|-----------------------------------|-------------|
| Icing (25-lb. boxes)              | 9 60-9 80   |
| Icing (50-lb. boxes)              | 9 50-9 60   |
| Diamond icing                     | 9 10        |
| Yellow, No. 1                     | 8 90-9 20   |
| Yellow, No. 2 (Golden)            | 8 70-9 00   |
| Yellow, No. 3                     | 8 60-8 90   |
| Powdered, barrels                 | 9 20-9 30   |
| Paris lumps, barrels              | 9 85-10 20  |
| Paris lumps (50-lb. boxes)        | 9 65        |
| Paris lumps (25-lb. boxes)        | 9 85        |
| Crystal diamonds, barrels         | 10 25       |
| Crystal diamonds (boxes 100 lbs.) | 10 50       |
| Cut loaf (50-lb. boxes)           | 10 50-10 60 |
| Cut loaf (25-lb. boxes)           | 10 70-10 80 |

## Pumpkin Price Down; Salmon Easier

Montreal.

**CANNED GOODS.**—Pumpkin has been reduced in price, \$1.10 being asked now for 2½'s, and \$3.75 for gallons. Salmon also has been shaded in some quarters and has taken on lower prices for the medium grades. Pilchards are to be had at \$2 per dozen, and a better variety of sardines is offered, with as many prices obtaining on these goods. Pears and peaches in heavy syrup are very high, and the price is likely to hold on these. Jobbers report only a limited amount of business, and some do not expect a great deal of activity for the line before spring.

|   |       |
|---|-------|
| Salmon Sockeye—                                       |       |
| "Clover Leaf," ½-lb. flats                            | 2 45  |
| Sovereign, 1-lb. flats                                | 4 62½ |
| Do., ½-lb. flats                                      | 2 30  |
| 1 lb. talls, cases 4 doz., per doz.                   | 4 50  |
| ½ flats, cases 8 doz., per doz.                       | 1 50  |
| Chums, 1-lb. talls                                    | 2 05  |
| Do., ½s. flat   | 1 20  |
| Pinks, 1-lb. flat                                     | 2 25  |
| Pinks, 1-lb. talls                                    | 2 65  |
| Cohoes, 1-lb. flats                                   | 4 35  |
| Cohoes, 1-lb. talls                                   | 2 25  |
| Red Springs, 1-lb. talls                              | 4 00  |
| Red Springs, ½ lb.                                    | 2 45  |
| White Springs (1s)                                    | 2 30  |
| Salmon, Caspe, Niobe Brand (case of 4 doz.), per doz. | 2 75  |
| Pilchards, 1-lb. talls                                | 2 00  |
| Whale Steak, 1-lb. flat                               | 1 90  |
| Canadian sardines (case)                              | 6 75  |
| Norwegian sardines, per case of 100 (½s)              | 22 00 |
| 100 (¼s)  | 20 00 |
| Lobsters, ½-lb. tins, doz.                            | 3 60  |
| Sardines (Amer. Norweg'n style)                       | 14 50 |

|  |       |       |
|--|-------|-------|
| Sardines—Canadian brands (as to quality), case | 9 50  | 16 50 |
| Sardines, French                               |       | 32 00 |
| Canned Vegetables and Fruits—                  |       |       |
| Asparagus (Amer.) mammoth green, doz.          |       | 4 00  |
| Tomatoes, 1s                                   |       | 0 95  |
| Tomatoes, 3s                                   | 1 95  | 2 02½ |
| Tomatoes, U.S. pack, 2s                        | 1 40  | 1 50  |
| Tomatoes, 2½s                                  | 1 90  | 1 92½ |
| Tomatoes, gallons                              | 6 00  | 7 05  |
| Peas, standards                                | 1 45  | 1 47½ |
| Peas, early June                               | 1 57½ | 1 60  |
| Peas, extra fine, 2s                           |       | 2 35  |
| Do., fancy, 20 oz.                             |       | 1 57½ |
| Peas, Moigan, extra fine                       | 2 20  | 2 25  |
| Beans, golden wax                              | 1 95  | 1 97½ |
| Beans, Refugee                                 | 1 95  | 2 00  |
| Do., old pack                                  | 1 80  | 1 95  |
| Do., new pack                                  |       | 2 00  |
| Beets (new sliced), 2-lb.                      | 1 40  | 1 42½ |
| Do., (old sliced), 2-lb.                       | 1 60  | 1 62½ |
| Corn, 2s, doz.                                 | 2 20  | 2 27½ |
| Spinach (U.S.), 3s                             |       | 3 00  |
| Do., (U.S.), gallons                           |       | 10 00 |
| Corn (on cob, gal. cans), doz.                 | 7 80  | 8 30  |
| Red raspberries, 2s                            | 4 00  | 4 17½ |
| Simcoes  |       | 2 75  |
| Red cherries, 2s                               | 2 60  | 2 90  |
| Strawberries, 1918 pack (2s)                   |       | 4 00  |
| Rhubarb, 2½s                                   |       | 2 60  |
| Blueberries, 2s, doz.                          |       | 1 85  |
| Blueberries, gallons                           |       | 7 00  |
| Pumpkins, 2½s                                  |       | 1 10  |
| Pumpkins, 3s                                   |       |       |
| Pumpkins (gallon), doz.                        |       | 3 75  |
| Potatoes, Can. Sweet, 2½-lb. tins              |       | 2 75  |
| Potatoes, Cal. Sweet, 2-lb. tins               |       | 2 75  |
| Carrots, sliced, 2s                            | 1 45  | 1 75  |
| Apples (gallons)                               | 4 00  | 5 00  |
| Peaches, 2s (heavy syrup)                      | 2 40  | 2 50  |
| Peaches, standard grade, 2½ lb.                | 3 25  | 3 60  |
| Peaches, gallon pie (peeled)                   | 7 60  | 7 75  |
| Pears, No. 2                                   |       | 2 75  |
| Pears, 2s (in light syrup)                     |       | 1 85  |
| Pears, No. 2 (heavy syrup)                     | 2 50  | 2 75  |
| Pears, gallon (pie peeled)                     |       | 7 00  |
| Pineapples, 1½s                                |       | 2 25  |
| Pineapples, 2s                                 | 3 10  | 3 50  |
| Pineapples (grated), 2s                        |       | 2 90  |
| Greengage plums (light syrup), No. 2           |       | 2 25  |
| Lombard plums (heavy syrup), 2s                | 1 70  | 2 05  |

## Best Molasses Steady; Syrups Holding

Montreal.

**MOLASSES AND SYRUPS.**—The market holds steady and firm for the better grades. It is stated that the high price has brought on the market several lighter competing lines, and this may have helped to ease the situation. The sale of cane and corn syrups still is big, but the conditions in Western Canada have shown some easing off. This was thought to be due to the sickness prevalent there, and improvement is looked for in a trade way, ere long.

|                                  |       |
|----------------------------------|-------|
| Corn Syrup—                      |       |
| Barrels, about 700 lbs.          | 0 07½ |
| Half bbls.                       | 0 07½ |
| Kegs                             | 0 07½ |
| 2-lb. tins, 2 doz. in case, case | 4 80  |

## FLASHES FROM THE WEEK'S MARKETS

Coffee may advance 2 to 3 cents a pound, owing to firm market in Brazil.

Loose Muscatel raisins have been requisitioned by U.S. Government, and no stocks are likely to reach Canadian markets.

Sales of Brazil nuts reported brisker in the history of the trade. Adequate supplies believed to be available.

Easier prices are noted in rice—owing to heavy spot stocks that have accumulated in recent months.

There are indications of a little easier feeling in canned salmon prices.

Indications point to further advances in teas in the near future.

All citrus fruits show an easier tendency owing to the beginning of the California crop movement.

Prices on shelled walnuts and almonds have been shaded slightly on the Toronto market.

Shortening has advanced ¼c; white lard shows a decline amounting to ½c per pound.

|                                      |       |
|--------------------------------------|-------|
| 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 50  |
| Barrels, per 100 lbs.                | 10 25 |
| Half barrels, per 100 lbs.           | 10 50 |
| Glucose, 5-lb. cans (case)           | 4 80  |

|                     |      |
|---------------------|------|
| Prices for          |      |
| Island of Montreal  |      |
| Barbadoes Molasses— | 1 13 |
| Punchoons           | 1 16 |
| Barreles            | 1 18 |
| Half barrels        | 1 18 |

For outside territories prices range about 3c lower.

*Easier Rice Prices;  
Lots on Spot*

**Montreal.**  
**RICE, TAPIOCA.**—There has been a lowering of quotations on rice here, the supplies being adequate to meet the trade needs. One jobber reduced his prices from 20c to 25c per 100 pounds, and the range is lower, in other cases by 50c per 100 pounds. It is stated that large quantities of rice found their way into Canada during recent months, and that there is enough here to take care of any demand that may develop. Tapioca is in good supply and without change.

|                         |          |
|-------------------------|----------|
| Ice Drips—Japan         | 11 25    |
| Carolina                | 12 50    |
| Siam, No. 2             | 9 00     |
| Siam (fancy)            | 10 50    |
| Rangoon "B"             | 9 00     |
| Rangoon CC              | 8 75     |
| Mandarin                | 10 00    |
| Pakling                 | 9 10     |
| Tapioca, per lb. (seed) | 0 14 1/2 |
| Tapioca (Pearl)         | 0 14     |

*Brazil Nuts 30c;  
Markets High*

**Montreal.**  
**NUTS.**—Brazil nuts are up to 30c per pound, and the demand has been good from the jobber. This indicates his stocking up for anticipated Christmas demand, and one importer stated that his sales one day this week totaled \$30,000. He further said that he had not seen such activity in the history of the trade. It is expected that there will be a good trade now for several weeks, and supplies seem ample for a reasonably good demand.

|                                     |          |          |
|-------------------------------------|----------|----------|
| Almonds (Tara), per lb.             | 0 28     | 0 30     |
| Almonds (shelled)                   | 0 28     | 0 30     |
| Almonds (Jordan)                    | 0 28     | 0 30     |
| Brazil nuts (new)                   | 0 28     | 0 30     |
| Brazil nuts (med.)                  | 0 15     | 0 17     |
| Filberts (Sicily), per lb.          | 0 20     | 0 24     |
| Filberts, Barcelona                 | 0 24     | 0 25     |
| Hickory nuts (large and small), lb. | 0 10     | 0 15     |
| Peanuts (roasted)—                  |          |          |
| Bon Tons                            | 0 25     | 0 28     |
| Jumbo                               | 0 26     | 0 28     |
| Champion                            | 0 22     | 0 22     |
| Fancy, per lb.                      | 0 24     | 0 25     |
| Extras, per lb.                     | 0 19     | 0 20     |
| Sheeled, No. 1 Spanish              | 0 18 1/2 | 0 19     |
| Sheeled, No. 1 Virginia             | 0 19 1/2 | 0 20 1/2 |
| Do., No. 2                          | 0 14     | 0 14     |
| Peanuts (salted)—                   |          |          |
| Fancy wholes, per lb.               | 0 40     | 0 40     |
| Fancy splits, per lb.               | 0 35     | 0 35     |
| Salted Spanish, per lb.             | 0 25     | 0 27     |
| Pecans (new Jumbo), per lb.         | 0 28     | 0 32     |
| Pecans, large, No. 2, polished      | 0 29     | 0 34     |
| Pecans, New Orleans, No. 2          | 0 31     | 0 35     |
| Pecans "paper shell," extra large   | 0 29     | 0 35     |
| Jumbo                               | 0 29     | 0 35     |
| Walnuts (Grenoble)                  | 0 29     | 0 35     |

|                      |      |      |
|----------------------|------|------|
| Walnuts (new Naples) | 0 16 | 0 18 |
| Walnuts (shelled)    | 0 85 | 0 85 |
| Walnuts (Spanish)    | 0 80 | 0 83 |

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

*Prune Range Narrowed;  
Loose Raisins Scarce*

**Montreal.**  
**DRIED FRUITS.**—There has been a narrowing of the range in prune prices, the reductions in one quarter being from 1c to 2c per pound. This makes about 1c change in the list below on 70-80's, 80-90's, and 90-100's. While raisins will soon be on the way to importers here, from the Californian growers, it is freely stated that these are not likely to reach here soon enough for the coming holiday trade. Loose muscatels of the 3 and 4 crown variety have been requisitioned by the United States government, and therefore they will not be obtainable here. Still, there are indications of an ample raisin supply for the balance of the season.

|                                 |          |      |
|---------------------------------|----------|------|
| Apricots—                       |          |      |
| Choice                          | 0 26     | 0 28 |
| Slabs                           | 0 24 1/2 | 0 25 |
| Fancy                           | 0 30     | 0 30 |
| Apples (evaporated)             |          |      |
| Do., fancy                      | 0 16 1/2 | 0 20 |
| Peaches (fancy)                 | 0 21     | 0 23 |
| Faced                           | 0 19     | 0 19 |
| Choice                          | 0 20     | 0 21 |
| Extra choice                    | 0 21     | 0 24 |
| 12 oz., per pkge.               | 0 16     | 0 18 |
| Pears                           | 0 24     | 0 25 |
| Drained Peels (old)—            |          |      |
| Citron                          | 0 46     | 0 46 |
| Lemon                           | 0 40     | 0 40 |
| Orange                          | 0 41     | 0 43 |
| Drained Peels (new)—            |          |      |
| Lemon                           | 0 40     | 0 41 |
| Orange                          | 0 42     | 0 43 |
| Citron                          | 0 47     | 0 48 |
| Cut-mixed (1-lb. cartons), doz. | 4 10     | 4 10 |

|   |          |          |
|---|----------|----------|
| Raisins—  |          |          |
| Malaga, table box of 22 lbs., 3-crown cluster, \$3.25-\$4.00; 4-crown cluster, \$5.00; 5-crown cluster, \$6.00. |          |          |
| Muscateles, loose, 2-crown  | 0 14     | 0 14     |
| Muscateles, loose, 3-crown, lb.   | 0 15     | 0 15     |
| Cal. Seedless, 15 oz.   | 0 15 1/2 | 0 17     |
| Cal. seedless, loose  | 0 14 1/2 | 0 16 1/2 |
| Fancy seeded, 16 oz. pkgs.  | 0 16     | 0 20     |
| Choice seeded, 16 oz. pkgs.   | 0 17     | 0 19     |
| Valencias, selected   | 0 11 1/2 | 0 11 1/2 |
| Valencias, 4-crown layers   | 0 11 1/2 | 0 11 1/2 |
| Sultanas (bleached) 50-lb. boxes  | 0 16 1/2 | 0 20     |
| Currants, old   | 0 24     | 0 29     |
| Cartons   | 0 32     | 0 32     |
| 80 lb. Ainslia  | 0 28     | 0 28     |
| 12 oz.  | 0 26     | 0 26     |
| Do., new  | 0 32     | 0 32     |
| Dates, Excelsior, per case (36-10s)   | 7 00     | 7 00     |
| Do., Dromedary (36-10oz.)   | 8 00     | 8 00     |
| Packages only, Excelsior  | 0 20     | 0 20     |
| Packages only   | 0 19     | 0 20     |
| Do., Dromedary  | 0 22     | 0 22     |
| Figs (new), 100 to case   |          |          |
| Figs (layer), 10-lb. boxes  | 1 90     | 2 75     |
| Figs (mats)   | 0 16     | 0 18     |
| Figs, Fancy Cal. White (Choice)—  |          |          |
| Pkgs. 16 oz. (10 pkgs.)   | 1 75     | 1 75     |
| Pkgs. 10 oz. (12 pkgs.)   | 1 45     | 1 45     |
| Pkgs. 8 oz. (20 pkgs.)  | 2 00     | 2 00     |
| Pkgs. 6 oz. (30 pkgs.)  | 3 00     | 4 75     |
| Pkgs. 4 oz. (70 pkgs.)  | 3 70     | 5 00     |
| Muscateles, 4-crown, lb.  | 0 13     | 0 13     |

|                      |          |          |
|----------------------|----------|----------|
| Prunes—              |          |          |
| California, 40-50s   | 0 19     | 0 25     |
| 50-lb. boxes, 80-90s | 0 14 1/2 | 0 14 1/2 |
| 90-100s              | 0 13     | 0 14     |
| 20-30s               | 0 25     | 0 25     |
| 30-40s               | 0 20     | 0 20     |
| 25-lb. cases, 50-60s | 0 18     | 0 20     |
| 60-70s               | 0 17     | 0 18     |
| 70-80s               | 0 15     | 0 16     |
| 80-90s               | 0 14     | 0 15 1/2 |
| 90-100s              | 0 13     | 0 14     |
| Oregon, 30-40s       | 0 16 1/2 | 0 16 1/2 |
| 40-50s               | 0 15 1/2 | 0 15 1/2 |
| 50-60s               | 0 12 1/2 | 0 12 1/2 |

*Canadian Beans Less;  
Demand is Fair*

**Montreal.**  
**BEANS.**—There are lower prices this

week for best grade Canadian beans, some being obtainable for \$6.30 per bushel. The whole tendency is an easier one, a great deal of stock being held for trade needs. Some B. C. beans have come to hand, and these are said to be very good quality, while some Ontario stock is also in the market. While there are many inferior beans offered, it is stated that there are plenty of good grade to meet all anticipated demand.

|                                    |      |      |
|------------------------------------|------|------|
| Beans—                             |      |      |
| Canadian, hand-picked, bush        | 6 30 | 7 50 |
| British Columbia                   | 7 75 | 8 00 |
| Brown Beans                        | 7 00 | 7 00 |
| Japanese                           | 8 00 | 8 40 |
| Yellow Eyes                        | 7 50 | 8 40 |
| 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. | 3 00 | 3 50 |
| Barley (pot), per bag 98 lbs.      | 6 50 | 6 50 |
| Barley, pearl, per bag 98 lbs.     | 7 50 | 8 25 |

*Coffee May Advance  
Two or Three Cents*

**Montreal.**  
**COFFEE.**—There may be a further advance of from two to three cents per pound for coffees. The importers are buying with care and the trade in general is doing the same. Supplies are not too great, and those going into the Brazil market for actual requirements have to pay enhanced prices. There is a fairly good trade, locally, with prices decidedly firm on all grades.

|                      |          |      |
|----------------------|----------|------|
| Coffee, Roasted—     |          |      |
| Bogotas, lb.         | 0 33     | 0 36 |
| Jamaica, lb.         | 0 27     | 0 31 |
| Java, lb.            | 0 40     | 0 43 |
| Maracaibo, lb.       | 0 29 1/2 | 0 32 |
| Mocha, grades        | 0 35     | 0 39 |
| Mexican, lb.         | 0 28     | 0 31 |
| Rio, lb.             | 0 27     | 0 29 |
| Santos, Bourbon, lb. | 0 30     | 0 33 |
| Santos, lb.          | 0 30     | 0 33 |
| Cocoa—               |          |      |
| Bulk cocoa (sweet)   | 0 25     | 0 30 |

*Indications Point  
To High Teas*

**Montreal.**  
**TEAS.**—All indications here point to a maintenance of present prices on teas, with strong tendencies to advance on better grades. There is plenty of tea on the North American continent, it is stated by the importing trade here, but the United States and Canada had only 35,000,000 pounds of a surplus last year above requirements. As a consequence of the fact that Europe wants tea, and in view of the fact that America is the one place where a surplus exists to-day, one large importer states that there is nothing in sight but higher prices for tea for some time to come. His view has been shared by many here, and while the present demand is not heavy, some large sales have been made. The outlook indicates a firming market.

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



### Honey Rules High For Both Grades

Montreal.

**HONEY, MAPLE PRODUCTS.**—The honey market continues to rule high, with demand good even at this. Montreal and district afford a good market, and the sales this year have already absorbed a considerable amount. One big jobber informs CANADIAN GROCER that a large amount was secured a few days ago from a big buyer, small lots being rounded up and the aggregate totaling large. There are indications of prices being fully maintained. Now that the maple product season is well advanced prices are bound to hold firmly, and supplies are ever becoming less. A great deal of sugar has found its way to outside points, much being bought months ago for soldier trade overseas.

|  |          |
|--|----------|
| <b>Maple Syrup—</b>                    |          |
| 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 60    |
| <b>Maple Sugar (nominal) .....</b>     |          |
| 0 30                                   |          |
| <b>Honey, Clover—</b>                  |          |
| Comb (fancy) .....                     | 0 30     |
| Comb (No. 1) .....                     | 0 28     |
| In tins, 60 lbs. ....                  | 0 26     |
| 30-lb pails .....                      | 0 27     |
| 10-lb. pails .....                     | 0 28     |
| 5-lb. pails .....                      | 0 25     |
| Honey—Buckwheat, tins or bbls. ....    | 0 23     |

### Firm Spice Market; May be Advances

Montreal.

**SPICES.**—Markets are steadily firm. There have been no actual advances here but importers do not look for improvement in supplies or in quotations on what they require. New York markets have ruled high and supplies there are not considered heavy, with some items short now and little prospect of improvement manifesting itself at an early date.

|   |                           |
|---|---------------------------|
|   | <b>5 and 10-lb. boxes</b> |
| Allspice .....                                      | 0 20 0 22                 |
| Cassia (pure) .....                                 | 0 35 0 37                 |
| Cloves .....  | 0 75 0 77                 |
| Cream of tartar .....                               | 0 95 1 00                 |
| Ginger .....  | 0 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 23 0 30                 |
| Tartaric acid, per lb. (crystals or powdered) ..... | 1 30                      |
| Cardamon seed, per lb., bulk .....                  | 2 00                      |
| Carraway, Dutch, nominal .....                      | 0 80 0 90                 |
| Cinnamon, China, lb. ....                           | 0 30                      |
| Cinnamon, per lb. ....                              | 0 35                      |
| Mustard seed, bulk .....                            | 0 35 0 40                 |
| Celery seed, bulk (nominal) .....                   | 0 85 0 90                 |
| Shredded cocconut, in pails .....                   | 0 21 0 23                 |
| Pimento, whole .....                                | 0 20 0 22                 |

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

### Buckwheat Flour at \$7.25; Oats Situation Unsettled

Montreal.

**CEREALS.**—The trade can now procure Ontario buckwheat flour at \$7.25 per 98 pounds. While an easier tone developed for cornflour the trade has made no change of price, but there may be a revision of price within the week. In some places throughout the country a

drop of 40c per barrel was recorded. The rolled oat situation is somewhat undefined. Some state that prices will advance on package goods and others state that they will decline. The matter hinges a great deal on what the government will do regarding the substitutes in the hands of brokers and others. It also will depend somewhat on what shipment of foodstuffs is decided upon for overseas consumption.

|   |           |
|---|-----------|
| <b>Self-raising flour—</b>                          |           |
| 3-lb. pkgs., doz. ....                              | 2 90      |
| 6-lb. pkgs., doz. ....                              | 5 70      |
| Cornmeal, Buckeye .....                             | 6 00 6 25 |
| Cornmeal, Gold Dust .....                           | 6 00 6 40 |
| Barley, pearl .....                                 | 6 25 7 30 |
| Barley, pot, 98 lbs. ....                           | 4 75 5 30 |
| Barley (roasted) .....                              | 7 50      |
| Barley flour, 98 lbs. ....                          | 5 25 4 75 |
| Buckwheat flour, 98 lbs. ....                       | 7 25 8 50 |
| Cornflour, white (2 bags) .....                     | 10 20     |
| Do., bags .....                                     | 6 75      |
| Cornflour (standard), (2 bags) .....                | 9 20      |
| Do., bags .....                                     | 5 00 5 50 |
| Rice flour .....                                    | 8 75 9 00 |
| Oat flour (2 bags) .....                            | 12 10     |
| Hominy grits, 98 lbs. ....                          | 6 75 8 00 |
| Hominy, pearl, 98 lbs. ....                         | 7 50 8 00 |
| Graham flour .....                                  | 5 80 6 25 |
| <b>Oatmeal (standard-granulated and fine) .....</b> |           |
| 5 65 6 00   |           |
| 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 95 5 15 |
| <b>Rolled oats (family pack.), case .....</b>       |           |
| 5 50 5 60   |           |
| Rolled oats (small size), case. ....                | 1 95 2 00 |
| Rolled wheat (100-lb. bbls.) .....                  | 7 10 8 00 |
| Rye flour (Can.), 98 lbs. ....                      | 6 50 7 00 |
| Do. (American), 98 lbs. ....                        | 6 85      |
| Tapioca flour, lb. ....                             | 0 15 0 16 |

### Flour Holds Steady; Feeds in Demand

Montreal.

**FLOUR AND FEED.**—The flour situation is ruling without change, and local business is seasonable and steady. There is considerable export business too, the mills having good outlet in this direction. Feeds are ever active, and the undertone is unchanged for shorts and bran. Oat feeds are inclined to ease somewhat, with an easier feeling for feed oats, which are now quoted at \$1.02.

|   |             |
|---|-------------|
| <b>War Standard, Graham and Whole Wheat Flours—</b>                         |             |
| Mixed car lots on track .....   | 11 25       |
| Straight car lots on track (minimum 50,000 lbs. on track) (to bakers) ..... | 11 15       |
| Add 10c for delivery for car lots.  |             |
| Add 20c for delivery for small lots.  |             |
| Shorts, car lots on track .....   | 42 25       |
| Crushed oats .....  | 61 00 72 00 |
| Barley meal .....   | 58 00 66 00 |
| Barley chop .....   | 58 00 64 00 |
| <b>Gluten feed (23% protein)—</b>   |             |
| F.O.B. Cardinal .....   | 62 00       |
| F.O.B. Ft. William .....  | 60 00       |
| Feed oats, per bushel .....   | 1 02        |
| Shorts and bran delivered in Montreal \$1.00 per ton extra.                 |             |
| Bran, per ton, car lots on track .....                                      | 37 25       |

### Best Apples High; Citrus Fruit Down

Montreal.

**FRUITS.**—Apples of best grade are very firm in price, and Mackintosh reds are as high as \$9. The demand has been good, one seller stating that the trade was absorbing supplies pretty well, whereas, last year at this time dealers were putting their stocks into cold storage. There has been a good consumptive demand right along, and the tendency, since the lifting of restrictions as to import into England, is to higher levels. Lemons are freer, with prices

down to \$6 to \$7, according to grade. Oranges also are lower this week at \$10 and \$12 the case. Trade has continued fairly good for various grades and kinds of fruit.

|  |             |
|--|-------------|
| <b>Apples—</b>                             |             |
| No. 1 Alexanders, bbl. ....                | 5 50 6 00   |
| No. 2 Alexanders, bbl. ....                | 5 00        |
| Baldwins .....                             | 6 00        |
| Blenheims .....                            | 4 50 5 00   |
| Wealthy (in bbls.), No. 1 .....            | 7 00        |
| Do., Do., No. 2 .....                      | 5 50        |
| Greenings .....                            | 6 50        |
| McIntosh Reds (best) .....                 | 8 00 9 00   |
| Gravensteins, No. 1 .....                  | 4 00 5 00   |
| Fameuse, No. 1 .....                       | 7 50 8 00   |
| Do., No. 2 .....                           | 6 50        |
| Spys .....                                 | 7 00        |
| Russets .....                              | 6 00        |
| Kings, No. 1 .....                         | 6 00        |
| Do., No. 2 .....                           | 5 50        |
| Wagners .....                              | 5 50 6 00   |
| Bananas (fancy large), bunch. ....         | 4 50 7 00   |
| Grapes (California fancy), 4 bask. ....    | 5 00        |
| <b>Grapes—</b>                             |             |
| Spanish .....                              | 8 00        |
| Tokays .....                               | 3 00 4 75   |
| Malagas .....                              | 2 50        |
| Emperor, keg .....                         | 5 50 7 50   |
| <b>Grapefruit (fancy Porto Rico) .....</b> |             |
| 80, 96, 112 .....                          |             |
| 4 50 4 75                                  |             |
| Lemons (fancy new Malagas) .....           | 6 00        |
| Lemons (California) .....                  | 7 00        |
| Oranges, Valencia lites .....              | 10 00 12 00 |
| Oranges, Porto Rico .....                  | 5 25        |
| Pears, Cal., eating, small box. ....       | 4 00        |
| Pears, California (110 size) .....         | 5 50        |

### Bag Carrots 75c; Parsnips \$1.25

Montreal.

**VEGETABLES.**—Lower prices are quoted this week on coarse vegetables, carrots being down to 75c per bag and parsnips as low as \$1.25. On the other hand, vegetable marrow, owing to scarcity, are up to \$1.50 per dozen. Pumpkins are practically done for this season. The potato situation is unchanged this week, and at the prices of \$1.60 to \$1.90 per bag, according to the grade, there is just a fair demand. The war gardens last summer enabled many to lay in their winter needs, and many consumers are thus well supplied. Hothouse tomatoes and lettuce are available in requisite quantities.

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

# ONTARIO MARKETS

**T**ORONTO, Nov. 27.—An advance of 25c in some lines of laundry soaps has been recorded, and the market rules with a very firm undertone, which may mean even higher levels. A decline in a couple of lines of raisins has been recorded. A shading of prices on pilchards is noticeable, and some lower prices on walnuts, almonds and peanuts are now being named. Navel oranges are arriving, and a decline in lemons has been effected. The barreled apple market is strong under influence of probable export business.

## Sugar Supplies

### Still Small

Toronto.

**SUGAR.**—Supplies still show no improvement. There are only one or two refiners operating in this market and stocks held in wholesalers' hands are very light. Supplies of beet sugar are coming through quite freely, and were it not for this a marked scarcity would develop under existing conditions. There has been no further change in price recorded, the only worry which is facing the people just now being to get sugar at any price. There seems little likelihood of any immediate improvement in the situation.

|  |       |
|--|-------|
| Atlantic, extra granulated .....           | 10 36 |
| St. Lawrence, extra granulated .....       | 10 31 |
| Acadia Sugar Refinery, extra granulated .. | 10 36 |
| Can. Sugar Refinery, extra granulated ..   | 10 26 |
| Dom. Sugar Refinery, extra granulated ..   | 10 31 |

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

## Soap Goes To

### Higher Levels

Toronto.

**SOAP.**—A general advance in the price of soap has occurred during the week. This, in the case of Comfort, Surprise and Sunlight amounts to 25 cents per case, and with Lifebuoy the advance is 20 cents per case. On the new basis, prices on one box lots of Comfort are \$7.75 per case; on Surprise, \$7.75; Sunlight, \$7.50; Lifebuoy, \$6.60. It is indicated that even at these prices the market is very, very firm, and that higher levels may be reached by the first of the year seems quite within the realm of possibility.

The tendency in other lines seems to be fairly firm, this being shown in prices which are now ruling on 5-string brooms which are being quoted at \$11.00 per dozen; or in Black Knight stove polish which is being quoted at \$1.30 per dozen, and Kitchen Boquet which has advanced to \$3.00 per dozen.

## Molasses Situation

### Interesting; Syrup Sells

Toronto.

**MOLASSES, SYRUPS.**—The market remains very strong on molasses. The removal of the restrictions on the use of tin plate may mean that small size cans of molasses will be reinstated. There has been no definite advice come from the manufacturers in regard to this as yet, but it seems quite possible that the old range of sizes may now stick. Any orders which have been filled in the new sizes will, of course, go forward to the trade and be absorbed quite readily, as it may be some time before delivery of the old size containers will be possible. In the meantime the trade is working along normal lines, with very good demand in evidence from the retail trade.

There is nothing new to report in syrups. Indications are that the demand will continue heavy, and this in addition to the strengthening of the corn market which has been noticeable recently will be factors which will tend to keep prices on at least their present level. Supplies are very good and orders are coming along quite readily.

|   |          |  |
|---|----------|--|
| <b>Corn Syrups—</b>                                       |          |  |
| Barrels, per lb. ....                                     | 0 07 1/4 |  |
| Cases, 2-lb. tins, yellow, 2 doz. in case                 | 4 80     |  |
| Cases, 5-lb. tins, yellow, 1 doz. in case                 | 5 40     |  |
| Cases, 10-lb. tins, yellow, 1/2 doz. in case              | 5 10     |  |
| Cases, 2-lb. tins, white, 2 doz. in case                  | 5 30     |  |
| Cases, 5-lb. tins, white, 1 doz. in case                  | 5 90     |  |
| Cases, 10-lb. tins, white, 1/2 doz. in case               | 5 60     |  |
| Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls. |          |  |

|                                   |      |          |
|-----------------------------------|------|----------|
| <b>Cane Syrups—</b>               |      |          |
| Barrels and half barrels, lb. ..  | 0 08 | 0 08 1/2 |
| Cases, 2-lb. tins, 2 doz. in case |      | 7 00     |

|  |      |      |
|--|------|------|
| <b>Molasses—</b>                                     |      |      |
| Fancy, Barbadoes, barrels ...                        | 1 05 | 1 10 |
| Choice Barbadoes, barrels ...                        | 0 95 | 1 00 |
| West India, 1/2 bbls., gal. ....                     |      | 0 56 |
| West India, No. 10, kegs ...                         |      | 6 50 |
| West India, No. 5, kegs ...                          |      | 3 25 |
| Tins, 2-lb., table grade, case 2 doz., Barbadoes ... |      | 4 90 |
| Tins, 3-lb. table grade, case 2 doz., Barbadoes ...  |      | 6 75 |
| Tins, 5-lb., 1 doz. to case, Barbadoes ...           |      | 5 30 |
| Tins, 10-lb., 1/2 doz. to case, Barbadoes ...        |      | 5 20 |
| Tins, 2-lb., baking grade, case 2 doz. ....          |      | 5 50 |
| Tins, 3-lb., baking grade, case of 2 doz. ....       |      | 7 40 |
| Tins, 5-lb., baking grade, case of 1 doz. ....       |      |      |
| Tins, 10-lb., baking grade, case of 1/2 doz. ....    |      |      |
| West Indies, 1 1/4, 48s ...                          |      | 6 95 |

## Canned Goods

### Trade Steady

Toronto.

**CANNED GOODS.**—Trade in all lines

of canned goods is along fairly good lines. The prices ruling on Aylmer canned peas are given out as follows: Standard, \$1.50 per dozen; Early June, \$1.67 1/2; Sweet Wrinkle, \$1.92 1/2; Extra sifted, \$2.25. A slight shading of the price on Pilchard's is noticeable in some quarters, quotations being made as low as \$1.90 per dozen. The trouble between the British Columbia salmon packers and the British Food Ministry seems to have been adjusted, and indications are that specifications of embargo noted in these columns two or three weeks ago will stand.

|                                   |      |      |
|-----------------------------------|------|------|
| <b>Salmon—</b>                    |      |      |
| Sockeye, 1s, doz. ....            | 4 00 | 4 50 |
| Sockeye, 1/2s, doz. ....          | 2 40 | 2 50 |
| Alaska reds, 1s, doz. ....        | 3 75 | 3 85 |
| Chums, 1-lb. talls ...            | 2 35 | 2 60 |
| Do., 1/2s, doz. ....              | 1 35 | 1 45 |
| Pinks, 1-lb. talls ...            | 2 25 | 2 60 |
| Do., 1/2s, doz. ....              | 1 35 | 1 50 |
| Cohoos, 1/2-lb. tins ...          | 1 85 | 1 90 |
| Cohoos, 1-lb. tins ...            | 3 45 | 3 75 |
| Red springs, 1-lb. talls ...      | 3 65 | 3 95 |
| White springs, 1s, dozen ...      | 2 30 | 2 35 |
| Lobsters, 1/2-lb., doz. ....      |      | 3 75 |
| Pilchards, 1-lb. talls, doz. .... | 1 90 | 2 15 |

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

## Regulations on Export

### Dried Fruit Modified

Toronto.

**DRIED FRUITS.**—Every effort to secure the removal of restrictions on the import of dried fruits is being exerted. Already the restrictions applying to export of raisins, apricots and figs have been lifted, and it is hoped that peaches and prunes may be allowed in also. Advice reaching the trade to-day indicated that all export licenses on prunes have been revoked, if not covered by a through bill of lading prior to November 2. However, it is understood that the Food Board is trying to have this regulation modified, and some announcement may be expected shortly.

Latest advices from the coast on raisins indicate that no more orders for three-crown and four-crown loose Muscatels will be filled in either the United States or Canada, and all unshipped

orders will be cancelled. This, it is indicated, is done in order to care for additional Government requirements. Shipments of layers and clusters for the Christmas trade have been cancelled by the shippers, as supplies could not reach Canada in time for the holiday season. This however, was not an exceptionally big factor in the situation locally. It is further stated that no more Vineyard run will be shipped on account of the poor quality. Apart from these changes it is indicated that supplies will come through in fair quantities on other grades as noted in last week's issue. A decline in the price of bleached Thompson's seedless to 17 cents per pound, and the Baker-Thompson seedless to 16 cents per pound has been recorded locally this week.

|   |       |       |
|---|-------|-------|
| Apples, evaporated, Ontario.....        | 0 18  | 0 20  |
| Do., do., New .....                     | 0 16½ |       |
| 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 43  |       |
| Orange .....                            | 0 45½ |       |
| Citron .....                            | 0 53  |       |
| Currants—                               |       |       |
| Grecian, per lb. ....                   | 0 26  | 0 28  |
| Australians, re-cleaned, ½ cs, lb. .... | 0 25  | 0 27  |
| Dates—                                  |       |       |
| Excelsior, kgs., 3 doz. in case .....   | 6 50  | 6 75  |
| Dromedary dates, 3 doz. in case .....   | 7 50  | 7 75  |
| Figs—                                   |       |       |
| Tapo, lb. ....                          |       |       |
| Malagas, lb. ....                       |       |       |
| Comadre figs, mats, lb. ....            | 0 13  | 0 14  |
| Cal., 4 oz. pkgs., 70s, case.....       |       | 5 00  |
| Cal., 8 oz., 20s, case.....             |       | 3 25  |
| Cal., 10 oz., 14s, 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  |
| Seeded, fancy, 1-lb. packets.....       |       | 0 16  |
| Seedless, 16-oz. packets.....           |       | 0 16  |
| Seedless, Thompson's, 25s.....          |       | 0 16  |
| Do., Bakers, Thompsons .....            | 0 16  | 0 17½ |
| 1 Crown Muscatels, floated, 50s .....   |       | 0 14  |

**Tea Movement**

*Fair; Firm Undertone*

Toronto.

TEAS.—A very fair movement of teas is reported locally. This is not an exceptionally heavy trade as yet, but shows a rather healthy condition in the retail market. There seems to be confidence that the market will not break and even higher levels would not come as any surprise. Indications point to a fairly heavy movement of teas from America to the devastated countries of Europe. This will bring stocks down here materially. It is indicated that one large Java importer has withdrawn all prices pending developments which may mean higher price levels.

|                            |      |      |
|----------------------------|------|------|
| Ceylon and Indias—         |      |      |
| Pekoe Souchongs .....      | 0 46 | 0 48 |
| Pekoes .....               | 0 48 | 0 56 |
| Broken Pekoes .....        | 0 56 | 0 58 |
| Orange Pekoes .....        | 0 58 | 0 60 |
| Broken Orange Pekoes ..... | 0 60 | 0 62 |
| Javas—                     |      |      |
| Broken Pekoes .....        | 0 45 | 0 48 |

|                              |      |      |
|------------------------------|------|------|
| Japans and Chinas—           |      |      |
| Early pickings, Japans ..... | 0 50 | 0 60 |
| 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 Ruling**

*Firm; Unchanged*

Toronto.

COFFEE.—The market during the week shows little change. Prices are about where they were, and it is indicated that any free coffees are actively picked up. Prices locally show some revision to higher levels and the feeling is generally that the firm undertone will be maintained for some months.

|                                |      |      |
|--------------------------------|------|------|
| Coffee—                        |      |      |
| Java, Old Government, lb. .... | 0 38 | 0 44 |
| Bogotas, lb. ....              | 0 35 | 0 38 |
| Guatemala, lb. ....            | 0 34 | 0 36 |
| Maracaibo, lb. ....            | 0 35 | 0 36 |
| Mexican, lb. ....              | 0 38 | 0 38 |
| Jamaica, lb. ....              | 0 33 | 0 34 |
| Blue Mountain Jamaica .....    | 0 46 |      |
| Mocha, lb. ....                | 0 38 | 0 40 |
| Mocha, Arabian, lb. ....       |      |      |
| Rio, lb. ....                  | 0 27 | 0 32 |
| Santos, lb. ....               | 0 32 | 0 35 |
| Santos, Bourbon, lb. ....      | 0 34 | 0 36 |
| Ceylon, Plantation, lb. ....   | 0 39 | 0 41 |
| Chicory, lb. ....              | 0 30 | 0 32 |
| Cocoa—                         |      |      |
| Pure, lb. ....                 | 0 25 | 0 30 |
| Sweet, lb. ....                | 0 20 | 0 24 |

**Spices Fairly Steady;**

*Nutmegs From England*

Toronto

SPICES.—Reports from New York indicate that the markets generally are dull and easier. Lack of buying demand from manufacturing interests who seem fairly well stocked up for immediate requirements seems the reason for this. There has been no material price changes, some lines really tending upward, while others show little indication of activity either way. Retail buying has been very good and trade locally is generally satisfactory.

An interesting sidelight on improved conditions which may be expected to develop gradually from now on was revealed this week in the receipt by a Canadian importer of a cable from England offering a quantity of nutmegs. It was stated by this importer that this was the first cable from this firm offering goods in four year's time.

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

**California Walnuts**

*Come; Brazils Scarce*

Toronto.

NUTS.—A shipment of California walnuts reached the trade this week, and are being quoted at 40 to 42c per pound. New York markets report filberts and almonds slightly easier while walnuts are holding up quite well. Brazil nuts are reported as very scarce. Some shading of prices locally is noted in shelled almonds, walnuts and peanuts. Business is very fair. Quotations range as follows:

|                                 |      |      |
|---------------------------------|------|------|
| Almonds, Tarragonas, lb. ....   | 0 27 | 0 32 |
| Walnuts, California, lb. ....   | 0 40 | 0 42 |
| Walnuts, Grenobles, lb. ....    | 0 33 | 0 36 |
| Walnuts, Manchurian, lb. ....   |      |      |
| Filberts, lb. ....              | 0 20 | 0 25 |
| Pecans, lb. ....                |      | 0 30 |
| Cocoanuts, Jamaica, sack .....  | 9 00 | 9 50 |
| Peanuts, Jumbo, roasted .....   | 0 24 | 0 25 |
| Brazil nuts, lb. ....           | 0 28 | 0 29 |
| Shelled—                        |      |      |
| Almonds, lb. ....               | 0 45 | 0 50 |
| Filberts, lb. ....              | 0 38 | 0 45 |
| Walnuts, lb. ....               | 0 73 | 0 77 |
| Peanuts, Spanish, lb. ....      | 0 17 | 0 18 |
| Do., Chinese, 30-32 to oz. .... | 0 14 | 0 15 |
| Brazil nuts, lb. ....           |      | 0 85 |

**Interest Lags**

*in Bean Market*

Toronto.

BEANS.—There is nothing whatever new to report in the situation on this line. Supplies are fairly heavy and there is no great buying interest developing. Prices rule without change with the movement very slow.

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

**Rice Situation**

*Remains Steady*

Toronto.

RICES.—The market rules without any quotable change this week. Supplies are very good and the demands keeping up fairly well. Quotations which are being made to the trade are on the following levels:

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

**Cereals Rule**

*With Firm Undertone*

Toronto.

PACKAGE GOODS.—There has been no particularly interesting developments in the market on package goods this week. Cereals are ruling with a very firm undertone and there is no indication of any recession from present values. The demand for all lines is only normal, which means none too heavy.

**PACKAGE GOODS**

|                                     |        |
|-------------------------------------|--------|
| Rollled Oats, 20s round, case ..... | \$5 60 |
| Do., Do., 20s square, case .....    | 5 60   |
| Do., Do., 26s, case .....           | 4 00   |
| Do., Do., 18s, case .....           | 2 00   |

|  |      |      |
|--|------|------|
| Corn Flakes, 36s, case .....             | 4 00 | 4 25 |
| Shredded Wheat, 36s, regular, case ..... | 4 50 |      |
| Cooker Package Peas, dozen .....         | 1 50 |      |

### Honey Reports Vary; Maple Syrup Steady

Toronto.

**HONEY, MAPLE SYRUP.**—It is indicated that buying prices on honey have gone down from 1 to 2 cents per pound. It is also indicated that the demand is very poor. This is brought out by the fact that supplies are fairly heavy, although some sources report a very fair volume of sales even at high prices, which are ruling. Prices to the trade have not shown any change during the week, ranging at the following levels:

|   |       |      |
|---|-------|------|
| <b>Honey—</b>                           |       |      |
| 5-lb. tins .....                        | 0 28  | 0 30 |
| Clover, 2½-lb. tins .....               | 0 29  | 0 30 |
| 10-lb. tins .....                       | 0 28  | 0 29 |
| Buckwheat, 60-lb. tins .....            | 0 27  | 0 28 |
| Comb. No. 1, fancy, doz. ....           | 3 75  | 4 25 |
| Do., No. 2, doz. ....                   |       | 3 00 |
| <b>Maple Syrup—</b>                     |       |      |
| 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  |      |

### Apples Firm; Navels Arrive; Lemons Down

Toronto.

**FRUITS.**—There is some tendency towards a stronger market on the barreled apples. This is due to the possibility of some export business being done, it being indicated that prices are being sought and the quantities available for shipment overseas being asked for. In the box apple the market is very firm. Winesaps will be the big seller from now on, and primary points show a stiffening in price amounting to as much as 15c per box. It seems quite possible that the first of the year may see higher prices. Bananas are higher at primary points, and the supply is light, similar conditions being reflected locally. Cranberries are higher at primary points, and the relief of the sugar situation may be a factor which will strengthen the berry market; supplies are fairly well cleaned up. Grapefruit is easier locally, though a firmer tone is developing at primary points. This, it is thought, does not mean higher prices, or at least not appreciably so, as supplies are very good and marketing conditions so far satisfactory. The first California navel oranges are in this week. The primary market is easier but is still considered high. There is little expected from Southern California before the middle of December. Lemons are easier, supplies from California being plentiful; some think bottom has been reached. There seems little prospect of any early arrivals of business in Canada; prices are high and transportation still difficult.

|                                 |      |      |
|---------------------------------|------|------|
| <b>Apples—</b>                  |      |      |
| 11-qt. basket .....             | 0 30 | 0 50 |
| Do., B.C. McIntosh Reds, box .. | 3 00 | 3 25 |
| Do., B.C. Jonathans, box ..     | 3 25 | 3 40 |
| Do., Rome Beauty, box ..        | 3 50 |      |
| Do., Delicious, box ..          | 4 00 |      |
| Do., Ontario Kings, box ..      | 2 50 |      |
| Do., Do., York Imperial, box .. | 1 75 |      |
| Do., Do., Blenheim, box ..      | 1 75 |      |

|   |              |              |              |
|---|--------------|--------------|--------------|
| <b>Do., in Barrels.</b>                           | <b>No. 1</b> | <b>No. 2</b> | <b>No. 3</b> |
| Kings .....                                       | 6.00         | 5.50         | 5.00         |
|   |              | <b>No. 1</b> | <b>No. 2</b> |
| Greenings .....                                   | 5 50         | 4.50-5.50    | 3.25-4.25    |
| Baldwins .....                                    | 5 50         | 5 00         | 3.25-4.25    |
| Spys .....  | 6 50         | 6 00         | 4 00         |
| Russets .....                                     |              | 5 00         | 5 00         |
| Tolman Sweets .....                               |              | 5 50         | 5 00         |
| Bananas, per lb. ....                             |              |              | 0 08         |
| Cranberries, bbls. ....                           |              | 11 50        | 14 00        |
| Do., boxes (28-30 qts.) .....                     |              | 4 00         | 5 00         |
| <b>Grapes—</b>                                    |              |              |              |
| Cal. Emperors, kegs .....                         |              |              | 8 50         |
| Do., Almeria .....                                |              | 10 50        | 13 00        |
| <b>Grapefruit—</b>                                |              |              |              |
| Florida, 46s, 54s .....                           |              | 4 00         | 5 00         |
| Do., 64s, 80s .....                               |              |              | 5 00         |
| Do., 96s .....                                    |              | 4 75         | 5 50         |
| Jamaica, all sizes .....                          |              |              | 4 00         |
| <b>Oranges—</b>                                   |              |              |              |
| Florida, 126s, 150s, 176s, 200s, 216s, 250s ..... |              | 6 00         | 6 50         |
| Do., 288s, 324s .....                             |              | 5 50         | 6 00         |
| Florida Tangerines, all sizes, ½ box .....        |              |              | 4 50         |
| California navels, all sizes .....                |              |              | 10 00        |
| Mexicans, all sizes .....                         |              |              | 5 00         |
| Lemons, Cal., case .....                          |              | 6 00         | 7 50         |
| Pears, Cal. ....                                  |              | 5 00         |              |

### Head Lettuce, Casaba Melons Offering

Toronto.

**VEGETABLES.**—Head lettuce is being offered the local trade this week at \$3 per case. Casaba melons have also come to hand and in cases of six to eight are selling at \$3.50 per case. Sweet potatoes are in moderate supply, the first shipment of Delawares being expected this week. It is thought Ontario and New Brunswick potatoes have reached about the lowest point they will reach this year.

|   |      |      |
|---|------|------|
| Cabbage, Can., crate .....                    |      |      |
| Do., do., doz. ....                           |      |      |
| Carrots, bag .....                            | 1 00 |      |
| Celery, Fancy Thedford, crates ..             | 4 50 |      |
| Lettuce, head, case .....                     | 3 00 |      |
| Melons, Casaba, 6-8 to case, case ..          | 3 50 |      |
| Onions, Can. Yellow, 100-lb. bag. ....        | 2 25 | 2 40 |
| Parsnips, bag .....                           | 1 25 |      |
| Potatoes, New Jersey sweet, ham-<br>per ..... | 3 00 | 3 10 |
| Potatoes, Ontario, bag .....                  | 1 75 | 1 85 |
| Do., N.B. Delawares, bag .....                |      | 2 15 |
| Turnips, bag .....                            |      | 0 75 |

### Only Fair Movement Flour

Toronto.

**FLOUR.**—Mills are working along on government standard wheat flour, but the movement to the trade as yet is along comparatively narrow lines. A better demand, however, is looked for. The price remained unchanged at decline recorded last week as shown here-with:

|  |         |
|--|---------|
| <b>FLOUR</b>   |         |
| Government Standard, 74% Extraction.                                 |         |
| Manitoba Wheat Flour, in carload ship-<br>ments, on track, bbl. .... | \$11 25 |

### Sales Mill Feeds Continue Satisfactory

Toronto.

**MILL FEEDS.**—Sales are actively maintained in all lines of mill feeds. Orders continue to come along quite freely and pressing requirements of the trade are being taken care of at unchanged prices.

|                       |                          |
|-----------------------|--------------------------|
| <b>MILL FEEDS—</b>    |                          |
|                       | <b>In carlots, track</b> |
| Bran, per ton .....   | \$37 00                  |
| Shorts, per ton ..... | 42 00                    |

### Substitute Flour Still a Problem

Toronto.

**CEREALS.**—Some doubt seems to exist in the minds of the trade as a whole as to just what the Food Board is going to do in regard to substitute flours. One report indicates that the Food Board has decided to help dealers dispose of their surplus stocks, and it is stated that if the Board is communicated with at once, blank forms will be supplied the trade to be filled in with quantity of each substitute on hand and actual cost to dealer, and the Board will shortly advise disposition of same. It is further intimated, however, that the millers of substitute flours have been offered a price far below cost for their stocks. At best there seems no absolute certainty as to just what will develop. The cereal market is strong. Oats and corn show fluctuations, but the tendency seems gradually upward, and this must have an influence on prices of the cereals. For the week the market has held unchanged.

|                                     |                        |        |
|-------------------------------------|------------------------|--------|
|                                     | <b>Single Bag Lots</b> |        |
|                                     | <b>F.o.b. Toronto</b>  |        |
| Barley, pearl, 98s .....            | \$6 25                 | \$6 75 |
| Barley, pot., 98s .....             | 5 00                   | 5 20   |
| Barley Flour, 98s .....             | 5 50                   | 6 00   |
| Buckwheat Flour, 98s .....          | 7 25                   | 8 00   |
| Cornmeal, Golden, 98s .....         | 5 15                   | 6 00   |
| Do., fancy yellow, 98s .....        | 4 65                   | 5 40   |
| Corn flour, white, bbl. ....        | 9 80                   | 10 35  |
| Do., Government standard, bbl. .... | 9 35                   | 10 15  |
| Hominy grits, 98s .....             | 5 50                   | 6 60   |
| Hominy, pearl, 98s .....            | 5 25                   | 6 10   |
| Rollod Oats, 90s .....              | 5 10                   | 5 25   |
| Oatmeal, 98s .....                  | 5 85                   | 6 00   |
| Potato Flour, lb. ....              |                        | 0 18   |
| Oat Flour .....                     | 5 50                   | 6 20   |
| Rollod wheat, 100-lb. bbl. ....     | 6 75                   | 7 00   |
| Rice Flour, per 100 lbs. ....       | 9 50                   | 12 00  |
| Rye Flour, 98s .....                | 6 50                   | 7 25   |
| Peas, split, lb. ....               | 0 07½                  | 0 09½  |
| Blue peas, lb. ....                 | 0 11                   | 0 15   |

Above prices give range of quotations to the retail trade.

### 60 DEGREES THE LOW TEMPERATURE FOR BANANAS

Chilling of bananas by keeping them in temperatures lower than 60 degrees is responsible for a large loss in this fruit and also the dull appearance which loses sales for the merchant, according to an old banana salesman. There is nothing so attractive and easily sold as a bright banana in prime condition. On the other hand, there is hardly anything so unsaleable as the graveyard gray, sickly appearing, chilled banana. The great bulk of the loss in chilled bananas develops after the fruit has left the wholesaler's hands and is hung in the windows of the retail establishment. A few minutes spent in seeing that your bananas are properly protected during the cold weather will amply repay you for the time thus used and give unbounded satisfaction in the results obtained. Now is the time to give this matter attention. The season will be here shortly when temperatures under sixty will be the rule in the store. Get into the habit of looking after your bananas every night before closing up. The result will be that you will enjoy the best banana business this winter you have known in your history.

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

CALGARY, Alta., Nov. 26.—Carnation milk advanced twenty-five cents a case. Soaps are higher. Royal Crown thirty-five, Sunlight thirty-five, Lifebuoy twenty cents case. Flour is ten seventy. Lard three nineteen eighty. China rice four forty-five and four eighty-five. Regal salt advanced 10c. a case. Chase and Sanborn coffee one cent pound. Shipment of Clover Leaf sock-eye salmon arrived. Halves are selling at eighteen fifty and ones at sixteen fifty to sixteen seventy-five. Small Ashcroft white beans offering at ten fifty to twelve per hundred. Local potatoes thirty-two dollars. Navel oranges are quoted at ten to thirteen. Lemons twelve. Local stocks of storage eggs are almost finished. New laids are selling at sixteen fifty.

|                                    |       |       |
|------------------------------------|-------|-------|
| Beans, small white, per cwt.       | 10 50 | 12 00 |
| Beans, small, ivory, lb.           | 0 07  | 0 08  |
| Beans, Kootenashi                  | 14 00 | 14 00 |
| Flour, 98s, per bbl.               | 10 70 | 10 70 |
| Rye flour, 49s, per bbl.           | 10 60 | 10 60 |
| Cornmeal, 24s, per bbl.            | 11 00 | 11 00 |
| Rolled oats, 80s                   | 4 60  | 4 60  |
| Rice, Siam, cwt.                   | 9 25  | 10 00 |
| Rice, China mat.                   | 4 45  | 4 85  |
| Tapioca, lb.                       | 0 14  | 0 14  |
| Sago, lb.                          | 0 14  | 0 14  |
| Sugar, pure cane, granulated, cwt. | 11 02 | 11 02 |
| Cheese, No. 1, Ontario, large.     | 0 28  | 0 28  |
| Butter, creamery, lb.              | 0 49  | 0 49  |
| Do., dairy, lb.                    | 0 35  | 0 40  |
| Lard, pure, 3s, per case           | 19 80 | 19 80 |
| Eggs, new-laid, case               | 16 50 | 16 50 |
| Eggs, No. 1 storage, case          | 15 50 | 16 00 |
| Candied peel, lemon, lb.           | 0 34½ | 0 34½ |
| Do., orange, lb.                   | 0 36½ | 0 36½ |
| Do., citron, lb.                   | 0 39½ | 0 39½ |
| Tomatoes, 2½s, stand. case, spot   | 3 75  | 4 25  |
| Corn, 2s, case                     | 4 80  | 5 00  |
| Peas, 2s, standard case            | 3 50  | 3 50  |
| Apples, gals., Ontario, case.      | 2 20  | 2 85  |
| Strawberries, 2s, Ontario, case.   | 8 50  | 8 50  |
| Raspberries, 2s, Ontario, case.    | 8 50  | 8 75  |
| Cherries, 2s, red, pitted          | 6 40  | 6 40  |
| Apples, evaporated, 50s, lb.       | 0 18  | 0 18  |
| 25s, lb.                           | 0 18¾ | 0 18¾ |
| Apricots, evaporated, lb.          | 0 26  | 0 29  |
| Peaches, evaporated, lb.           | 0 18  | 0 20  |
| Peaches, 2s, Ontario, case         | 4 75  | 4 75  |
| Salmon, pink, tall, case           | 9 00  | 10 25 |
| Salmon, Sockeye, tall, case        | 16 50 | 16 75 |
| Do., halves                        | 18 50 | 18 50 |
| Potatoes, per ton                  | 32 00 | 32 00 |
| Oranges, navels                    | 10 00 | 13 00 |
| Oranges, Florida                   | 9 50  | 10 00 |
| Lemons, case                       | 12 00 | 12 00 |
| Grapefruit                         | 7 50  | 8 00  |

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

ST. JOHN, N.B., NOV. 26. — New Brunswick will have a large surplus of

potatoes this year, but this prospect is having no immediate effect on prices. Producers who have held back stocks awaiting higher market will be disappointed, but since the cold weather has arrived not much change is expected before spring, when slump is anticipated. There are no Messina lemons on market. Californias show a sharp drop to \$9. The only oranges arriving are from Florida, these are selling at \$8 to \$9. Bananas are higher, 9c. Canned raspberries advanced to \$8.80, salmon pinks, \$11 to \$11.50, Cohoes, \$14.25 to \$14.50. Evaporated apples are easier and are quoted 16½ to 17. No evaporated peaches are available.

### ST. JOHN, N.B.:

|                                   |       |       |
|-----------------------------------|-------|-------|
| Flour, No. 1 patents, bbls., Man. | 12 65 | 12 65 |
| Cornmeal, gran., bags             | 7 00  | 7 00  |
| Cornmeal, ordinary, bags          | 3 65  | 3 75  |
| Sugar—                            |       |       |
| Standard, granulated              | 10 35 | 10 40 |
| No. 1, yellow                     | 9 85  | 9 90  |
| Cheese, N.B., twins               | 0 29  | 0 29½ |
| Eggs, fresh, doz.                 | 0 60  | 0 60  |
| Eggs, case                        | 0 53  | 0 55  |
| Breakfast bacon                   | 0 38  | 0 40  |
| Butter, creamery, per lb.         | 0 48  | 0 50  |
| Butter, dairy, per lb.            | 0 45  | 0 48  |
| Butter, tub                       | 0 43  | 0 44  |
| Margarine                         | 0 30  | 0 32  |
| Lard, pure, lb.                   | 0 35  | 0 35½ |
| Lard, compound                    | 0 28  | 0 28½ |
| American clear pork               | 55 00 | 62 00 |
| Beef, corned, 1s                  | 4 90  | 4 90  |
| Tomatoes, 3s, standard, case      | 4 40  | 4 40  |
| Raspberries, 2s, Ont., case       | 8 80  | 8 80  |
| Peaches, 2s, standard case        | 6 00  | 6 00  |
| Corn, 2s, standard case           | 4 90  | 4 90  |
| Peas, standard case               | 3 30  | 3 30  |
| Apples, gal., N.B., doz.          | 4 00  | 4 00  |
| Strawberries, 2s, Ont., case      | 6 20  | 6 20  |
| Salmon, Red, spring, cases        | ..... | ..... |

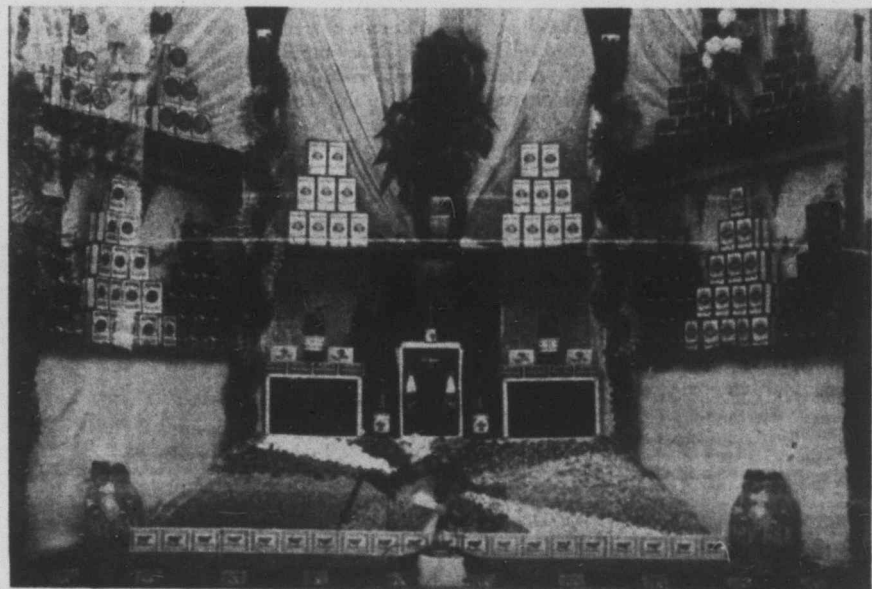
|                            |       |       |
|----------------------------|-------|-------|
| Pinks                      | 11 00 | 11 50 |
| Cohoes                     | 14 25 | 14 50 |
| Chums                      | 8 50  | 8 50  |
| Evaporated apples, per lb. | 0 16½ | 0 17  |
| Peaches, per lb.           | 0 22  | 0 23  |
| Potatoes—                  |       |       |
| Natives, per bbl.          | 3 50  | 3 76  |
| Onions, Can., 75-lb. bags  | 1 90  | 2 10  |
| Lemons, Cal.               | 9 00  | 9 00  |
| Oranges, Cal., case        | ..... | ..... |
| Oranges, Florida           | 8 00  | 9 00  |
| Grapefruit, case           | 6 50  | 7 00  |
| Bananas, per lb.           | 0 09  | 0 09  |
| Apples, N.S.               | 2 00  | 5 00  |

## DO YOU CARE FOR OSTRICH MEAT ?

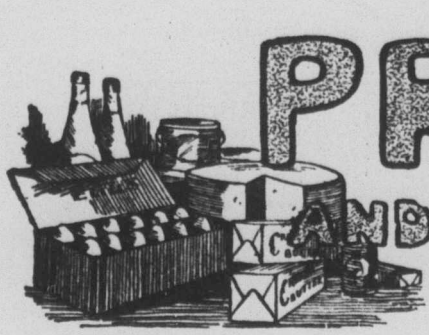
J. E. Cogdell, manager of one of the largest ostrich farms in America, situated near Phoenix, Adiz., will slaughter 800 birds that are in excellent condition for eating. They will be dressed and placed on the market at 15 cents a pound. These 800 ostriches represent 25,000 pounds of dressed meat.

The war is responsible in two ways for this action. In the first place Mr. Cogdell would never think of slaughtering his beautiful birds, the progeny of those imported several years ago from Africa, but for the fact that the war has put the festive ostrich plume more or less out of business.

In the second place, the war shortage of meat is responsible for the issuance of the order permitting the slaughter and sale. And thus it comes to pass that Arizona, or part of her populace at least, is preparing to celebrate "ostrich day."—*Illustrated World.*



An attractive, conventional arrangement for Christmas.



# PRODUCE AND PROVISIONS

## Meat and Provisions Business Builders

Meat Department Becoming More and More Essential if Competition is to be Met—  
An Effective Combination—Cooked Meats One of the Best  
Items in Store Business

**T**HE grocery business must of necessity develop along the meat and provision line, is the opinion of H. Malcolmson, of Chatham, Ont. Mr. Malcolmson does a very substantial and profitable business in cooked and cured meats, fostered by effective display and modern handling equipment, but his contention is that this department does not go far enough, and he is contemplating the early addition of a fresh meat department. The contemplated addition is not the result of any ambition to enlarge the activities of the store, but merely the result of the judgment that such a course is the only way to meet present conditions. The butcher is adding more and more of the grocery lines. At first it was only vegetables, then came canned goods, meat sauces, until at present the majority of butchers are stocking a fairly complete grocery line. There can be no objection to such a course. It is quite a legitimate business, but it unquestionably means that trade will drift to the man giving the double service. That is Mr. Malcolmson's contention, and that is the reason that he and many other merchants have either adopted the double service store idea, or are contemplating the addition of a real meat department to the store.

### Found Meat Department Essential

George Nairn of the house of Nairn, Windsor, Ont., is of the same opinion. The store has a meat department selling fresh and cooked meats and fish. This department is given the same prominence as the grocery department. Each occupies one side of the store. Mr. Nairn, when spoken to by CANADIAN GROCER recently, stated that he went into the butcher business to protect his grocery trade. He found that so many of his customers, who had of course to go to the butcher store almost daily for their household needs, were by degrees curtailing the custom given to the store. It might not be a large item in the individual case, but the total loss mounted up to respectable figures. As a result of his belief that the only way to meet this competition was to

meet it on the same ground, resulted in the installation of a butcher department.

### Enlarged Number of Customers

The results, Mr. Nairn states, have been thoroughly satisfactory. Not only has he been able to hold the custom that was gradually drifting away, but he has found that it has been a builder of business for him. His is a down town store at quite a distance from some of the residential sections, and the stores more closely situated has that one little element of accessibility in their favor. Windsor is not so large a town, however, that people cannot readily get down town and so they have, many of them, been more or less steady customers of the store. The addition of the meat department put the store in a position to attend to practically all their needs, a convenience that the housewife was not slow to recognize, and as a result the business has developed strikingly since the change, and they serve an unusually large stretch of country, going into and beyond some of the adjoining towns.

Mr. Nairn does not run these two departments as separate businesses, and it is therefore not possible to state definitely just what proportion of the annual turnover is to be credited to each particular department. It is possible however to state that the business has distinctly improved through the changed conditions, and that there is no question of a doubt that the meat department is carrying itself, and showing a handsome profit, while at the same time being a factor in building up the grocery business.

### Built Grocery Business from Nucleus of Butcher Store

N. Barker, Walkerville, Ont., is another merchant who finds the combination of grocery and meat business a great success. Mr. Barker developed the business from the meat to the grocery business, and he has now a well stocked and equipped grocery department at one side of the store, and the meat department at the rear, with a large glass faced refrigerator with a large display of meat forming the background of the store. Mr.

Barker has found the combination a great success, and the fact that he has been able to build up a thriving grocery business is argument enough in itself for the effectiveness of the meat department as a trade bringer. He has found that these businesses work marvelously well together, one appearing to be the natural complement of the other, and each doing its share in producing profit, while the overhead charges are not materially increased, as no larger accommodation is required. Business, Mr. Barker states, has been of a first-class order since the new system was introduced.

### Meat Department May Not Always be Feasible

It is not everyone, of course, who can go into the meat business. In the first place it involves a considerably enlarged outlay of capital, and it entails a demand for space that is not always available in the store. There are many other reasons as well that may be urged as a reason why more merchants have not added this department. There is no such argument to be urged however against the adoption of a really aggressive business campaign to keep the provision department before the public. There is a nice business to be done in cooked and smoked meats. It is true that present high prices may have taken some of the profit from this line, and there have been merchants who have suggested discontinuing the department. Such a policy is far from wise. Even if these goods did not pay a cent of profit, which is, of course very far from the fact, they would still be worth handling because of the additional trade that they bring to the store. They are not commodities that are sold alone. They naturally associate themselves in the customer's mind with other articles. If the customer is compelled to go to the butchers for bacon or ham, the chances are that the butcher will also get her order for eggs, and probably butter as well.

### Provision Department Effective and Inexpensive to Equip

Fortunately the provision department

is not one that is expensive to handle. No equipment is absolutely essential, although the modern meat slicer and cheese cutter will be found to be an almost invaluable aid in making this department a real asset. Cleanliness and care in handling however are about the only essential factors.

#### Putting Department at Front of Store

C. O. Gardner, Ridout street, London, has built up a very satisfactory business in this department by keeping it at the front of the store, where the customer must pass in entering. The location of the department in this part of the store is rather unusual, but it is an effective method of encouraging its sale, as Mr. Gardner's experience has proved. It must be kept thoroughly clean, that is essential, Mr. Gardner claims, or the very thing aimed at by this prominent location will be its undoing, there being nothing that so readily becomes unappetizing with careless handling, and nothing that is so attractive when properly handled.

W. R. Wood, who has a general store at Turiff, Ont., states that the provision department represents about one-tenth of his annual turnover. This is in meats alone, because he does as well a jobbing business in eggs and butter that materially increases the production.

#### Other Favorable Opinions

Nelson & Co., Acton, Ont., are another firm who have made a success of this department. Their turnover in this department alone is about 15 per cent. of the total sales of the year, and this mounts up into a very sizable item when stated in dollars and cents. D. A. Hill, Waterford, Ont., is an enthusiastic handler of provisions. He handles bacon, cooked meats and sausages, and has a special department for these goods at the rear of the store. The sales in this line are about 25 per cent. of the total yearly sales.

These few opinions are sufficient to indicate the growing importance of the meat and provision end in the present grocery situation.

### EUROPE'S LIVESTOCK SHORTAGE

#### Situation Acute, and Must of Necessity Make Large Demands on Canadian Production

In this and former issues of CANADIAN GROCER, it has been contended that the sharp demand for any and all food commodities will of necessity maintain prices, and that therefore there can be no sharp declines in prices. In confirmation of this opinion, Sir William Goode, of the British Ministry of Food, has cabled the Canada Food Board an after-the-armistice statement of the livestock in the chief European countries, which is of the utmost significance. He says:

"There is through Europe a serious deterioration in the numbers of livestock. The Allied and neutral home-produced meat supplies cannot improve for several months, hence an insistent demand for overseas supplies will be

inevitable. The meat situation in Germany, and especially in Austria-Hungary, is considerably more difficult than we had anticipated, thus further increasing the call upon exportable surpluses to the limit of our transport capacity.

"Owing to the universal reduction of pigs, the world production of bacon, hams, pork, and lard at present is unequal to the demands, including those of the United Kingdom, which has always been by far the largest consumer of imported pig products.

"The milk yield in general is greatly diminished; in fact, almost to a vanishing point in central Europe. Holland, Switzerland, and Scandinavia, which are normally large exporters of dairy products, will probably not have any considerable surplus for the United Kingdom, which will thus be practically dependent on imported fats entirely from the Dominion and the United States."

The following show the decreases in most of the countries given in Sir William Goode's cablegram:

Cattle—France, 2,366,000; Italy, 996,000; Denmark, 345,000; Sweden, 599,000; Germany, 2,200,000; Austria-Hungary, considerable.

Sheep—France, 2,258,000; Italy, 138,000; Denmark, 47,000; Holland, 200,000; Austria-Hungary, considerable.

Pigs—France, 2,815,000; Italy, 354,000; Denmark, 1,873,000; Sweden, 352,000; Holland, 162,000; Germany, 19,306,000; Austria-Hungary, considerable.

### POTATOES AND TURNIPS A RECORD CROP

#### Exceed Last Year's Production by Millions of Bushels—Fodder Crops Good Also

The Dominion Bureau of Statistics, in its report on the potato, root vegetables and fodder crops, shows a very satisfactory improvement over the preceding year. Potatoes and turnips show particularly satisfactory returns.

#### Potato Harvest of 1918

The returns already published showed that the total area planted to field potatoes in Canada this year was 735,192 acres, as compared with 656,958 acres in 1917, both years establishing records. The estimated yield per acre for Canada this year is 143½ bushels, as compared with 121½ bushels last year, and with 150¼ bushels; the average for the ten years 1908-17. The total estimated yield of potatoes for 1918 is 105,579,700 bushels, as compared with 79,892,000 bushels last year. The yield for 1918 is the highest on record, the previous record being over 99 million bushels in 1909. By provinces, the highest average yield per acre is in British Columbia, 228 bushels, the other provinces ranging in order as follows: Nova Scotia 194, Manitoba 185, Prince Edward Island 170, New Brunswick 158, Quebec 147, Ontario 123, Saskatchewan 116¼, and Alberta 70½ bushels per acre. The largest acreage and production of potatoes this year is in Quebec, the total yield being 38,936,000 bushels from

264,871 acres. Ontario being next, with 20,443,000 bushels from 166,203 acres. The average value per bushel of the potato crop is 98 cents, as compared with \$1 last year, and the total value is \$103,636,100, as against \$80,804,400 last year.

#### Root and Fodder Crops

The total yield of turnips and other roots is estimated at 120,767,900 bushels from 343,037 acres, an average per acre of 352 bushels, as compared with last year's total of 63,451,000 bushels from 218,233 acres, the average yield per acre being then 290¾ bushels. Hay and clover give the record yield of 14,595,000 tons from 10,544,625 acres, an average per acre of 1½ tons. The corresponding figures last year were 13,684,700 tons from 8,225,034 acres, or 1¾ tons per acre. The previous record yield of hay and clover was 14,527,000 tons in 1916. The average value per ton of hay and clover is \$9.75 as against \$10.33 per ton last year. Alfalfa shows a yield of 448,600 tons from 196,428 acres, or 2¼ tons per acre, as compared with 262,400 tons from 109,825 acres, or 2½ tons per acre last year. Of fodder corn, the estimated yield is 4,203,150 tons from 502,069 acres, an average per acre of 8¼ tons.

The total area under root and fodder crops, including potatoes, turnips, etc., hay and clover, alfalfa and fodder corn, amounts to 12,321,351 acres, as compared with 9,576,568 acres in 1917. In total value at local prices these crops amount for 1918 to \$330,975,825, as compared with \$268,310,300 in 1917.

### MONTREAL ABATTOIR RENDERING PLANT TO BE CLOSED 60 DAYS

The large rendering plant of the Montreal Abattoirs Company, Montreal, in the east end of the city will be closed on December 7 for sixty days, pending the conclusion of negotiations with the city commissioners regarding the closing of this plant.

For the sixty days that this plant will be closed all the rendering will be done at the Point St. Charles plant of the company, where the machinery is of an improved type, and it is understood that it is to be further improved in the near future.

No statement has been made by the commissioners as to what shape the settlement of the question will take.

### WHO SAID "THE GOOD OLD DAYS?"

According to an exchange, the following high prices prevailed on food stuffs during 1776, which are somewhat higher than the present and if effective now, would cause heart failure to us:

|                |                          |
|----------------|--------------------------|
| Meat.....      | \$1.00 to \$2.00 per lb. |
| Corn.....      | \$25.00 per bu.          |
| Rye.....       | \$30.00 per bu.          |
| Potatoes.....  | \$10.00 per bu.          |
| Molasses.....  | \$12.00 per gal.         |
| Flour.....     | \$5.00 per cwt.          |
| Cider.....     | \$40.00 per bbl.         |
| Cheese.....    | \$2.00 per lb.           |
| Butterine..... | \$3.00 per lb.           |
| Sugar.....     | \$3.00 per lb.           |

# Produce, Provision and Fish Markets

## THE MARKETS AT A GLANCE

**R**EVISED prices have been issued on some lines of dressed meats, medium hams showing a stiffer tendency, while breakfast and roll bacon and barrel pork are easier. Dressed hogs have also declined 1c per pound in some quarters.

Live hogs are fairly steady, and whereas the market early in the week seemed to carry an easier feeling, it was expected \$18.50 per cwt., fed and watered, would probably be the ruling quotation. The run has been only fair, and receipts will largely determine values.

Lard has declined 1/2c per pound, this being due, it is thought, to a better supply, though no accumulation of stocks is reported in view of the heavy demand. Shortening is very firm, and some markets reported an advance of 1/4c per pound. The set price on cottonseed oil will exercise a stabilizing influence on this market, though question of supplies after January 1 is again being raised. The possible demand from overseas is reason assigned for somewhat uncertain situation.

New laid eggs are in good demand, it being indicated that it is hard to get enough to take care of business offering. Prices have advanced 5c per dozen. Other grades show no change, and are moving steadily.

A general revision upward in buying prices of poultry has been effected, practically every item on the list showing an advance of 1c to 2c per pound. Supplies are coming along quite freely, and show a better grade than those arriving two or three weeks ago.

Whitefish and trout have advanced 1c per pound. Supplies of fish generally are very good and sales well maintained.

## Big Run Hogs, Price Up 25c

Montreal.

**PROVISIONS.**—A big run of hogs did not serve to lower the price this week, the re-action being the other way, with 25c per 100 pounds more being asked. There is a great deal of demand for export account, but local demand, on the other hand, has not been overly large. Provisions are active and steady, with supplies adequate for all requirements.

|                                  |          |          |
|----------------------------------|----------|----------|
| <b>Hogs, Dressed—</b>            |          |          |
| Abattoir killed, small           | 25 00    | 25 50    |
| Do., heavy, 225-275 lbs.         |          | 24 50    |
| Hogs, live                       |          | 18 25    |
| <b>Hams—</b>                     |          |          |
| Medium, smoked, per lb.—         |          |          |
| (Weights) 16-25 lbs.             | 0 35     | 0 36     |
| Large, per lb. (wgh.) 25-35 lbs. | 0 32     | 0 33     |
| <b>Bacon—</b>                    |          |          |
| Plain                            | 0 43     | 0 44     |
| Boneless, per lb.                | 0 46     | 0 47     |
| <b>Bacon—</b>                    |          |          |
| Breakfast, per lb.               | 0 43 1/2 | 0 44     |
| Roll, per lb.                    | 0 33 1/2 | 0 34 1/2 |
| <b>Dry Salt Meats—</b>           |          |          |
| Long clear bacon, ton lots       | 0 29     | 0 29 1/2 |
| Long clear bacon, small lots     | 0 29 1/2 | 0 30     |
| Fat backs, lb.                   | 0 29 1/2 | 0 30     |
| <b>Cooked Meats—</b>             |          |          |
| 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     |
| <b>Barrel Pork—</b>              |          |          |
| Canadian short cut (bbl.)        |          | \$56 00  |
| Clear fat backs (bbl.)           |          | 58 00    |
| Short cut clear pork (bbl.)      |          | 58 00    |
| Heavy mess pork (bbl.)           |          | 53 00    |
| Bean pork (bbl.)                 |          | 52 00    |

## Seasonable Demand For Pure Lard

Montreal.

**LARD.**—In accordance with the de-

mand of the trade, prices are steady but unchanged. Country and city business has held on a fair basis with the undertone firm. Supplies are ample for the existing demand.

|                            |          |  |
|----------------------------|----------|--|
| <b>Lard, pure—</b>         |          |  |
| Tierces, 400 lbs., per lb. | 0 32     |  |
| Tubs, 50 lbs.              | 0 32 1/2 |  |
| Pails, 20 lbs., per lb.    | 0 32 3/4 |  |
| Bricks, 1 lb., per lb.     | 0 34     |  |

## Shortening Prices Are Up Slightly

Montreal.

**SHORTENING.**—There is a firmer feeling in the shortening market, this being apparent in the advance of one quarter of a cent per pound. It is probable that any change recorded in the near future will be that of a fractional nature, the control exercised over cottonseed oil tending to stabilize the market.

|                            |          |          |
|----------------------------|----------|----------|
| <b>Shortening—</b>         |          |          |
| Tierces, 400 lbs., per lb. | 0 26 1/2 | 0 26 3/4 |
| Tubs, 50 lbs.              | 0 27     | 0 27 1/4 |
| Pails, 20 lbs., per lb.    | 0 27 1/4 | 0 27 1/2 |
| Bricks, 1 lb., per lb.     | 0 28 1/2 | 0 28 3/4 |

## Arrival Margarine Eases Local Prices

Montreal.

**MARGARINE.**—The arrival of heavier stocks of margarine this week has created an easier market. Thus, the range on best grades which has been 34-36c per pound in prints, is shaded to 34-35c this week. With colder weather it is expected that demand will be better.

Margarine—

|                                   |      |      |
|-----------------------------------|------|------|
| Prints, according to quality, lb. | 0 34 | 0 35 |
| Tubs, according to quality, lb.   |      | 0 30 |

## Butter Undertone Is Very Strong

Montreal.

**BUTTER.**—The market is without definite price change, but the undertone is particularly strong. It is to be noted that a great deal of butter has come here this season and that supplies of late, of finest creamery, have changed hands at high prices. The firmness at buying points and in local wholesale circles has not yet manifested itself in actual price change, from a jobbing standpoint, but indications certainly do not point to any decline.

Butter—

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

## Cheese Very Firm; Twins Up 1/4c

Montreal.

**CHEESE.**—The market is firm and twins are up one quarter of a cent per pound. This is an indication of how firmly the outside conditions remain, the prices at country sales having been maintained on the highest levels yet. Some of these sellers have refused to dispose of their make when they could not get the highest price, and as a consequence the market has held up. Local trade is seasonably good.

Cheese—

|                            |          |
|----------------------------|----------|
| Large, per lb.             | \$0 23   |
| Twins, per lb.             | 0 23 1/4 |
| Triplets, per lb.          | 0 27 1/2 |
| Stilton, per lb.           | 0 30     |
| Fancy, old cheese, per lb. | 0 30     |

## Storage Eggs Firmer, New Laid Scarce

Montreal.

**EGGS.**—The undertone of the storage egg market has been firmer this week, but prices have made no actual change. There is so much demand from all sources that the storage supplies are heavily taxed all round. New laid are gradually getting scarcer, and it will be some time before there is a change for the better in the matter of supplies of these. The tendency is to advance, for all grades.

|                    |      |
|--------------------|------|
| New-laid (selects) | 0 70 |
| Selects            | 0 53 |
| No. 1              | 0 49 |
| No. 2              | 0 47 |

## More Turkeys Come; Prices Firm

Montreal.

**POULTRY.**—More turkeys are being delivered to this market, of the dressed variety, and there is a noticeable improvement in the condition of the birds. There is still room for a great deal of better conditioning, and the farmer seems slow to take the advice which



has been passed on through various channels regarding this point. There are no changes for the week and for the good stock, the consumer is willing to pay a fair price, say the produce men.

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

*Cured Haddies Up,  
Oysters Lower*

**Montreal.**  
**FISH.**—Some advances are made this week. Smoked haddies, smoked herrings and smoked cod are all up about one cent per pound. Lobsters, shrimps and prawns, on the other hand, are easier, and the same is true of oysters which are in freer supply. Clams are \$1 per barrel higher.

There is a better movement of fresh and frozen fish, but the storms occurring on the Atlantic coast have served to interfere with a free movement of supplies from there. Fresh lake fish are scarce, and will continue to be short. Many orders are in hand for frozen fish, pending the arrival of colder weather. Codfish, herring and mackerel have been freer owing to the continued open weather, and prices on these are inclined to drop. The oyster trade is active, the demand for native shell oysters being very good.

**SMOKED FISH**

|                                |      |      |
|--------------------------------|------|------|
| Haddies (fresh cured)          | 0 16 | 0 17 |
| Haddies, fillet                | 0 19 | 0 20 |
| Smoked herrings (med.) per box | 0 25 | 0 26 |
| Smoked cod                     |      | 0 16 |
| Bloaters, per box 60/100       | 2 00 | 2 50 |
| Kippers, per box 40/50         | 2 50 | 3 25 |

**SALTED AND PICKLED FISH**

|   |       |
|---|-------|
| Haddock (per bbl.), 200 lbs.                  | 16 00 |
| Herring (Labrador), per bbl.                  | 14 50 |
| Herring (Labrador), 1/2 bbls.                 | 7 50  |
| Herrings, No. 1 lake (100-lb. keg)            | 6 00  |
| Salmon (Labrador) per bbl.                    | 27 00 |
| Do., tierces                                  | 38 00 |
| Salmon (B.C. Red)                             | 26 00 |
| Sea Trout, red and pale, per bbl.             | 20 00 |
| Sea Trout (1/2 bbls.)                         | 10 50 |
| Green Cod, No. 1, per bbl. (med.)             | 21 00 |
| Green Cod (large bbl.)                        | 22 00 |
| Mackerel, No. 1, per bbl.                     | 32 00 |
| Mackerel (1/2 bbl.)                           | 16 50 |
| Codfish (skinless), 100-lb. box               | 16 00 |
| Codfish, 2-lb. blocks (24-lb. case)           | 2 20  |
| Codfish (skinless), blks. "Ivory"             |       |
| Brand, lb.                                    | 0 18  |
| Codfish, boneless, lb. (according to package) | 0 16  |
| Codfish, shredded, 12-lb. box                 | 2 20  |
| Eels, salted                                  | 0 15  |
| Pickled turbot, new, bbls.                    | 17 00 |
| Do., half barrels                             | 7 50  |
| Cod, boneless (20-lb. boxes), as to grade     | 0 20  |
| Cod, strip (30-lb. boxes)                     | 0 22  |
| Cod, dry (bundles)                            | 16 00 |

**SHRIMPS, LOBSTERS, OYSTERS**

|                                 |       |
|---------------------------------|-------|
| Lobsters, medium and large, lb. | 0 52  |
| Prawns, lb.                     | 0 32  |
| Shrimps, lb.                    | 0 30  |
| Scallops, per gallon            | 4 00  |
| <b>Oysters—</b>                 |       |
| Mapleque shell (bbl.) (choice)  | 15 00 |
| Maloeque, ordinary (11)         | 12 00 |
| Bontouche, best                 | 12 00 |
| Ordinary, No. 1, gal.           | 2 50  |
| Cape Cod shell oysters, bbl.    | 14 00 |
| 5 gal. (wine) cans              | 12 00 |
| 1 gal. (wine) cans              | 2 50  |
| 2 gal. (wine) cans              | 7 25  |
| Oyster pails (pints), 100       | 1 50  |
| Oyster pails (quarts), 100      | 2 10  |
| Clams, med., bbl.               | 10 00 |

**FRESH FROZEN SEA FISH**

|                            |      |      |
|----------------------------|------|------|
| Herring, large sea, lb.    | 0 09 | 0 10 |
| Herring, frozen, lake, lb. | 0 07 | 0 09 |
| Halibut                    | 0 23 | 0 24 |
| Halibut (medium)           |      | 0 24 |
| Haddock                    | 0 08 | 0 09 |
| Mackerel                   | 0 15 | 0 16 |
| Cod—Toms, bbl.             |      | 5 00 |
| Cod Steak, fancy, lb.      | 0 11 | 0 12 |
| Salmon, red                | 0 20 | 0 23 |
| Salmon, pale               | 0 15 | 0 16 |
| Salmon, Gaspe              | 0 25 | 0 26 |
| Swordfish                  | 0 21 | 0 22 |

**FRESH FROZEN LAKE FISH**

|                   |          |          |
|-------------------|----------|----------|
| Pike, lb.         | 0 11 1/2 | 0 12     |
| Perch             | 0 12 1/2 | 0 13     |
| Whitefish, lb.    | 0 15     | 0 16     |
| Whitefish (small) | 0 09 1/2 | 0 12 1/2 |
| Lake trout        | 0 19     | 0 20     |
| Eels, lb.         |          | 0 15     |
| Doree             | 0 15 1/2 | 0 16     |

**FRESH FISH**

|                           |          |      |
|---------------------------|----------|------|
| Haddock                   | 0 09     | 0 10 |
| Steak cod                 | 0 11     | 0 12 |
| Market cod                | 0 07     | 0 08 |
| Carp                      | 0 09     | 0 10 |
| Dore                      | 0 19     | 0 20 |
| Lake trout                | 0 19     | 0 20 |
| Pike                      | 0 12     | 0 13 |
| B. C. Salmon              | 0 25     | 0 26 |
| Salmon (Gaspe)            | 0 27     | 0 28 |
| Gaspereaux, lb.           |          | 0 06 |
| Western Halibut           | 0 25     | 0 26 |
| Eastern Halibut (chicken) |          | 0 23 |
| Eastern Halibut (med.)    |          | 0 26 |
| Flounders                 | 0 09     | 0 10 |
| Perch                     |          | 0 10 |
| Bullheads                 |          | 0 15 |
| Whitefish                 | 0 19     | 0 20 |
| Whitefish (small)         | 0 09 1/2 | 0 12 |
| Mackerel, lb.             | 0 17     | 0 18 |
| Mackerel, lb.             | 0 15     | 0 16 |
| Smelts, No. 1             | 0 17     | 0 18 |
| Smelts, No. 2             | 0 11     | 0 12 |
| Smelts, No. 2             | 0 12     | 0 13 |
| Shad                      | 0 15     | 0 16 |
| Swordfish                 |          | 0 25 |

**Live Hogs Hold;  
Meats Revised**

**Toronto.**

**PROVISIONS.**—Another week of activity marked the hog market last week, and \$18.50 per cwt., fed and watered, was the price finally determined upon. It looks very much as though this figure will rule this week too, though the market is weak and \$18.25 is mentioned as a possible figure. The run is only fair and this may be the determining factor in the price this week.

Prices on dressed meats have undergone revision, medium hams, breakfast and roll bacon being affected slightly. Barrel pork and dressed hogs have declined somewhat. Range of quotations to-day follows:

|   |          |          |
|---|----------|----------|
| <b>Hams—</b>                                |          |          |
| Medium                                      |          | 0 40     |
| Large, per lb.                              | 0 34     | 0 35     |
| <b>Bacon—</b>                               |          |          |
| Plain                                       | 0 46     | 0 48     |
| Trimmed, with rib in                        |          | 0 49     |
| Boneless, per lb.                           | 0 51     | 0 52     |
| <b>Bacon—</b>                               |          |          |
| Breakfast, per lb.                          | 0 38     | 0 43     |
| Roll, per lb.                               |          | 0 32     |
| Wiltshire (smoked sides), lb.               | 0 36 1/2 | 0 37 1/2 |
| <b>Dry Salt Meats—</b>                      |          |          |
| Long, clear bacon, av. 50-70, lb.           | 0 30     | 0 31     |
| Do., aver. 70-100, lb.                      |          | 0 29     |
| Fat backs                                   | 0 32     | 0 32     |
| <b>Cooked Meats—</b>                        |          |          |
| Hams, boiled, per lb.                       | 0 53     | 0 55     |
| Hams, roast, without dressing, per lb.      | 0 53     | 0 55     |
| Shoulders, roast, without dressing, per lb. | 0 50     | 0 52     |
| <b>Barrel Pork—</b>                         |          |          |
| Mess pork, 200 lbs.                         | 47 00    | 49 00    |
| Short cut backs, bbl., 100 lbs.             |          | 58 00    |
| Pickled rolls, bbl., 200 lbs.               | 55 00    | 58 00    |
| <b>Hogs—</b>                                |          |          |
| Dressed, 70-100 lbs., weight                |          | 27 50    |

|                       |       |       |
|-----------------------|-------|-------|
| Live, off cars        | 18 25 | 18 50 |
| Live, fed and watered | 18 00 | 18 25 |
| Live, f.o.b.          | 17 00 | 17 25 |

*Lard Easier;  
Prices Go Down*

**Toronto.**

**LARD.**—An easier feeling has developed this week on lard, and prices are down 1/2c per pound. Receipts have been fairly heavy, but with the heavy demand there is little accumulation to be noted. Sales during the next two or three weeks are expected to continue along lines representing a heavy volume of business.

Lard, pure, tierces, 400 lbs. .... \$0 30 1/2—0 31  
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

*Shortening Rules With  
Firm Undertone*

**Toronto.**

**SHORTENING.**—The market rules with a very firm undertone. Supplies have been coming through in ample volume to take care of the demand, but again there is arising some uncertainty as to what may develop after January 1. Whether shipments will come through after that date may depend upon requirements of European countries, but as yet no definite word is forthcoming. In the meantime quotations are unchanged though very firm.

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

*Moderate Demand  
For Margarine*

**Toronto.**

**MARGARINE.**—The market rules without any appreciable change this week. There is a moderate demand, and all orders are being taken care of from ample stock. No difficulty in securing supplies has yet been experienced. Range of quotations given herewith:

|                                      |        |        |
|--------------------------------------|--------|--------|
| <b>Margarine—</b>                    |        |        |
| 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 Movement  
Steady; Prices Firm*

**Toronto.**

**BUTTER.**—Orders are going forward steadily and business on the fresh made creamery butter shows an increase over last week. Prices to the trade on the fresh made are 56 to 57 cents per pound. There has been no change made in the price of the storage creamery, 52 to 53 cents per pound being the ruling quotation.

|                                    |      |      |
|------------------------------------|------|------|
| <b>Butter—</b>                     |      |      |
| Creamery prints (storage)          | 0 52 | 0 53 |
| Creamery solids (storage)          |      | 0 52 |
| Creamery prints (fresh made)       | 0 56 | 0 57 |
| Creamery solids (fresh made)       |      | 0 56 |
| Dairy prints, fresh separator, lb. | 0 50 | 0 51 |
| Dairy prints, No. 1, lb.           |      | 0 48 |

*New Laid Eggs  
in Good Demand*

**Toronto.**

**EGGS.**—There is a splendid demand

for new laid eggs. Supplies seem to be coming along somewhat better than they have been, but difficulty in taking care of all the business offering is being experienced. New laid in cartons has gone up another 5 cents per dozen to 75 cents. Storage No. 1 eggs are being quoted at the lowest at about 53 cents per dozen.

|                                 |           |
|---------------------------------|-----------|
| Eggs—                           |           |
| New-laid, in cartons, doz. .... | \$0 75    |
| Do., extras .....               | 0 65      |
| Storage, No. 1, doz. ....       | 0 53      |
| Splits and No. 2, doz. ....     | 0 45 0 47 |

**Sales Cheese**  
*Maintained; Prices Firm*

**Toronto.**  
**CHEESE.**—The demand has kept up consistently well. Prices to the trade show no change this week, the large going out at 27½ cents and the twins at 28 cents per pound. Supplies coming to hand also show improvement, and dealers are making arrangements to store a sufficient quantity to carry their trade through the next few months.

|   |            |
|---|------------|
| Cheese—                                       |            |
| New, large .....                              | 0 27½ 0 28 |
| Stilton (new) .....                           | 0 30 0 31½ |
| Twins, ¼c lb. higher than large cheese. Trip- |            |
| lets ¼c lb. higher than large cheese.         |            |

**Higher Buying**  
*Prices on Poultry*

**Toronto.**  
**POULTRY.**—Prices being paid this week on poultry show a little stiffening over levels prevailing formerly. The buying range shows a general revision upward, amounting to 1 to 2 cents per pound. Supplies are coming through quite well and the grade of stock offering is much improved over that available two or three weeks ago.

Prices paid by commission men at Toronto:

|                                  |              |              |
|----------------------------------|--------------|--------------|
|                                  | Live         | Dressed      |
| Ducks, lb. ....                  | \$...-\$0 22 | \$...-\$0 28 |
| Geese, lb. ....                  | 0 16-0 18    | ...-0 23     |
| Turkeys, old, lb. ....           | 0 25-0 26    | ...-0 32     |
| Do., young, lb. ....             | 0 29-0 30    | 0 37-0 38    |
| Roosters, lb. ....               | 0 17-0 20    | 0 23-0 24    |
| Fowl, over 4 lbs., lb. ....      | 0 19-0 22    | 0 23-0 24    |
| Fowl, over 5 lbs., lb. ....      | 0 25-0 26    | 0 28-0 30    |
| Fowl, under 4 lbs., lb. ....     | 0 17-0 19    | 0 22-0 23    |
| Chickens, under 5 lbs., lb. .... | ...-0 24     | 0 28-0 30    |
| Chickens, over 5 lbs., lb. ....  | ...-0 26     | 0 30-0 32    |

Prices quoted to retail trade:

|                        |               |
|------------------------|---------------|
|                        | Dressed       |
| Hens, light .....      | \$0 28 \$0 30 |
| Do., heavy .....       | 0 33 0 35     |
| Chickens, spring ..... | 0 33 0 35     |
| Ducks .....            | 0 30 0 32     |
| Turkeys .....          | 0 36 0 40     |
| Geese .....            | 0 26 0 28     |

**Trout, Whitefish Go**  
*Higher; Sell Well*

**Toronto.**  
**FISH.**—A stiffening in the price of trout and white fish is noticeable this week, the former being quoted at 14 to 15 cents per pound, and the latter at 13 to 14 cents per pound. The other lines now reaching the trade are holding quite steadily with hardly a quotable change recorded. The demand keeps up remarkably well and supplies are well able to meet this. The range of quotations is given herewith.

**FRESH SEA FISH**

|                             |            |
|-----------------------------|------------|
| Brills, dressed, lb. ....   | 0 10 0 11  |
| Cod Steak, lb. ....         | 0 10 0 13  |
| Do., market, lb. ....       | 0 09 0 10  |
| Flounders, lb. ....         | 0 08 0 11  |
| Flukes .....                | 0 15       |
| Gaspereau, lb. ....         | 0 08 0 08½ |
| Halibut, medium, lb. ....   | 0 22½ 0 23 |
| Do., chicken, lb. ....      | 0 21½ 0 22 |
| Do., large .....            | 0 21½ 0 22 |
| Haddock, heads on, lb. .... | 0 09 0 10  |
| Do., headless, lb. ....     | 0 10 0 11  |
| Do., small, lb. ....        | 0 08 0 08½ |
| Herring, lb. ....           | 0 08 0 08½ |
| Mackerel, lb. ....          | 0 14 0 16  |
| Plaice, dressed, lb. ....   | 0 10 0 11  |

|                               |            |
|-------------------------------|------------|
| Smelts, lb. ....              | 0 15 0 23  |
| Tomcods, lb. ....             | 0 05 0 05½ |
| <b>FRESH LAKE FISH</b>        |            |
| Herring, dressed, lb. ....    | 0 06½ 0 07 |
| Trout, lb. ....               | 0 14 0 15  |
| Whitefish, lb. ....           | 0 13 0 14  |
| <b>SMOKED FISH</b>            |            |
| Bloaters, 50 Count, box. .... | 2 25       |
| Ciscoes, lb. ....             | 0 17       |
| Haddies, chicken .....        | 0 12       |
| Do., fillets, lb. ....        | 0 17 0 18  |
| Do., Finnan, lb. ....         | 0 15       |
| Herring, Kippered, box .....  | 1 75 2 75  |
| Shrimps, can .....            | 1 75       |

**FROZEN SEA FISH**

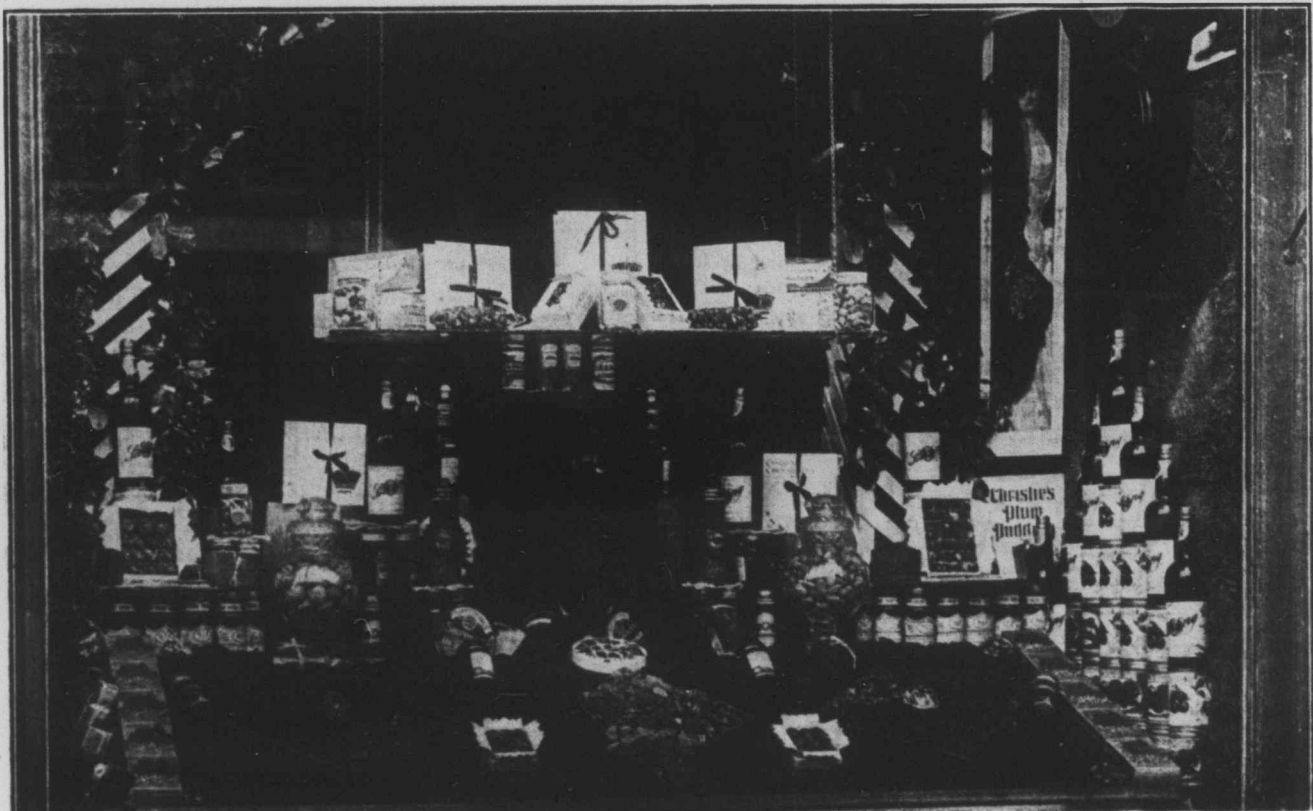
|                           |            |
|---------------------------|------------|
| Cod Steak, lb. ....       | 0 09½ 0 10 |
| Do., market, lb. ....     | 0 08½ 0 09 |
| Flat Fish, B.C., lb. .... | 0 10 0 11  |
| Haddock, lb. ....         | 0 08½ 0 09 |
| Mackerel, lb. ....        | 0 15       |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

**FROZEN LAKE FISH**

|                       |            |
|-----------------------|------------|
| Mullets, lb. ....     | 0 06 0 06½ |
| Pike, round, lb. .... | 0 09 0 09½ |
| Tulibeas, lb. ....    | 0 09 0 09½ |
| Whitefish, lb. ....   | 0 15 0 15½ |

**DRY AND PICKLED FISH**

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



A suggestion for the Christmas window decorator.

# Have a larger Fish Trade



The demand for good wholesome fish is worth connecting with.

It is a steady demand and a stock of

## BRUNSWICK BRAND SEA FOODS

will put you well on the road to a worth while share of this demand.

Each and every Brunswick Brand line is prepared and packed conscientiously, the process guaranteeing the consumer a delicious, wholesome sea food with a delightful flavor.

Stock now from the following:

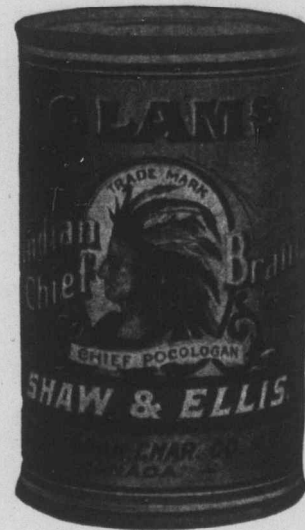
- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies  
(Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams



### Connors Brothers LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603



## INDIAN CHIEF BRAND CLAMS

Merit your strongest recommendation because they are sweet, wholesome and economical—just the right kind of sea food for you to handle—the kind that will please your trade and add to your profits through steady repeat selling.

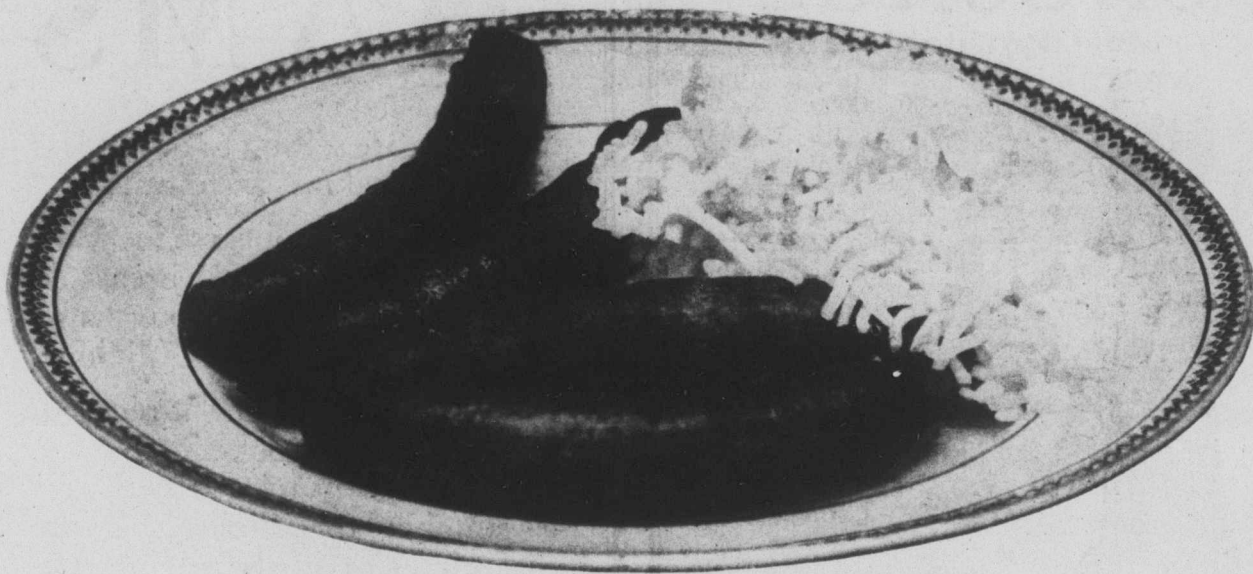
Everything is done to guarantee the goodness of these delicious clams. They are put up the very day they leave the clam beds and sealed without either solder or acid. Thus they reach the customer's table with all their original delicacy and deliciousness.

You should display Indian Chief Brand regularly and connect with the sizeable profits that every sale produces. Why not order a trial supply to-day?

### SHAW & ELLIS

POCOLOGAN, N.B.

Canadian Food Control Licence No. 1-718



# 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—sharpen up the appetite—puts a keen edge on anticipation.

We are already receiving a steady run of orders for

## DAVIES QUALITY SAUSAGE

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

Our present varieties comprise:

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

**“FARM” SAUSAGE**—(Not linked).

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

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

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

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

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

THE **DAVIES** COMPANY  
WILLIAM LIMITED

MONTREAL

TORONTO

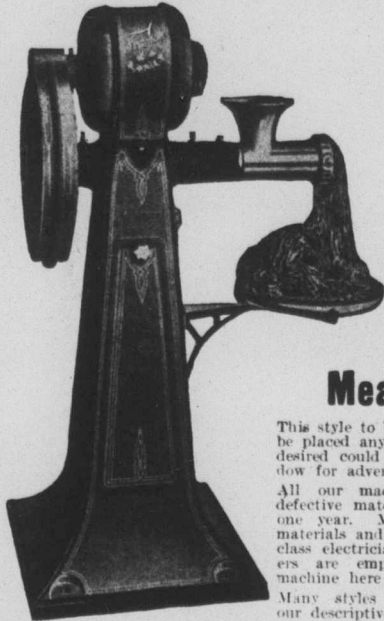
WINNIPEG

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

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

## SAUSAGE

A Most Profitable Line



Build up a sausage trade with good sausage, made with the machine that does it the easiest and quickest way.

### Freeman's Electric Meat Chopper

This style to be set on the floor and can be placed anywhere, in the shop, and if desired could be placed near show window for advertising purposes.

All our machines guaranteed against defective material and workmanship for one year. Made from the very best materials and none but the very highest class electricians, machinists and finishers are employed in producing this machine here in Canada.

Many styles and prices. Write for our descriptive catalogue.

**The W. A. Freeman Co., Limited**  
HAMILTON, CANADA

Toronto Branch:  
114 York St.

Montreal

Winnipeg Branch:  
208 McDermitt

## HAMS

Hams are selling to-day at less than breakfast bacon.

Everybody appears to want back bacon and breakfast bacon but why not buy hams and reduce the cost of living?

We have hams fresh, pickled, smoked and cooked. We are also making up a boned ham suitable for slicing on the counter or in the slicing machine.

*Try them*

**F. W. Fearman Co.,**  
LIMITED  
Hamilton, Canada



## Jersey Farm Sausage

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

**Maciver Bros. Co., Keating St., Toronto**

## After the War—What?

The time to put on fire insurance is before the fire. The time to prepare for after-the-war conditions is before peace comes.

Advertise now and be prepared to keep your goods in demand through the medium of CANADIAN GROCER

## Facing the Problems of Reconstruction

THE end of the war has not in itself relieved the world shortage for foodstuffs, clothing, etc., and the supplies of raw materials have been reduced to such an extent that it will take some time to reach a normal balance. Then there are the needs for reconstruction in Europe to be taken into consideration and the requirements of an army slowly returning to civil life, not to mention that Central Europe is almost bare of commodities. It will take time to make up the shortage.

### Prices to Come Down Slowly

"The trades generally have been looking for lower prices since the armistice was signed. They argue that as the war sent prices up so peace would bring prices down. Undoubtedly there will be a gradual lowering of prices. In the majority of lines, however, present prices will probably prevail and in some cases there will still be further advances."

The above is quoted directly from an important article on the front page of THE FINANCIAL POST of November 23rd. Questions of labor and wages are dealt with most interestingly in the same article which is of real constructive value at this time. Note also the importance of these other contents of THE POST of November 23rd:

- End of War Does Not Mean End of War Financing.
- Investigating the Possibilities of Lignite Supply.
- Canada at the Lyons Exhibition—30 Booths.
- Dominion Power Board Plans Extensive Development.
- World's Tonnage is Seriously Short.
- Heavier Losses by the Ontario Mutual Fire Cos.
- War Brings Changes in the Economic Viewpoint.
- Judge Gary on Future of America's Trade.
- Shall the Bank Charge on Credit Information?
- Natural Resources as National Credit.
- Bankers Tore Down Deposits in Victory Campaign.
- Salmon Packers Are Up in Arms at Government.
- Will Take Care That Montreal Has No Deficit.
- Export Trade for Canadian Textile Mills.
- Market Taking Hopeful View of Bond Outlook.
- Twenty-Year Victory Bonds May Sell at a Premium.
- \$300,000,000 May Go to Finance French Orders.
- No System to Bring Cattle and Feed Together.

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

The MacLean Publishing Co.,

143-153 University Ave., Toronto.

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

Name .....

Address .....

C.G.

# Germany Must Pay Canada's War Bill

THE war has already cost Canada over a Billion Dollars! Why, a few years ago we had a General Election and endless talk and criticism over spending a few million dollars to build the Grand Trunk Pacific—an amount of money which would not represent a drop in the bucket to what we have spent in this year. What's going to be done about it? How will this vast encumbrance be paid off?

Colonel MacLean tells how, in vivid and fearless style, in the November issue of

## MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

Colonel Maclean's articles on the war situation have aroused intense interest—and heated controversy—all over Canada. MACLEAN'S is impatiently looked forward to each month by almost a quarter of a million eager readers who simply would not do without it! For many of the world's highest paid writers furnish thrilling stories, splendid reviews, and informative special articles to make it a magazine which grips the attention of these live Canadians. MACLEAN'S is one of the world's best. As evidence—its sales on the newsstands have increased almost One Thousand per cent. within the past year alone!

### READ THIS GREAT ARTICLE FREE OF CHARGE

We want you to see, for yourself, just how good MACLEAN'S is. So we have reprinted "Germany Must Pay Canada's War Bill" in pamphlet form. Don't miss this momentous, vital article. You'll not only read it now—you'll keep it for re-reading and reference later on. And one of Service's best poems goes with it. It's all yours, free of charge, for the asking! So mail the coupon TO-DAY!



ROBERT W. SERVICE.

"The Poet of the Yukon," whose world-famous verses appear first of all in MACLEAN'S MAGAZINE. His "Rhymes of a Red Cross Man," which in book form broke all the world's selling records, were printed in MACLEAN'S, one each month, a full year before the book was published. Service has been in France ever since the war started. His latest poem—"The Wife"—will be eagerly read, for the first time, in the December MACLEAN'S.

CUT OFF HERE AND MAIL

The MacLean Publishing Company,  
143-153 University Avenue,  
Toronto:

I want to see, at no expense to myself, just how good MACLEAN'S MAGAZINE really is. So please mail me a free reprint of "Germany Must Pay Canada's War Bill."

Name .....

Address .....

C.G.

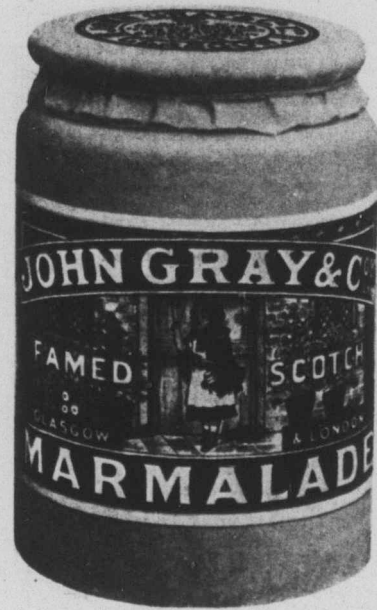
**JAMS**  
**MARMALADES**  
**PEELS**

**John Gray & Co., Ltd., Glasgow**

Established over a Century

Cable : Lamberton, Glasgow.  
 Codes : A.B.C. 4th and 5th Editions.

**CONFECTIONERY**  
**MARZIPAN**  
**CHOCOLATE**



Agents  
 Wm. H. Dunn, Limited,  
 Montreal  
 Lind Brokerage Co., Ltd.,  
 Toronto

**KING GEORGE'S**  
**NAVY** CHEWING TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



**Rock City Tobacco Co., Ltd.**

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

# England's most popular sauce

is still selling freely over here—nearly all the leading grocers make a leading line of H. P. and obtain the full benefit of our advertising.

Wouldn't it be worth your while to stock

# H.P. SAUCE

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



## OAKEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENTS:

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



Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality, than

# Windsor Table Salt

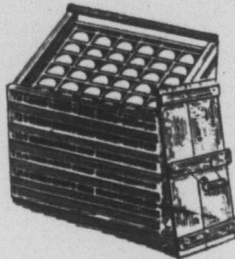
Made in Canada

THE CANADIAN SALT CO., LIMITED

260

## EGG CASE FILLERS and EXTRA FLATS

For 30 Doz. Egg Cases



And 12 Doz. Egg Crates

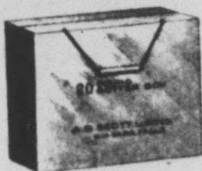
The 12 Dozen Crate

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

MR. GROCER

## Here's a Butter Box

with a real idea back of it!



Convenient — Collapsible — Secure. Just such a container as farmers, motorists and visitors to the country will thoroughly approve of.

Can be had in the following sizes: 3, 5, 10, 20, 30 and 45 lb. sizes.

You can win good extra business and extra profits by showing a little display of these Butter Boxes in your store.

Write for quotations.

**A. B. SCOTT, LIMITED**  
 NIAGARA FALLS, CANADA

## OYSTERS AND FISH

Get in touch with me for

XXX Oysters  
 Smelts  
 Frozen Herring  
 Frozen Mackerel

Fish is the food of the moment.

**EMILE PATUREL**

SHEDIAC, N.B.

License No. 1-748.



**Eggs in powder form!**

That's just what "Releg" is. For the housewife's baking there is nothing more dependable than this splendid egg substitute. And it costs but a fraction of the price of eggs.

There are four different sizes of packages. Send to-day for a trial supply.

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

**RELEG CO. Regd.**  
Quebec, Canada

**QUOTATIONS FOR PROPRIETARY ARTICLES**  
SPACE IN THIS DEPARTMENT IS \$65 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     |
| Plum   | 2 90     |
| Pear   | 3 15     |
| Peach  | 3 15     |
| 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 35   |
| Gallon Jugs, Aylmer Quality | 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, Simcoe, 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 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 26     |
| 30's Tin or Wood, one pail crate, per lb.  |          | 0 17 1/2 |

**BLUE**

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

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

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

(Unsweetened Chocolate)

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

**SWEET CHOCOLATE—** Per lb.

|   |      |
|---|------|
| Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case           | 0 33 |
| Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case | 0 35 |
| Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case   | 0 35 |
| Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case   | 0 34 |
| Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box | 1 35 |

**CHOCOLATE CONFECTIONS**

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

6c. LINES

Toronto Prices

|  |         |        |
|--|---------|--------|
| Filbert Nut Bars, 24 in box, 60 boxes in case  | Per box | \$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   |
| <b>BORDEN MILK CO., LTD., CONDENSED MILK</b>               |        |
| Terms, net, 30 days.                                       |        |
| Forle Brand, each 48 cans.                                 | \$9 25 |
| Reindeer Brand, each 48 cans.                              | 8 75   |
| Silver Cow, each 48 cans.                                  | 8 40   |
| Gold Seal, Purity, each 48 cans                            | 8 25   |
| Mayflower Brand, each 48 cans                              | 8 25   |
| Challenge Clover Brand, each 48 cans                       | 7 75   |

**Grocery Buyers "Look Here"**

*We Offer for Immediate Acceptance, Subject to Being Unsold*

250 Cases Seeded Raisins, 16 oz., Del Monte Brand, 17c, F.O.B.  
 250 Cases Seedless Raisins, 16 oz., Del Monte Brand, 18c, F.O.B.  
 100 Cases Seeded Raisins, 12 oz., 14c, F.O.B.  
 100 Cases Seeded Raisins, Bakers, 25-lb. Boxes, 15c, F.O.B.  
 150 Cases New Shelled Walnuts, French Halves, 74c per lb., F.O.B.  
 500 Cases Tomatoes. Special Prices.

AGENCIES WANTED

**S. G. BENSON UTILITY CO.**  
87 Notre Dame St. W., Montreal

**STORE MANAGEMENT—COMPLETE**

16 Full-Page Illustrations

ANOTHER NEW BOOK  
By FRANK FARRINGTON  
A Companion book to Retail Advertising Complete  
**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

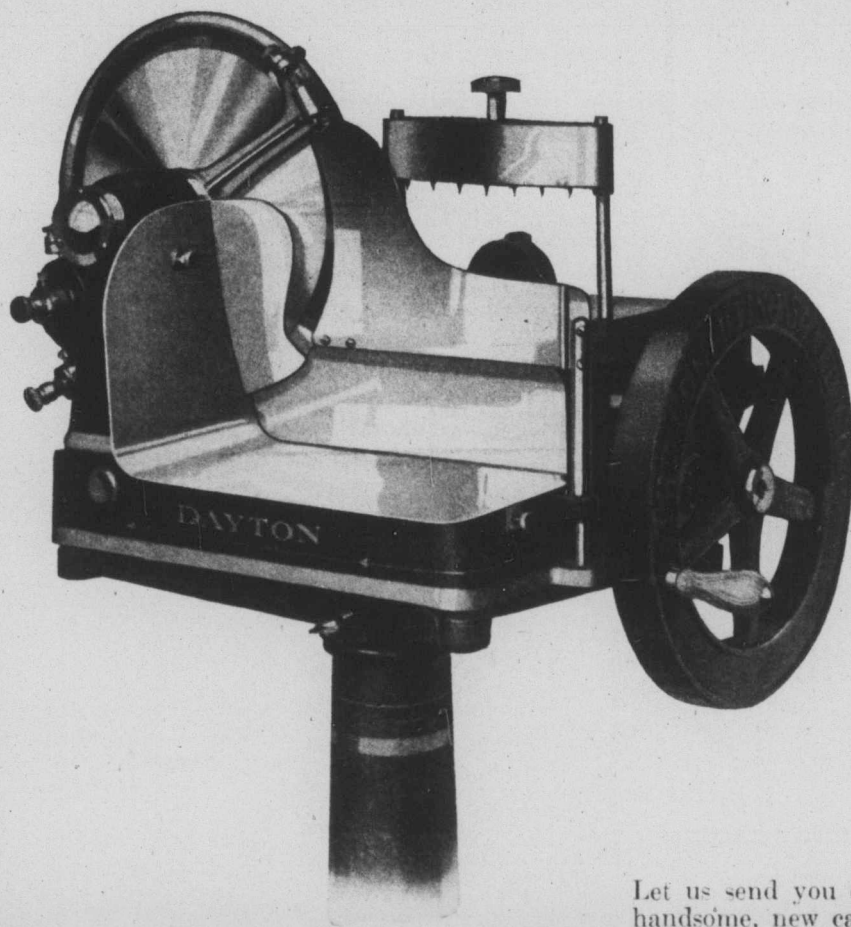
**THIRTEEN CHAPTERS**  
Here is a sample:  
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

**ABSOLUTELY NEW JUST PUBLISHED**  
Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

272 Pages Bound in Cloth  
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| <b>V</b>                                     |                                 |                            |
| <b>W</b>                                     |                                 |                            |

# BUYERS' DIRECTORY

Latest Editorial Market Information and Guide to Buyers.

## Vogans Overseas CAKE

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



### JARS AND BUTTER CROCKS

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

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

We are now located in our new and more spacious warehouse at

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

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

## SALT

All Grades.—Carloads.

**THE DOMINION SALT CO., LTD.**  
Manufacturers and Shippers  
SARNIA :: :: ONTARIO

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

### MARKET BRIEFS

The secretary of the Canadian War Trade Board wires as follows: "Have received intimation from the High Commissioner, London, that British authorities have issued general license for three months permitting importation of any quantity of fruits, canned, bottled or preserved, also soap."

\* \* \*

Nuts show some fluctuation, prices on shelled walnuts and shelled almonds being shaded somewhat on the local market. Tarragona almonds have declined on the New York market, but this has not affected the market here as yet. Brazil nuts in the shell are practically done. A car of California walnuts arrived this week and is being distributed to the trade.

\* \* \*

Probability of overseas sales is exercising a strengthening influence on the barreled apple market. It is reported that inquiries as to price and quantity available have already been received. Box apples are also very strong, primary points showing an advance, with indications that first of year may show even higher levels.

\* \* \*

An advance in the price of laundry soaps amounting to 25c per case has been recorded in some lines. Even at present prices market is strong, and that higher levels may prevail seems quite within the realm of possibility.

### MINCEMEAT

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

**E. B. THOMPSON**

20 Front Street East, Toronto

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

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

## CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

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

**NUTRIENT FOOD CO., TORONTO**

### DRING SAUSAGE

Montreal and Quebec Province Grocers, attention—We are the only manufacturer of this most delicious sausage. We deliver in lots of 5 lbs. or more, to all Montreal Grocers and Butchers.

**KAVANAGH PROVISION CO.,**  
372 Bleury Street, Montreal

Telephones: Uptown 4620-4621, Night Up, 1980. Canada Food Board License No. 9-690

## GROCCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER

**C. A. MANN & CO.**

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

These one-inch spaces only \$1.60 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 replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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

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

### WANTED

**DEAD STOCK OF PATENT MEDICINES.** drugs and sundries bought or exchanged. Write The Drug Exchange Co., P.O. Box 1343, Montreal, Que.

### AGENCIES WANTED

**GROCERY LINE WANTED ON COMMISSION** by a traveller having a large experience with the wholesale grocers, the best retail grocers and also confectionery trade. Have sold English and American lines in the Provinces. I have Canadian lines but need another. References if necessary. Traveller, Box 475, Truro, N.S.

**WANTED—PAYING GROCERY BUSINESS** in good live town. Box 456, Canadian Grocer.

**SIDE-LINE FOR TRAVELLERS—INFORMATION** wanted from small towns regarding new building. Will not interfere with your regular business. We don't ask you to sell anything—merely to acquire information. Commission paid for each report. We supply forms and postage. Apply stating route and how often covered. Box 452, Canadian Grocer, Toronto.

### SITUATIONS WANTED

**EXPERIENCED LADY WISHES POSITION** in general store. Apply Box 454, Canadian Grocer.

## 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.

Use this page—the page that is never overlooked—from time to time to put efficiency in your service, and watch it for opportunities.

Everything is classified under appropriate headings, so that you can, at a glance, find what you are looking for. Quite often the want ad page is consulted as a guide to conditions.

Anything used or of interest to the Grocery trade can be located by an advertisement on this page.

Canadian Grocer reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

The cost of this service to you is very small—2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. If you do not wish your name to appear in the ad we have a Box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad so as to save unnecessary bookkeeping, etc.

## FOR SALE

**CASH GROCERY BUSINESS AVERAGING** \$450 weekly. Dwelling and store combined. Box 440, Canadian Grocer.

**FOR SALE — SASKATCHEWAN GENERAL** business with post office, established four years. Stock around \$5,000; fixtures \$1,000; store and dwelling house valued \$3,200. \$2,000 cash, balance arranged, monthly payments. Do not reply unless you have \$5,000 or \$6,000 cash. Safest proposition in Saskatchewan where farmers have done well. Owner in poor health. Stock can be reduced to suit purchaser. No exchange commissions. Post office easily earns \$1,000 yearly. Apply Box No. 462, Canadian Grocer.

### FIXTURES FOR SALE

**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

## WANTED

**WANTED TO BUY—USED McCASKEY BOOK-**keeping System holding 200 accounts or more—must be in good condition. State lowest cash price to Box No. 460, Canadian Grocer.



## Dairy Butter Wraps

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

**ALWAYS IN STOCK**

Special Printed Wraps to Order

**Business Systems Limited**

Largest Manufacturers of Butter Wraps in Canada

52-56 Spadina Ave. TORONTO



# "Riteshape"



THE DISH THAT CARRIES DISTINCTION

**Economy of operation.**

Your best chance to make money in the provision business to-day lies in your ability to make every method and all equipment give one hundred per cent. service.

This must apply to both large and small items.

Take butter dishes as an instance.

Is the dish you use merely a temporary makeshift to hold food during the process of delivery or is it an efficient and money-saving part of your organization?

If you are using the Riteshape you are cutting costs in many ways. You can display and sell food in the same dish, no transfer of foods, for the Riteshape will not spoil or contaminate any food. Chopped and sliced meats can be stored in Riteshapes, displayed in Riteshapes, and sold in Riteshapes.

Another thing—the use of the Riteshape will cut your paper bill by more than the cost of the dish.

*Ask Your Jobber, or:*

**The Oval Wood Dish Co., Inc.**

*Manufacturers*  
TUPPER LAKE, N.Y.

**Victoria Paper & Twine Co.**

*Distributors*  
TORONTO MONTREAL HALIFAX

O.W.D. PLANT

# COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

**P**UT this Canadian Brand on the firing line, and watch it capture a big trade for you. Display it prominently on your shelves. It is a line that adds prestige to any store. Recommend Cowan's Perfection Cocoa because you know it is purest and best. One sale makes a permanent customer.

**T**HIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "Cacao Theobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT  
TORONTO