

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 5, 1919

No. 49

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

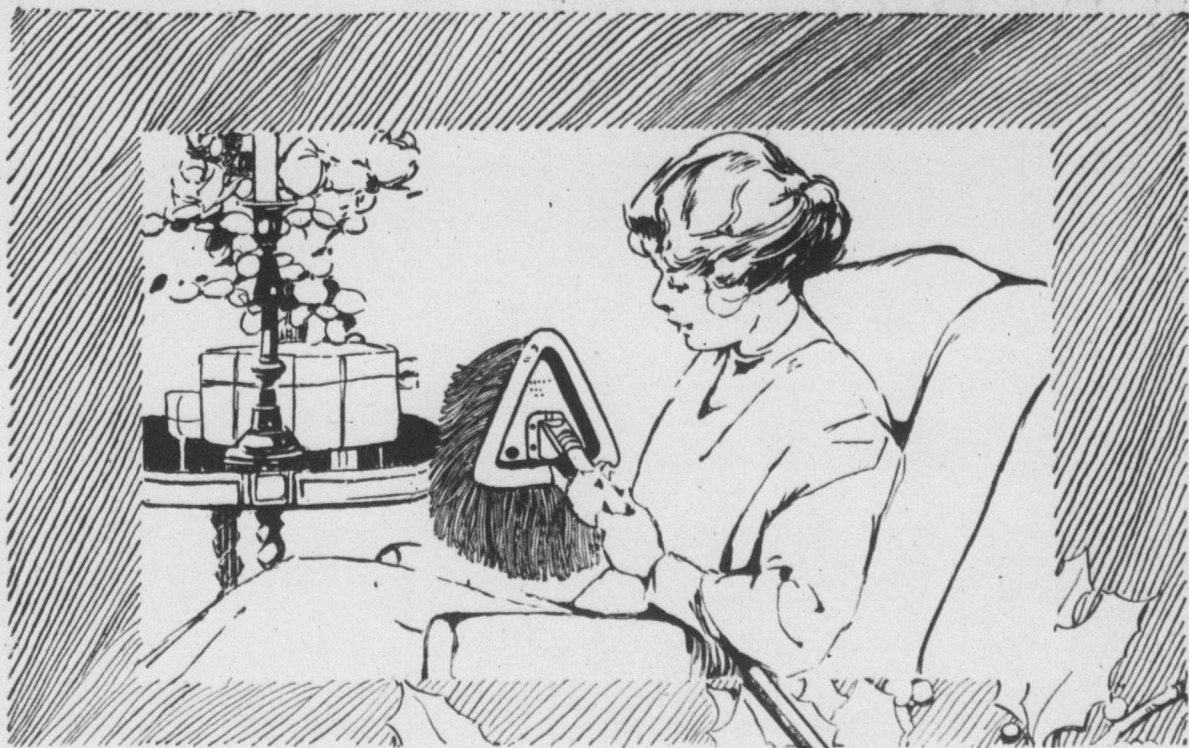
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

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



Cater to the Men who like to give Practical Presents

FEATURE the O-Cedar Polish Mop in your Christmas Display—and watch results.

The man shopper at Christmas-time rarely knows just exactly what he wants and depends on your displays to "suggest" to him some suitable gift. In your Christmas windows display O-Cedar Polish Mops with a card calling attention to the practical usefulness of such a gift.

Many a man may thus be led to realize that his Mother, Sister or Wife would appreciate such a gift

—and having arrived at that conclusion they will naturally come into your store to make the purchase.

You know there is good profit in selling O-Cedar Polish Mops. The fact that it has to be re-treated with O-Cedar Polish, means that every Mop you sell means Polish sales too. And every woman who once uses O-Cedar Polish becomes thereafter a steady purchaser of this wonderful home-beautifier.

Put a display of O-Cedar Polish Mops in your window this week—the results will surprise you.

"The Practical Gift"

O-Cedar Mop

Polish

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO



Borden's

“The Milk That Cuts the Cost of Cooking”

Take advantage of the present favorable opportunity to increase your sales of both Condensed and Evaporated Milk by making a counter display of Borden's Milk Products.

During a period of shortage with fresh milk is an opportune time to educate your customers to use more Borden's "St. Charles" Evaporated Milk.

It's more economical; also more convenient.

Do Your Customers Know You Sell Borden's?

Borden Milk Co., Limited

**“Leaders of Quality”
Montreal**

**Branch Office:
No. 2 Arcade Bldg., Vancouver**

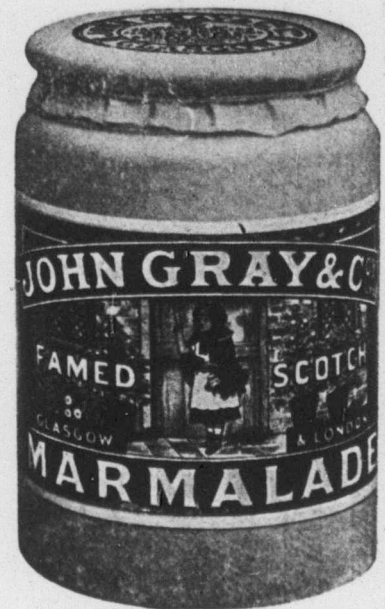
JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

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

CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents:

Wm. H. Dunn, Limited, Montreal
 Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



SELLING Simcoe Brand is highly profitable. **Do not** let your supply run low.

Simcoe Brand
Baked Beans

(With Tomato Sauce)

There is a brisk demand for Simcoe Brand Baked Beans right now. They are rich, nutritious and delicious hot or cold—ready to serve.

The quality of Simcoe Brand Baked Beans enables merchants to convert more and more customers to the habit of buying a *case at a time*.

Dominion Cannery, Limited
 HAMILTON, CANADA



Wagstaffe's Mince- Meat

Has that delicious, old-fashioned flavor. Sell Wagstaffe's Mince-Meat this Christmas. Your customers will be more than pleased with its flavor.

Plum Puddings

Wagstaffe's Plum Puddings are made from the best selected ingredients. They're unusually tempting.

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA





A Sure Way
To Bring the
Delicious
Flavor of

“Sealshipt Oysters”

Fresh from the Sea
To the Consumer

“Sealshipt Oysters” in glass jars are your “Oyster Insurance”—you can rely upon their purity just as you can rely upon the purity of certified milk; they bring a tang of salt air and salt water all the way from the Ocean to the Consumer’s table, sealed airtight in sanitary glass jars.

Remember! Refrigeration is necessary with these Sealshipt Oysters, in glass jars. As they are put up without the use of any preservative or adulteration—they *must not* be displayed as you would display canned goods or other bottled goods.

Sealshipt Oysters

In Glass Jars

These glass jars contain slightly less than a pint, and can retail at most Ontario points for 55 cents. You have a known profit, with complete satisfaction to your customer and the maximum of convenience. Only the very choicest of Northern grown oysters are contained in these glass jars.

Connecticut Oyster Co., Ltd.

CANADA’S EXCLUSIVE OYSTER HOUSE

50 Jarvis St.

TORONTO

Don't be Anxious about Delivery
of Your Xmas Order of
Fruits and Vegetables
Nuts and Sundries

Just send your orders to us for what you require in Oranges, Grapefruit, Lemons, Bananas, Almeria Grapes, Emperor Grapes, Fancy Box Apples, Barrel Apples, New Nuts, New Dates, New Figs, Cranberries, Spanish Onions, Domestic Onions, Mincemeat, Table Raisins, Holly Circles, Oysters, Smoked Fish, Potatoes, Carrots, Beets, etc., and whether your orders are large or small, they will get same quick attention and be shipped in

HEATED CARS — NEXT WEEK

All Xmas orders now in hand will be shipped between Dec. 10th and Dec. 17th and will be invoiced at prices quoted in our special Xmas price list.

Order Now and be Assured of
QUICK DELIVERY — HIGHEST QUALITY
FREE FROM FROST

The House of Quality

HUGH WALKER & SON

GUELPH

Established 1861

ONTARIO

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following :—

BREAKFAST	The most perfect type of unsweetened rusk.
DIGESTIVE	Made from selected meal. Short eating, highly nourishing and easily digested.
DINNER	Especially suitable for serving with soup or for use with butter or cheese.
GINGER NUTS	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
NURSERY	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
OSBORNE	Often imitated — never equalled. Slightly sweet.
PETIT BEURRE	Favourites even when our parents were young.
TEA RUSKS	Very delicate and much appreciated at Afternoon Tea.

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

John Tobin & Co.
Matin Street, Halifax, N.S.

NEW BRUNSWICK

Angevine & McLaughlin
P.O. Box 5, St. John, N.B.

QUEBEC

Rose & Lafamme, Ltd.
500 St. Paul Street West, Montreal

ONTARIO

The MacLaren Imperial Cheese Co., Ltd.
67 Front Street East, Toronto

MANITOBA, SASKATCHEWAN, and ALBERTA

W. Lloyd Lock & Co.
179 Bannatyne Avenue East, Winnipeg

BRITISH COLUMBIA

Kelly, Douglas & Co., Ltd.
Water Street, Vancouver, B.C.

NEWFOUNDLAND and LABRADOR

P. E. Outerbridge
P.O. Box 1131, St. John's N.F.

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



EUREKA

Refrigerators are

a sound investment.
They will help you sell
your perishable goods.
They will add to the
attractiveness of your
store.

They will protect you
from loss through spoil-
age.

Ask a fellow merchant who owns one.
He will tell you.

Satisfied customers are our best ads.

Write us for free catalogue and inter-
esting literature. We have a refriger-
ator to suit you.

Eureka Refrigerator Co., Limited

Head Office and Factory: Owen Sound

Branches: Toronto, Hamilton, Montreal

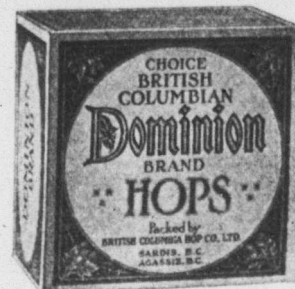


HOPS

In Quarter and Half Pound
Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B. C.

Head Sales Office:
235 Pine Street
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg.
Man. Ontario—Raymond & Raymond, London, Ontario.
Quebec and New Brunswick—Arthur P. Tippet & Co., Mont-
real, Quebec. Newfoundland—Globe Trading Co., St. John's.
Newfoundland, Nova Scotia—Chisholm & Co., Ltd., Halifax,
N.S.

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 Norcanner Brand



of "Brisling" Sardines
are packed in Quarter
Dingley tins from the
finest summer caught
Brisling with Virgin
Olive Oil. You'll find
the price right and the
profit good.

Bravo Brand Sild Sardines

Another brand of high
class sardines. In Quar-
ter Dingley and Eighth
Size tins. A real deli-
cacy.

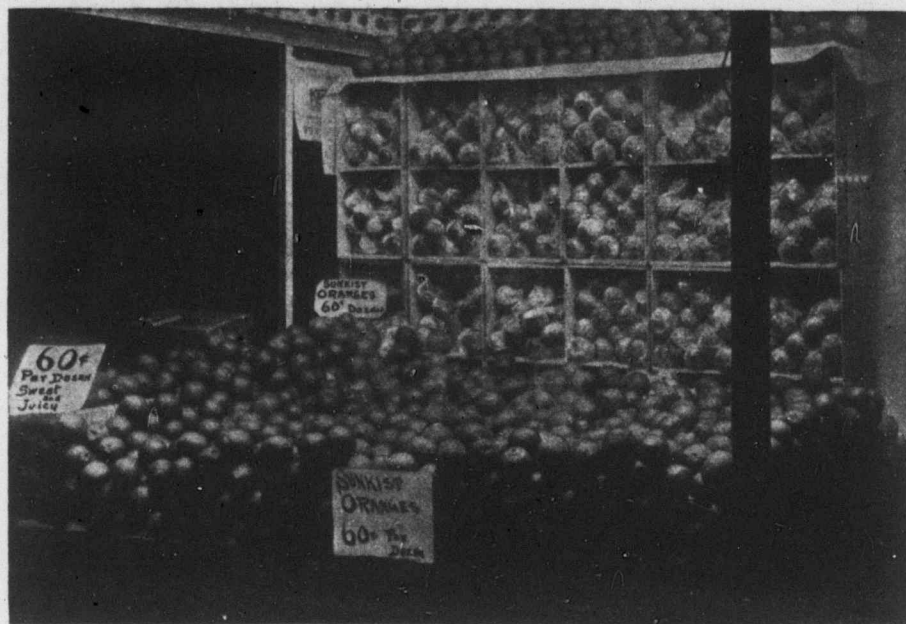


Your jobber can supply you.

NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

Canadian Agents:
C. B. Hart Reg. Montreal A. S. May & Co. Toronto Donald H. Bain Co. Winnipeg



How Frank Loftus Makes Nearly 350% a Year On His Investment in Fresh Fruit

Frank Loftus of Lansing, Michigan, sells \$148,000 worth of groceries in a store that measures 22 by 120 feet.

In another store, a branch of about the same size, he sells another \$100,000 worth.

So, in two stores, Loftus disposes of nearly a quarter of a million dollars' worth of merchandise a year.

And he makes nearly 350% a year on his investment in fresh fruit!

Ask him how he built his business to these proportions and makes these profits on fruit, and he'll say something like this:

"I figured out that if I could become known for some specialty I would bring a great many people to my stores. I chose the yellow fruits, oranges,

lemons and grapefruit, because they are *year 'round* fruits, and they make the most beautiful displays.

"I display them loose—in a *mass-display* without any special arrangement because they are most inviting that way; and I keep them in the window *every day throughout the year*.

"The windows always attract trade whether prices are high or low. My store is 'fruit headquarters' in Lansing. People come here for fruit, and when they come they buy other things.

"It is simple enough—if you build up a good specialty you create trade on all your other lines. I credit much of my success to my policy of always keeping my windows full of fresh, luscious, tempting fruit.

"I buy fruit as I need it, turning it over every week. I keep my margin at 25% on the selling price, and seldom vary from it. I make 52 profits—one a week—and average nearly 350% per year on the capital that I invest in fruit.

"Any retailer can do as well if he operates as carefully."

Sunkist

The Popular Oranges and Lemons

Most retailers know that the goods that sell best are those which the consumer knows, for they are most readily accepted. Sunkist Oranges and Sunkist Lemons are the country's best known fruits. Loftus uses "Sunkist" for these reasons.

Mail the Coupon and we'll send our *free book*, "Salesmanship in Fruit Displays" (illustrated)

—also our "Option List," from which you can select attractive highly colored cards and other display material.

Let our retail expert—a man with thirty years' practical retail experience—answer any questions with regard to retailing methods that you may care to ask.

SEND IT NOW

California Fruit Growers Exchange
A Non-Profit, Co-operative Organization of 10,000 Growers
Dealers Service Dept., Los Angeles, Cal.

**California
Fruit Growers
Exchange**
Dealers Service Dept.

Los Angeles, California.
Send your illustrated book, "Salesmanship in Fruit Displays," and "Display Material Option List" without any obligation on my part.

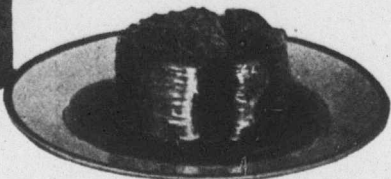
Name _____

Street _____

City _____ Province _____



EVERY MORSEL EDIBLE
AND DELICIOUS



Pilchards Are Unique!

A Tastier Food---For Less Money

"Albatross Brand" Is Always Right

Clayoquot Sound Canning Co., Ltd.

VICTORIA.

AGENTS:

Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta & British Columbia: Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Bring Them Together!

With
Satisfaction
and
Profit For All



NATIONAL BISCUIT & CONFECTION CO., LIMITED



"Caught in Salt Water"

HALLPINK

choice pink

SALMON



1 lb. and
1/2 lb. tins

Harry Hall & Co.
Limited
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

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.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

PETER LUND & COMPANY
MANUFACTURERS AGENTS
Can sell, and if required, finance one or two additional staple lines for British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.



MACARONI
The pure food that builds Muscle and Bone at small expense.
The Meat of The Wheat
Manufactured by the
Columbia Macaroni Co., Limited
LETHBRIDGE, ALTA.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

C. T. NELSON
Grocery Broker and Manufacturers' Agent
165 Habben-Bone Bldg., Victoria, B.C. In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.
VICTORIA - VANCOUVER.

Say you saw it in Canadian Grocer, it will identify you.

Canadian Merchants Don't Discount Your Money



and Wallace's
Herrings are
Highest Quality

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG
IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

**Wholesale Grocery Brokers
Commission Merchants**

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

F. MANLEY

Manufacturers' Agent
354 Main Street, Winnipeg
Agencies Solicited

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

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

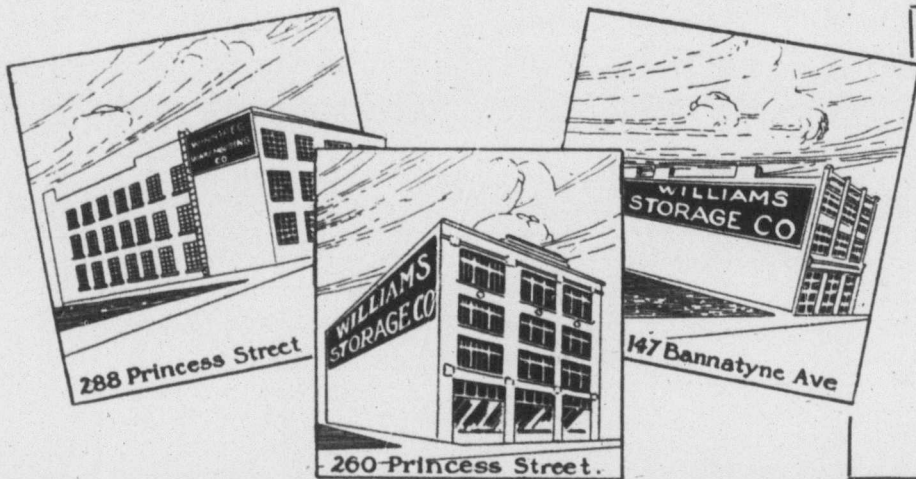
Wholesale Grocery Commission
Brokers

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.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

"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

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 CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jirch Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10170 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

Kelly Bldg., 104th St., Edmonton, Alta. (Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams, Cereals, Fresh Fruits and Vegetables.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R. DISTRIBUTION - STORAGE - CARTAGE P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.
Merchandise Brokers and
Manufacturers' Agents
Grocery, Drug and Con-
fectionery Specialties
Foy Building, 32 Front Street West
TORONTO - ONTARIO

SUNDRIED APPLES
We are headquarters
and always pay the
highest price. Write us
when you have any.
Mention quantity and
quality.
W. H. MILLMAN & SONS
TORONTO
Reference Imperial Bank
or any Wholesale Grocer.

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

C. MORRIS & COMPANY
Importers Exporters
Grocery Brokers
Head Office: TORONTO
U. S. Office: CHICAGO, ILL.

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 **SCIENTIFIC SPECIALTY SALESMEN**

Who are anxious to introduce your lines

W.H. ESCOTT Co. Limited

WINNIPEG, MAN. | Calgary, Alta.
Saskatoon, Sask. | Ft. William, Ont.
Regina, Sask. | Edmonton, Alta.

Wholesale Grocery Brokers and Importers

Consignments solicited. | Write or wire us.

REMEMBER

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaint from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited
The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creedon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

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 announcement appear on this page.

QUEBEC

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

J. C. Thompson Company
209 St. Nicholas Bldg.
MONTREAL
We cover the Confectionery Trade

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

PAUL F. GAUVREAU
WHOLESALE BROKER
Flour, Feeds and Cereals
84 St. Peter Street, - QUEBEC
If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

THE DOMINION TRADING CO.
MONTREAL
We are open to handle several food Agencies selling to the Grocery trade in Montreal, Quebec. We cover the territory thoroughly; best references.
Room 34, Board Trade Bldg., Montreal.
Cable Address, Domtrace.

WANTED
Agencies for food products for the City of Montreal, best references.
SILCOX & DREW
33 NICHOLAS ST., MONTREAL

Say you saw it in Canadian Grocer, it will identify you.

AGENCIES WANTED
For Food Products, Confectionery, etc.
For the Dominion. Best References.
H. S. JOYCE,
Room 903 Southam Bldg., Montreal

When writing to advertisers kindly mention this paper.

BRITISH GUIANA
Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?
McDAVID & CO.
Manufacturers' Representatives
41 Robb Street, Georgetown, Demerara, British Guiana
Exporters: Coconuts, Coffee, Rice, Cocoa.

MANUFACTURERS
Are you desirous of reaching the FOREIGN MARKETS with your products? We have enquiries from British firms requiring Canadian goods. Write or wire us for information.
O. M. SOLMON
Importer and Exporter
4492 St. Catherine St. W., MONTREAL

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

There's Big Demand for REX PRODUCTS
Rex Cedar Oil
Rex Floor Wax
Rex Furniture Cream
Rex Washing Powder
Order from your Wholesaler, or
REX CHEMICAL CO.
103 Wellington St., MONTREAL
McDONALD ADAMS WINNIPEG S. H. MOORE & CO. TORONTO KING & SOUTHCOT VANCOUVER

Dominion Spring Clothes Pins 
An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.
The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



YOU WILL BE DELIGHTED

with the high quality as well as proud of the bakings you will invariably obtain, if you use

REGAL FLOUR

White and Pure as the Lily
THE BEST IN THE WORLD

Made with the choicest Canadian Wheat in the finest and most modern flour mills, under the direction of expert millers. REGAL FLOUR, always fine, for pastries, cakes, pies, pancakes, etc.

Use it regularly and you will never experience the disappointment following baking failures.

Ask your grocer for and insist in getting REGAL FLOUR. Sold in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited
 MONTREAL.

Regal Flour

THIS IS A REPRODUCTION of the first of a series of advertisements which, beginning this week, will appear in all the newspapers of the Province of Quebec in favor of

REGAL FLOUR

White and Pure as the Lily

You can, with full confidence, recommend it to your customers. No other flour will make better cakes and pastry.

A large demand will naturally follow this advertising campaign—so be sure that your stock of Regal Flour is sufficient to meet all demands.

On sale everywhere in 7, 14, 24, 49 and 98 lb. bags. Also in 98 and 196 lb. barrels

St. Lawrence Flour Mills Co., Limited, Montreal



We Sold More "Kingnut" During November than the Previous Three Months

THE PRINTED GUARANTEE WITH EACH PACKAGE APPEALS TO HOUSEWIVES

There's no question but what the printed guarantee—the money-back-if-not-satisfied kind—has materially helped our sales to the retail trade on this rapidly becoming famous line. Retailers who have had little success with other butter substitutes are enthusiastic about "Kingnut" and we have yet to hear of any retailer who has been requested by a customer to refund the purchase price.

That's evidence of satisfaction, isn't it?

With butter so dear and substitutes in demand, don't you think you could handle a live line like "Kingnut" to advantage? "Kingnut" has a delicious flavor; there's no animal fat in it, and the printed guarantee which goes with each package is your protection as well as your customers'.

Order a trial 30 lb. case—you'll be delighted with it.

The Bowes Company, Limited, Toronto, Ontario
Wholesale Distributors of "Kingnut" Nut Butter



CURLING BROOMS

Ours is in a class by itself,
made very select for the
curlers.

Selected basswood handles.

Selected corn.

Closely stitched.

Well balanced.

*Tough, Fine Corn
Can Ship from Stock.*

J. C. SLOANE CO.
Owen Sound Canada

Owing to the high
freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED
NEWARK. NEW JERSEY

SPRATT'S PATENT LIMITED
24-25 Fenchurch St., London, E.C. 3, Eng.

Registered



Trade Mark

The Retailer's Extra Profit

If you buy Macdonald's Tobacco in the unbroken 10-lb. caddy, you get the benefit of the overrun, which will yield an extra profit of from 60c to 80c on each caddy.

MACDONALD'S PLUG TOBACCO

Smoking--**BRIER**
INDEX
BRITISH CONSOLS

Chewing--**PRINCE OF WALES**
CROWN
BLACK ROD (Twist)
NAPOLEON

Selling Agents

Nova Scotia—Pyke Bros., Halifax.
New Brunswick—Schofield & Beer, St. John.
Kingston—D. Stewart Robertson & Sons.
Ottawa—D. Stewart Robertson & Sons.
Toronto—D. Stewart Robertson & Sons.

Hamilton—Alfred Powis & Son.
London—D. C. Hannah.
Manitoba and Northwest—The W. L. Mackenzie & Co., Limited, Winnipeg.
British Columbia—George A. Stone, Vancouver.
Quebec—H. C. Fortier, Montreal.

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL



Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

This is a genuine furniture food. Preserves paint, varnish and all woodwork. Only one cloth necessary.

Contains no acids or kerosene. Non-inflammable and is a pleasure to use.

Mr. Grocer, send for a sample; try it on your own furniture first.

An absolute money-back proposition. **VLIT** must make good or we will.

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED

223 MCGILL ST., MONTREAL

R. C. HANNAN, *Sales Manager*
(Formerly with Thomas J. Lipton)

MAIN 4927

It will pay you to feature
our Quality Products
for Xmas business



Baines

Confectionery, Maple Butter, Syrup, etc.

BAINES LTD. 344 Delorimier Ave.
MONTREAL

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

Variations in quality and flavor make customers dissatisfied and cause them to go elsewhere for their tea.

This can be avoided by specializing on Red Rose Tea, which is always the same good tea. The first package pleases--and the next will do the same.



KEYSTONE BRAND

The Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

“KEYSTONE”
KALSO MINE and WHITEWASH BRUSHES

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

For prices, etc., write
Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the “Nugget” Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
— PORT ELGIN, ONTARIO —



Cold Weather Means Increased Demand

for a reliable remedy for colds, grippe, pneumonia, etc. You can recommend no remedy with a better reputation for its curative powers than

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Other grocers find that this desirable product sells very readily resulting in a nice little extra business. Mail your initial order to-day.

Display this remedy in your store. It always invites inquiries which result in sales.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC



Suggest KEEN'S

When your customers ask for blue, suggest *Keen's Oxford*. You will find they already know of the goodness of *Keen's Oxford Blue* and that they will readily act on your suggestion.

Try this out for yourself.

1870-1919—Entering on our fiftieth business year in Canada.

Magor, Son & Co., Limited

191 St. Paul Street W., Montreal

30 Church St. Toronto

Abbey's EFFERVESCENT SALT

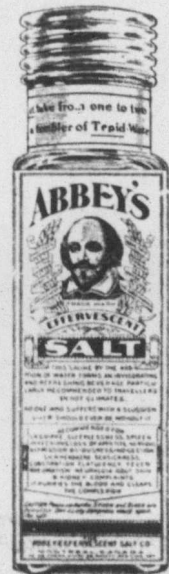
Makes Life WORTH LIVING

is making many new friends among the Grocers

A standard preparation, which maintains its high quality, and is well advertised, is a certain money-maker for every dealer who features it.

Abbey's Salt has quality, reputation and steady advertising, to commend it to Grocers as well as to Druggists.

The Abbey Effervescent Salt Co., Montreal



CANADIAN GROCER

Vol. XXXIII.

TORONTO, DEC. 5, 1919

No. 49

Retailer Protests New Bacon Order

Both Butchers and Grocers Believe That 22 Per Cent. on Sliced Bacon and Hams is Not Sufficient to Make the Handling of Them Reasonably Profitable—Thirty Per Cent. is Necessary

IT was decided at a meeting of the Toronto butchers' section of the Retail Merchants' Association on Tuesday evening of this week, to have each member keep strict account of the cost of his bacon and hams, and what he sells them at, taking into account the way he sells, in big amounts and small, shrinkage and wastage, and these figures will be reported at another meeting next Tuesday. The meeting was called to discuss the new regulation, permitting 20 per cent. profit on bacon plus 2 cents per pound for slicing. It was the opinion, and the butchers were extremely well represented at this gathering, that bacon and hams could not be handled profitably under thirty per cent. It was felt that in hams particularly there was no money, and that if the regulation is enforced a good many butchers will stop handling hams altogether. Some interesting figures will be disclosed at the next meeting.

22 Per Cent. Not Enough

"It is just another case of men making regulations about something they know nothing about," commented D. W. Clark, 248 Avenue Road, Toronto, when asked what he thought of the new regulation allowing only 20 per cent. on bacon and hams, plus two cents per pound for slicing. "If we sold bacon in the piece it would be different, but we always sell it sliced," Mr. Clark continued. "There is at least three-quarters of a pound loss on every bacon, together with the cost of slicing, making it absolutely impossible to make anything out of it with only 22 per cent. on the sliced stuff allowed. In the case of hams, there is a certain amount of waste, and from one to two pounds in every ham has to be sold at a reduction. Two cents per pound doesn't cover the cost of slicing."

Mr. Clark told CANADIAN GROCER that a Toronto grocer who had kept close scrutiny on his sales of ham, told him that on the whole transaction in disposing of a ham, he had lost 15 cents.

Thirty per Cent. Reasonable

"If it is 20 per cent. on the cost price, plus two cents for slicing, it can't be

done," George Barron, of Barron's, Ltd., remarked. "If it on the selling price we might get out on the right side. But if a shoe merchant and a clothier is allowed to make from 25 to 33-1-3 per cent. on shoes and clothing, why shouldn't a grocer be allowed a reasonable profit?" Mr. Barron asked. "Bacon is rarely sold in the piece, and thirty per cent. is a reasonable profit on selling sliced bacon and ham."

Not Enough for Sliced Meats

Donald McLean, Roncesvalles Ave., Toronto, was also of the opinion that thirty per cent. was a fair profit on sliced bacon and ham. He would be content with 15 per cent. on selling bacon in the whole piece, but there was rarely ever any sold in that way. Two cents a pound for slicing was certainly not enough when the wastage is considered. While a slicer reduces waste to a minimum there is always a certain amount in a ham that has to be sold at a reduction. The waste in bacon is less than in a ham, but there is possibly about three-quarters of a pound. Mr. McLean certainly did not think the regulation was a just one.

Hams Not Profitable

"A grocer might just as well stop handling bacon and ham if he has to sell it on a twenty per cent. margin, plus two cents for slicing," Hugh Walker, of Galt, Ont., told CANADIAN GROCER. "It is hard enough to make anything on them now, and to do so a grocer has to have at least 25 per cent. for sliced bacon and hams." He did not think the regulation was consistent with what he considered would be a fair and reasonable profit.

"If it will educate the people to use the bacon and ham from one end to the other, and the twenty per cent. is on the selling price, then it won't be so bad," F. Hancock, of Hancock & Co., of Galt, told CANADIAN GROCER. "But people want the choice cuts, and ends have to be sold at a reduction. Twenty-two per cent. on sliced bacon and ham is not sufficient when wastage is taken into consideration.

Two Cents for Slicing Insufficient

J. A. Debien, 112 Parc Avenue, Mont-

real, and who is also president of the Retail Grocers' Association, stated that he did not think the grocers were making much money on bacon in any case, and that this limiting of profits would make the retailing of both bacon and ham almost, if not unprofitable. "We are selling the best grades," said Mr. Debien, "and we cannot add more than a small profit, for the prices are high, anyway. Then again, customers are particular, and we must send them only the best, and this must be cut evenly. If it is not alright they will be disappointed. This means waste, and it soon amounts to considerable."

Speaking of the 2c per pound allowed for slicing, Mr. Debien said that this was insufficient; that it should have been made either 3 or 4 cents per pound. For instance, on a ten pound side of bacon there will be a loss of half to three-quarters of a pound. On cooked ham this loss would reach at least a pound. At the prices prevailing it is very easy to figure out that 2 cents a pound would not cover the cost of slicing, that is with a waste totaling these amounts.

With regard to the association of which he is president, Mr. Debien states that the matter is to be considered this week.

Margin of Profit Too Low

John Carswell, grocer, 617 Wellington Street, Montreal, said in part: "I feel that the percentage is not enough. Take ham—smoked ham especially; it costs at least 4 cents a pound to bone, roll and slice this. On Windsor bacon, for instance, and of which we sell much, we have to pay for the paper in which it is wrapped. If we pay 50c per pound for this bacon we may add another cent for wrappings. Then, in this bacon, there is a small bone which the packers do not remove, and there will be from a half to one cent charge for this."

In line with this argument, providing the bacon carries, say 30 per cent. over cost, and at 50 cents per pound sells at 65 cents, Mr. Carswell feels that he must deduct 5 cent per pound from this for losses and cost of slicing, etc., leaving the selling price 60 cents. With the cost of doing business, say 20 per cent. on the selling price, it is obvious that a

loss of two cents is sustained. Mr. Carswell figures that the grocer should have at least 30 per cent. of a margin on his cost, and that at least three cents a pound should have been permitted for slicing.

An important thing was pointed out by Mr. Carswell in that there is always a heavy shrinkage in the weight, as well as in the waste from slicing. The packer sells cured meats that are sometimes not fully cured. This means that the grocer, if he cares for his trade, will keep these meats until they are fully mellowed. This entails shrinkage in weight, and for which the grocer has paid. The total of all these extras amounts to considerable, and the 20 per cent. will not, in Mr. Carswell's estimation, be ample.

Charles P. Macklaier, successor to Fraser, Vigor & Company, Ltd., Montreal, feels that the profits on bacon have always been very meagre. Mr. Macklaier indicated that, in his opinion, legislation had been directed to the point of making the retailing of a great many items anything but profitable to the grocer. In connection with the present order he stated that he had very little to say.

Don't Make More Than 10 Per Cent.

The Oxford Provision Company, of Sherbrooke Street, Westmount, through the manager of the meat department, Mr. Black, stated to CANADIAN GROCER, that there was a considerable loss in cutting up both bacon and bone ham.

Asked as to his attitude regarding the order, Mr. Black said: "I don't think that any grocer in Montreal is making more than 10 per cent. on bacon."

Mr. Black pointed out that there was a great deal of waste in cutting up a side of bacon and that on the two ends of an average side of bacon there would be waste of perhaps 12 ounces. Figuring this at 40c a pound amounts to 30c. On a ten pound side, this is quite a considerable percentage and figures out at 3c per pound. Taken on cooked meat and on which the profit is also regulated to the same extent, there is a relatively large waste here also. Mr. Black indicated that the effect of the order would be pleasing to the grocery or butcher trade and that the overhead cost of doing business would entirely wipe out the margin allowed, if not more.

Thomas F. Hannan of St. Catherine Street West, Montreal, pointed out that there was a considerable waste at the present time in cutting up raw meat. "If it is not rolled properly there will be a waste of fully one pound of odds and ends on a single ham," said Mr. Hannan. It was indicated that at the high prices prevailing now for this commodity, that this waste amounted to a considerable sum in the aggregate.

With regard to the two cent per pound allowance in cutting or slicing, Mr. Hannan thought that this would be ample for the trade.

The manager of the grocery department of a large Montreal departmental store, while not wishing to be quoted, said that they were willing to fall in line with the order, and that the margin permitted would be satisfactory to them.

Lifting U.S. Embargo May Increase Flour Prices

Action Which Becomes Operative Dec. 15 May Mean a Keen Demand From Across the Line. U.S. Mills Needs Wheat of Canadian Quality. Heavy Buying Would Probably Send Prices Soaring

THE lifting of the embargo on Canadian wheat and wheat flour that has been in force in the United States for some time past may have a material effect on flour prices in the months to come. The order raising the embargo becomes effective on Dec. 15, and if, as seems probable, any considerable movement of grain is shipped across the border it will unquestionably have the effect of sending prices on this side of the border soaring.

In Canada at the present time the Government guarantee price of \$2.15 prevails, while in the United States for one reason and another the price has risen above the guaranteed price of \$2.26 up to \$3.00 and \$3.10. This factor alone will make it a favorable market for the farmer who sees only \$2.15 on this side and the possibility of a slight bonus payment at some later date. Not only will the Canadian farmer naturally look toward this market, but the American buyer will naturally encourage any such movement for anything he can buy in Canada at less than the current American price will be so much gain, while he will also realize that every bushel of wheat brought into the country from outside will be a factor in driving down the American price that has reached such unprecedented figures.

Need Strong Wheat to Maintain Flour Quality

There is another reason also why American millers should be eager for Canadian wheat and American dealers for Canadian flour, and that is the fact that the wheat crop in the northern states was a practical failure, and that therefore the American miller is short of the element that has given strength to his flour in the past. He will be all the more eager, therefore, for the Manitoba hard that supplies this very deficiency. It seems altogether likely, therefore, that the actual lifting of the embargo will see a considerable movement across the line, and there is no shadow of a doubt but that this movement will of necessity result in Canadian wheat prices advancing to meet the figures being received for American wheat, and that therefore, flour prices may be expected to advance.

The only fact that has a material bearing on this situation, is as to the supplies that are available for export shipment. The Canada Wheat Board has already made large contracts, and a goodly proportion of the Canadian wheat crop is already accounted for. Should there be any competitive bidding for the remainder, however, there seems no other alternative but to expect advances.

Sugar Situation Makes Advances Probable

Canada Has Been in an Unusually Fortunate Position, But From Now on Will Be on an Even Basis With United States. World Demand Will Probably Mean Advancing Prices

WHILE the sugar situation as far as distribution goes seems to be improving somewhat there is every indication that in other ways the situation is still serious. Supplies are being received in the Western provinces, which for a while were faced with famine conditions in this product. But while this is so there is a general feeling that prices are bound to be considerably higher. Indeed, three refineries have already advanced their prices 75 cents a hundred, and it is probably only a matter of a short time before the others follow suit.

One factor that is likely to have a material effect is the fact that sugar control in the United States that has helped to keep down the demand, ends with end of the Food Control regime the end of this month. It is known that American refineries have not yet purchased their supplies of raws for 1920, and when they come on the market bidding strongly for supplies they will undoubtedly be a factor in advancing prices. Up to the present Canada has been fairly fortunate in securing supplies of raws, though

there have been temporary difficulties owing to strikes and transportation difficulties. However, Canada has probably felt the sugar shortage less than any other country in the world.

It is quite possible, however, that with the enormous world demand, and with supplies inadequate to meet this demand a new situation may arise that will lead to higher prices here. Labor difficulties, too, are a large factor in determining production and price. Already such difficulties have resulted in a shortage in production in one refinery alone, of over twenty-five million pounds. The Atlantic refinery are at present turning out over a million pounds each day. This is all sold in Canada as export contracts were completed some time ago. It is understood everything possible is being done to relieve the shortage in the prairie provinces. The output of the refinery is being distributed as equably as possible throughout the whole country. Shipments were made regularly to the West last week, but it will take some time to fill all the gaps caused by the shortage.

Some Christmas Lines Are Very Scarce

Wholesalers Have Very Light Stocks of Raisins and Shipments Are Greatly Delayed, Owing to the Shortage of Cars at Coast—Hallowee Dates Again on the Market—
No New Crop French Walnuts

THE retail trade will do well to look to his stock of special Christmas goods, and he will be well advised to see to it, that he has plentiful supplies to meet the requirements of his customers during the next three weeks. Wholesalers are already reporting a shortage of dried fruits such as raisins. Raisins are almost an essential during the Christmas season, and those grocers who are not well stocked, had better buy as quickly as possible, and they will not be in a position to be too discriminating in the kind they purchase. They will be fortunate to obtain raisins at all.

Wholesalers Already Short

That there will be a scarcity of raisins for the Christmas trade, there seems to be no doubt. Wholesalers state that they are practically cleaned right out of raisins, and that it will be almost impossible to get them here in time for the holiday season. Several houses have already brought in big shipments, but they have not been sufficient to meet the requirements. Thompson's seedless in bulk are pretty hard to buy in any of the wholesale places, and the packaged raisins are equally hard to obtain. Prices of the same are very high, and have advanced from two to three cents per pound, this week. The lack of cars at the coast for the shipment of raisins is the principal cause of the scarcity, and there is no hope of any improvement in the situation, in time for the holiday season. Grecian currants are arriving freely, and dealers state that shipments are sufficient to take care of the demand.

Shortage in Peels, Too

Peels are also inclined to be scarce, and supplies among the wholesalers are within narrow confines. In fact, there is very little citron peel on the market at all, only one or two houses having any. It is quoted very high, at 75 cents per pound. The Californian peels are not quite so hard to obtain, but stocks are by no means abundant.

Fair Supplies of Nuts

Most varieties of nuts are in fairly good supply. Mixed nuts for the Christmas trade are selling at 33 cents per pound. New Grenoble walnuts in bags of 110 pounds are quoted at 32 cents, and in broken lots at 34 cents. Filberts are easier, and can be bought at 25 cents. Pecans and washed Brazils are also available in good quantities. But there will be no new crop walnuts here for the Christmas trade.

Hallowee Dates Again

Hallowee dates are being quoted this week, for the first time since early in the war. They are selling in boxes of 60 pounds, at 20 cents per pound. Excelsior dates are quoted 25 cents a case lower at \$5.50. There will be no more

Dromedary dates arrive this season. Present stocks are worth \$7 per case. An importer of California dried fruits had a small shipment of Californian dates this week. It only represented two hundred boxes, three pounds to the box, but it was the first of Californian dates on this market. California is not yet a shipper to any extent of dates, as it is only very recently that they have been grown there. They were quoted at \$1.20 per box, and will be a fancy specialty in some store for the Christmas trade.

CHAIN STORES STARTED IN ST. THOMAS, ONT.

L. O. Pearson and H. Morton Form Partnership to Develop Chain Store. Three Stores Now in Chain, With Central Warehouse

The first system of chain stores was established in St. Thomas last week with the purchase, by L. O. Pearson of that city, of the grocery business at the corner of Kains and Manitoba Streets, conducted for several years past by J. A. McLardy. The deal also involves the formation of a partnership, H. Morton, who has been an employee in Mr. Pearson's main store, Talbot Street, amalgamating with his former employer. Two weeks ago, Mr. Pearson purchased a large grocery store and business in Ross Street. The three stores will be run under the one management, and will be known as the P. & M. Grocery Stores.

"It is the firm's purpose to carry a complete stock at the one warehouse, which will be situated in the rear of the Talbot Street store," Mr. Pearson explained. "Each store will receive its supply from there as required. With the three stores buying together, goods can be bought in large quantities, which usually mean lower prices, and a quicker turnover of the merchandise can be effected, which is another big factor in business."

"I am convinced that chain store systems will become more popular in the future," Mr. Pearson stated. "Wherever they are operated they seem to gain favor with the buying public, it being conceded that better buying facilities, lessened operating expenses and other incidentals, tend to lower prices. While in most cities chain groceries are operated on the cash and carry plan, the P. & M. stores will be operated on a limited credit and delivery policy."

Mr. Pearson will be in charge of the accounting and sales end of the business, and Mr. Morton will supervise all merchandise coming in and leaving the warehouse, and will also look after the supplies going to each store. The buy-

ing will be done by both members of the firm, Mr. Morton attending to the purchasing of fruit and vegetables, a position to which he is particularly well adapted, having been connected for years with the G. G. Steele fruit and vegetable commission house. Mr. Pearson will buy all staple and fancy groceries.

New Companies

Just Organized

One to Manufacture Milk Products—A New Milling Firm and a Co-operative Society

A COMPANY has been organized, and will operate under the firm name of Bowes' Milk Products, Limited, in Toronto, for the purpose of dealing in dairy products of all kinds, and in particular, milk, cream, buttermilk and cheese, also to carry on business as manufacturers of all kinds of condensed milk and cream, tabloid and otherwise treated, dairy products and provisions of all kinds, and to be chemists in connection with the manufacture and production of the aforesaid, and of the by-products of dairy products and provisions. The capital of the new company is announced as \$20,000, and its provisional directors are Harold Learoyd Steele, Joseph M. Bullen, and Norman S. Robertson.

A new flour milling company has recently been organized with its head office at Conestoga in Waterloo County, Ontario, and will be known as the Snider Flour Milling Company. It will purchase and sell grain of every kind and manufacture, buy and sell flour and feed and other food articles manufactured from grain or cereals. The provisional directors are W. J. Snider, Elena Snider, and E. A. Berges, and the initial capital is \$100,000.

Representative trades unionists in Stratford have organized a company to be known as the Stratford Co-operative Society, Limited, for the purpose of co-operatively carrying on the trades or businesses of a grocer, provision merchant, butcher, baker, coal and wood merchant, furniture dealer, hardware merchant, crockery merchant, and shoe merchant, and to deal in all other merchandise in domestic demand, or needed for personal use or adornment and to engage in the manufacture of all or any part of the merchandise, the subject of purchase and sale in such trades and businesses. The capital is \$25,000.

ERNEST RANKIN RECEIVES PRESENTATION

On the eve of his departure for Winnipeg, where he is to join the firm of Nicholson and Rankin, Ernest Rankin, of the Brandon grocery staff, was presented with a gold signet ring by the staff of the company. A. T. Colquhoun made the presentation, and also at the same time took the occasion to present a small gift to Mrs. Rankin. The staff expressed their regret at the loss of Mr. Rankin.

Blessed Be the Income Tax

It Teaches Thousands How to Find Where They Stand—The Experience of a Quebec Grocer in This Connection

By HENRY JOHNSON, Jr.

MAYBE the income tax law is not entitled to exclusive credit for the clear vision of this French grocer. I have known him quite a while and he is keen. But just the same I think the law has improved him. Note this letter:

Desaulniers, Que., Nov. 18, 1919.

Dear Sir:—Kindly give me your advice as regards my assessment for income tax for 1919, according to following statement:

Stock, gen. mdse., per inventory for	
1917	\$5,499.55
For 1918	5,989.47
Paid for mdse. in 1918	23,586.16
Sales, 1918	27,540.75
Sales for 1917	16,168.00
Expenses for 1918:—	
1. Interest on liquid assets per inventory, 1917	\$ 429.05
2. Rent: Own bldg., but chg. on value \$2,200 at 6%	132.00
3. My salary (I employ no help)	1,200.00
4. Fixed Exp.: fuel and light, \$103.00 insurance and taxes	79.63
	182.63
5. Freight (frght. on flour and feed not included)	362.38
6. Cartage	35.00
7. Incidentals, stamps and stationery	40.00
8. Advertising	27.95
9. Donation and subscriptions	20.00
10. Interest on note, \$18.45, and loan at bank, \$10.95	29.40
11. Depreciation on stock	315.24
	\$ 2,831.95

How much of this is net earnings and can be assessed for income tax?

* * *

The income tax feature of this has been handled long ago, but look at that splendid array of real business expenses! How many of us, without the spur of necessity to save all we can from the tax-gatherer, would think of more than half those items? Yet there is not one of them that does not lie against every business whether we figure them in or not.

Pays It All Himself

Now look at items 1, 2, 3, 11 and 12. They foot up \$2,134.59 and they are all paid by this grocer to himself! There is only \$697.3 left that actually goes out of his hands. Of that, \$397.38 is freight and cartage, which I feel sure does not belong where he puts it at all, but has been absorbed into his costs as it should be and therefore has been recovered with his sales. It therefore is a surplus entry and the real money which passes out of his hands for expenses of all kinds is less than \$300, plus the actual repair and replacement expense on his building. There's tight business economics for you!

But taking him at his own figures all the way through, we have against sales in 1918 total expenses of \$2,831.95, which figures out to a trifle over 10.28 per cent. Next, going on the theory that stock now is the same as in the beginning of 1918, there is a spread between purchases and

sales of \$3,954 and a stock gain of \$489.88, or a total of, roughly, \$4,444. That shows gross earnings of over 16.13 per cent. It leaves net earnings at more than 5.85 per cent., or a money gain of around \$1,600 for the year, besides all he has figured into the expense and depreciation statement!

In that exceedingly tidy little business I can see but one flaw—the slow turnover. It is only about 3.8 times, but even that may be palliated by the mixed character of the stock. He may be able to make such a fine showing by reason of carrying things which others in his neighborhood do not carry.

Better Merchants Made by Taxes

There are many items the tax gatherer will not pass in that list; but there are some he will insert in another form to take their place partly. But the illuminating point about this statement is the way it illustrates how income tax laws make better merchants despite themselves. Merchants now are compelled to think logically about their business status. That really is all that is necessary. Once get a man started thinking on these lines and he will be simply amazed that he ever got on without such accounts or that he ever thought such details "dry!"

Another "Amateur" Makes Good

Success stories are everywhere, I find. This time one comes from Northern Ontario, and I shall let the writer tell it:

Dear Sir:—Ulster Grocer seems to think your former correspondent overstated things, but I do not, and here is why: I was married 15 years ago. My surplus on which to start life was \$175 I had paid on a home and nothing else except a \$15 suit of clothes and a good, strong arm to use pick and shovel. That was my trade. Of course, I was only a boy, as I am not yet 35. I worked six years for the other fellow and then I had \$400 paid on my home, some furniture, and \$150 lot that I offered for \$100 and could not sell.

I rented a store on my face, got \$300 worth of stock on tick, and could not pay the freight on it when it arrived because it was not pay day at the factory. I have been in the grocery business nine years. If I had not gone in, I might by this time have had my \$1,200 home paid for, possibly. But in the meantime I lost \$386 I lent a man and have had \$100 given me. At my last stocktaking in January this year I was \$11,035.54 ahead of the game. Of this total, \$5,100 is giving me 6 per cent. interest and the balance is invested in the business.

I do not agree with all your figures about \$2,000 a year salary, etc. I think

that a man that starts in business should run his own business and know that he is safe. I figure an average of 12 per cent.—I per cent. advertising, 1 per cent. charity (which I take out of the cash every night and put by itself). The other 10 per cent. is for overhead and my salary.

I do not deliver nor give credit for the last three years. I would not sell my household effects for \$1,000 to-day. I am the father of nine—in fact, No. 9 is having a sleep alongside this desk as I write. I think I am having a good time. I do not hesitate to take a trip. I do not worry. In fact, I never laid awake but one night in my life, and that was thinking out how I was going to make an article that I never got time to start.

My mother is Dutch, my father Irish and I a Yankee by birth. If you can make a story of this, okeh. It may sound fishy to you—it often does to myself. This is Thanksgiving Day or I would not have time to write to you. I might say to close: Don't stay in a rut. Oxen were good enough for our forefathers but we'd look like hell driving oxen now!

Making a "Human Document"

That's the way to make a human document—and surely here we have one fresh from the press. Lay awake and worry a bit. Then some time when you are to plumb full of the subject that you just have to get it off your chest, grab your pen and go to it! Never mind style or spelling—those are incidentals. Get out the facts! If you do that, the stuff will make a "story" without any dressing up, for it will have the heart in it.

Good health; 35 years young; over \$11,000 earned by himself; and nine children—all huskies, I bet—who could ask for more than that without making a hog of himself?

And of course, he does not have to agree with me. Men who find their way into new fields and make good therein are a law unto themselves. Success succeeds. It always justifies itself. When a man succeeds, he can set up some special rules of his own. You must bear in mind that I am trying to help men who are not quite so sure they are right; who find themselves unable to meet their bills or something like that and do not know where the troubles lies.

But just the same, my friend, now is a mighty good time for you to lay down a few guide lines for your own affairs. Not \$2,000 a year? All right. It has cost you something to live during the past nine years. It has cost you more each year. Just what have the figures actually amounted to? Just what is a fairly accurate rate for 1919? Is the 12 per

Continued on page 44

HEROIC DEEDS REVEALED IN PRIZE COURT

Report of Prize Court Hearing Speaks of Exploits of Capt. Magor, Who Was Killed in 1918

A despatch from London, England, of recent date, will be of interest to the Canadian grocery trade, dealing as it does with the exploits of one who previous to the war was in constant and intimate touch with the trade. The despatch reads as follows:

"LONDON, Nov. 28.—The exploits of Canadian airmen have been brought freshly to the attention of the British public this week in connection with a prize court hearing, and a new book. The exploits of Captain Norman Ansley Magor, D.S.O., A.F.C., of Montreal, were cited as evidence in an application by Capt. C. E. Lusk, of Toronto, senior surviving officer of H. M. Seaplane 8695, for a bounty for the destruction of German submarine U-C 72 in 1917, by bombing. A bounty of £160 was granted.

Captain Magor was in command of the 8695 during this adventure. He was also leader of the first flight which ventured from Felixstowe into Heligoland Bight and destroyed two German seaplanes. On this occasion his machine was riddled with bullets, and it took a mechanic an hour to repair the bus from one of the wings. Captain Magor was killed

1918, being shot down whilst on patrol while fighting against overwhelming odds."

Editorial Note:—Captain N. A. Magor is known to many readers of CANADIAN GROCER, having regularly called upon the trade before the war, soliciting for his firm, Magor, Son & Co., Ltd., of which he was vice-president. A brother, Captain Gerald A. Magor, also in the Royal Air Force, was severely wounded in the Eastern Mediterranean in 1917, and killed in action in April 1918. The two brothers passed out within three days of each other.



The Late Capt. Norman Ansley Magor, D.S.O., A.F.C.

Another Consumers' Association

United States Concern Falls Under Ban of Government—Practice Identical With That Adopted by Canadian Concern

HERE has been so much interest taken in how a certain concern in Windsor, Ont., can quote the prices it does, that the case of a similar concern that has fallen into the toils across the line may be of interest.

The Big Four Grocery Company, West Lake Street, Chicago, a mail-order house, advertising widely to sell a combination grocery order, including ten pounds of granulated sugar for 45c, is charged with deceptive practices by the Federal authorities in Chicago. As a result of a complaint by the Chairman of the Retailers' Sub-Committee of the Fair

Price Committee of Illinois, the district attorney will present to the grand jury a test case covering the offerings of this concern.

This mail-order house, declared to be doing a big business as a result of its wide-spread advertising campaign in farm papers and country weeklies, follows the usual plan of selling sugar in combination with other items. In the prices charged for the items other than sugar in the combination the Government declares the retail sugar prices are more than evened up.

Quotes Sample Order

A sample of the combination order is as follows:

Ten pounds granulated sugar	\$0.45
Three bars Ivory soap	.19
One pound of pure baking powder	.38
One pound best uncolored Japan Gunpowder or English Breakfast tea	.60
One pound high grade coffee	.40
Two pounds pure cocoa	.90
One-half pound bitter chocolate	.37
One can, 15 oz., large can, talcum powder	.25
One bottle root beer extract	.25
One bottle, 4 oz., pure vanilla extract	.44
One bar Fels Naphtha soap	.02
Two packages dyflake—a permanent dye	.20

\$4.26

U. S. Figures Prices \$3.93

The Government figures this order at the following basis: Sugar, \$1.35; Ivory soap, 21c; baking powder, 20c; coffee, 25c; tea, 40c; cocoa, 50c; bitter chocolate, 20c; talcum powder, 15c; root beer extract, 25c; soap, 7c, and dye, 10c. The total is \$3.93 for the same order.

It also was pointed out that the commodities, with a few exceptions, are not standard brands, and that this makes a material difference in the make-up and cost of the order.

BUYER HAS RIGHT TO EXAMINE Judgment in Montreal Court Holds That F.O.B. Shipping Point Sale Did Not Refuse Right of Inspection

Mr. Justice MacLennan, in the Superior Court at Montreal recently, delivered judgment in which he maintained that as a principle of law, a buyer of goods shipped to him from a distance has the undoubted right, before acceptance and before becoming liable for the price, to examine the goods to see if they are in accordance with the contract, even if they were shipped f.o.b. at the place of purchase.

The case was one in which Brace, McKay & Company, Limited, of Summerside, P. E. I., sued William Schmidt & Company of Montreal, trading as the St. Louis Grain and Feed Company, for \$1,054.04, balance alleged due on the sale of a car of potatoes, which were shipped "f.o.b. Summerside," to Mile End station, Montreal. The plaintiffs sent the bill of lading to the Bank of Commerce, Montreal, and made a draft against the amount.

The potatoes reached Montreal on July 4, 1917, but the defendants refused to accept them because the plaintiffs declined to allow the potatoes to be examined and inspected on arrival. They pleaded that the potatoes had been sold "f.o.b. Summerside" and "stock guaranteed good when shipped."

Mr. Justice MacLennan dismissed the plaintiff's action.

WM. PATTERSON & SON CO., BRANTFORD, ENLARGE PLANT

The main plant of the William Patterson, Son and Company, Brantford, Ont., will be practically doubled by a new building, arrangements for which have been just completed. Between the premises at 36 and 38 Colborne St., a four-storey building, with basement, will be erected, and the expenditure will run from \$25,000 upwards. The new factory will be used for the manufacture of candy entirely. Building operations will be commenced at once.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

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

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York, Mrs. E. C. Gibb, Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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

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

PUBLISHED EVERY FRIDAY

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

VOL. XXXIII. TORONTO, DEC. 5, 1919. No. 49

THE Associated Boards of Trade favor the use of a nickel coin to replace our present five and ten-cent piece, and a new three-cent piece. The new coin would be of unquestionable advantage, while everyone realizes that the Canadian five-cent piece is about as impractical a bit of coinage as exists anywhere. The idea of using nickel is a good one.

ANOTHER CONSUMERS' ASSOCIATION

THE Federal authorities in Chicago have stretched out their arms and gathered in a large grocery mail-order firm for advertising sugar at absurdly low prices in combination with other commodities. This method of combination sale, is considered a deceptive practice by the Federal authorities, and they will have to appear before a jury to defend their case.

HERE'S HOPING

THE Toronto *Globe* quotes James Simpson, speaking on the union of the farm and labor interests in Ontario, as saying that as well as a political alliance there would shortly be developed a commercial alliance, which according to the optimistic Mr. Simpson, would result in higher prices for the farmer and lower prices for the consumer.

This is a condition to be devoutly hoped for and if the present Ontario Government can achieve these things, they will certainly have the good wishes of the public. Just at the first blush it is difficult to see how, if the farmer is paid more for his hogs the consumer is to pay less for his bacon, but then,

of course, we are arguing on things as they have been under the old form of Government. Perhaps the new regime may get over these annoying little obstacles such as supply and demand that have to the present cluttered up things considerably. Anyway, here's hoping!

SEVERE PENALTIES NEEDED

RECORDER SEMPLE, in a Montreal court, made a scathing arraignment of certain milk dealers who had been found guilty of distributing milk that was filthy and contaminated.

"It is a shame," declared the Recorder, "to sell such filth to the poor. It is upon milk that the lives of the infants depend. . . . A man selling such milk may be a possible murderer; there is no question but that he is a thief."

These words are not too strong. The man who knowingly sells poisonous food is potentially a murderer, and there should be some law capable of dealing with him as such.

Fortunately such cases are comparatively rare. The world is moving forward, and one of the fairest signs of this tendency is to be found in the higher ideal of business honesty that exists to-day.

REMEDIES THAT DO NOT CURE

THE State of Montana has adopted an interesting plan that is expected to be a death blow to all manner of profiteering. On and after December 1, in that State, every article offered for sale must bear the invoice cost as well as the selling price. In the case of bin or bulk goods where a tag cannot be put on the article, it must be recorded on placards five inches long by three inches wide and conspicuously placed on the container. Not only is the retailer affected, but the departmental stores, the wholesaler and the jobber, in fact anyone who sells anything must post in a conspicuous place in each department the names of the commodities sold therein accompanied by their cost price and their selling price.

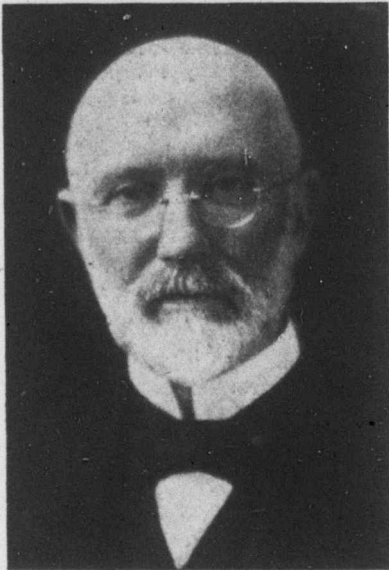
The originators of this scheme are confident that it will stop profiteering in Montana. A casual consideration of the law would seem to suggest that it would not only stop profiteering, but all sound and honest business as well.

The idea of making the general public judge and arbiter of prices and margins, is an idea suggesting a lack of judgment that even all the thoughtless orders and restrictions of past years have never equalled. What does the average housewife know, for instance, of the cost of delivery. If cornered on the question she will probably state that the delivery costs nothing, for the grocer was coming that way anyway. It is to such a profound ignorance of conditions of trade that the State of Montana is turning for its judgment on what represents a sound and honest business practice.

SIR JOSEPH FLAVELLE RELINQUISHED CONTROL OF WM. DAVIES CO.

Sells His Interests to Certain Interests Headed by E. C. Fox, the Present Manager

A persistent rumor lately gained currency to the effect that Sir Joseph Flav-



SIR JOSEPH FLAVELLE.

Who has disposed of his controlling interests in the William Davies Company, to a group headed by E. C. Fox, the general manager of the company.

elle had sold out his interest in the William Davies Company to the Wilson and Company interests of Chicago. This rumor was emphatically denied both by Sir Joseph, and by the president of Wilson and Company. Unquestionably the rumor arose from the negotiations that have been under consideration for some time between E. C. Fox, general manager of the company, and Sir Joseph Flavelle, who up to the present has held a controlling interest in the business. Mr. Fox has associated with him a group of associates who between them have finally arranged to take up Sir Joseph Flavelle's holding, Sir Joseph withdrawing entirely from any financial interest in the company. This change in the control of the company has necessitated some changes that are at present being put in force, and at the same time have given opportunity for certain changes, notable among these being the acquisition of a packing house in Chicago, to look after the American business of the company and to provide working capital. It is understood that the shares of the William Davies Company will be shortly listed on the stock exchange.

and even years was finally passed with but one dissenting voice at the meeting of the City Council on Monday evening.

The by-law affects all grocery and fruit stores and provides that such stores shall close every evening at 7 p.m. except Saturday and days preceding a holiday, and on Saturday night at 11 p.m. The by-law becomes effective on December 12.



E. C. FOX,

General manager of the William Davies Co., Toronto.

EARLY CLOSING BY-LAW PASSES IN TORONTO

Passes With But One Dissenting Voice and Becomes Effective December 12

The early closing by-law, which has been a matter of contention for months

The Christmas Window Contest

As in past years CANADIAN GROCER is continuing its policy of encouraging good window dressing by holding a window dressing contest in which grocers everywhere are permitted to take part.

It may be that the merchant himself will not care to enter the contest. In that event any clerk of the store is at liberty to enter a photo of the store's windows. The prime essential of the winning window is selling value, and that is not necessarily a matter of elaborate display.

The window displays will be judged first of all on their selling value.

Second, on their novelty of idea or arrangement.

Third, on their general attractiveness.

In order that there may be no feeling that the merchant in the smaller place is at a disadvantage, we are as usual, dividing the contest into two classes:

CLASS A		CLASS B	
Towns and Cities Under 10,000 Population		Centres Over 10,000 Population	
1st Prize	\$5.00	1st Prize	\$5.00
2nd Prize	3.00	2nd Prize	3.00
3rd Prize	2.00	3rd Prize	2.00

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Address all entries to

**THE CONTEST EDITOR, CANADIAN GROCER
143-153 University Ave., Toronto**

CURRENT NEWS OF THE WEEK

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

MARITIME

A. E. Le Gresley, general merchant, Grand Anse, is dead.

W. E. Snook of W. H. Snook & Co., grocer, Truro, N.S., is dead.

QUEBEC

A. Clement 158 Chabot street, Montreal, has sold his grocery business to L. Belisle.

J. A. Cardin has purchased the grocery business of Z. Richard, 91 Cuvillier street, Montreal.

Lepine & Lepine, 1283 Des Erables street, has purchased the business of J. E. Pilodeau, Montreal.

Z. Pesant has disposed of his business to C. Frechette, 2027 Ontario Street East, Montreal.

A. Lafond, 1642 Masson street, Montreal, has disposed of his grocery business to Omer Turcotte.

J. Delongchamps, 1317 St. Denis street, Montreal, has disposed of his grocery business to Willie Turcotte.

W. H. Ault, of the live stock branch of the Department of Agriculture, Ottawa, was a visitor to Montreal on Monday.

H. McNeely has been appointed acting manager of the Montreal branch of the Thos. J. Lipton Co., wholesale tea importers.

R. C. Hannan, until recently, manager of the Montreal office of Thomas J. Lipton, has resigned to assume the management of the Vlit Manufacturing Co., Limited, Montreal.

A. I. Reynolds, of the Beacon Oyster Company, Wickford, R.I., producers of various fish products, was in Montreal calling on the fish trade.

The Kavanagh Provision Company, Montreal, has disposed of its North End branch at 235 Laurier Avenue West, to Sauvageau Provision Company.

The Vlit Mfg. Company, Limited, Montreal, succeeds the Vlit Manufacturing Company, Registered, and is being capitalized at one hundred and fifty thousand dollars (\$150,000). This company has offices and warehouse at 223 McGill street, Montreal, and the president of the newly formed firm is C. H. Higginson, and the manager, R. C. Hannan.

In speaking with Mr. Hannan, he intimated to CANADIAN GROCER that their product, "Vlit" furniture polish, would be made in Montreal and distributed throughout Canada. The new capitalization will afford the necessary means for an expansion which is contemplated in the immediate future, it was stated.

ONTARIO

Richard H. White, Toronto, has sold out.

W. E. Ives, grocer, Toronto, has sold out.

Alex. McCabe, grocer, London, has sold out.

Chas. Tassie of the Tassie Co., Dresden, is dead.

B. Kelly, grocery, Toronto, has sold to H. Benton.

Jas C. Wilson, sr., general merchant, Moncton, is dead.

F. C. Bell, grocer, Toronto, has sold to Godden Bros.

Speers Bros., Toronto, have sold to the Loblaw Stores.

G. A. Young, grocer, Tin Cap, has sold to D. A. Johnson.

Asa Nixon, grocer, Toronto, has sold to Rowland Hough.

Steele & Co., grocer, Toronto, has sold to J. Sherwood & Co.

Dorkin & Co., grocers, Toronto, have discontinued business.

Egerton W. Pearen, Toronto, grocer, has been succeeded by Jas. Margetts.

Flora Pollock, grocer, Toronto, has sold to Sarah Schnitzer.

Wm. Ballantyne, grocer, Toronto, has sold to David Schneiderman.

J. M. Roche has opened a flour and feed store at Killa'oe Station.

F. T. Sexton, grocer, Toronto, has been succeeded by Cardwell and Reid.

W. G. Pitt, general merchant, Thornedale, has sold to W. A. Jamison.

Geo. H. Henwood is opening a new store at 15 James Street, St. Catharines.

John Diprose, grocer, London, has sold his South London branch store to John Ritter.

The grocery business at 2356 Queen St. E., Toronto, has been taken over by Mrs. N. Lloyd.

The estate of C. H. Velin, Armstrong, general merchants, have sold to the Armstrong Supply Co.

Mrs. B. Osborne has opened a grocery and confectionery business at 998 Bathurst Street, Toronto.

J. J. Coyle is moving to 1427 Yonge Street, Toronto, to the premises recently occupied by W. MacKenzie.

H. E. Parker has taken over the grocery store formerly operated by his brother, W. J. Parker, at 369 Dundas Street, Ingersoll.

A. G. Robinson, who has been in business at 898 Queen St. E., Toronto, over twenty years, has disposed of the business. Mr. Robinson is leaving shortly for Florida.

Five hundred Chatham, Ont., business men were entertained at lunch recently

by Wilson & Co., who recently took over the Chatham Packing Co. plant.

W. A. McMaster has taken over the business of W. J. McBurney, Havelock.

C. A. Turvey has purchased the grocery business of J. A. Calder, of Simcoe.

A new grocery has been opened at Noble's old stand, Strathroy, by Fitzpatrick and Claxton.

W. W. Milligan has purchased the grocery store of J. A. Jeffs, and is conducting business at the same stand.

M. Gleeson, of Greenwood, Ont., after 42 years in business, is retiring and has sold his business to Bert Harvey & Son, who will conduct it in future.

W. F. Buchan has taken over the store formerly occupied by L. G. Werner, Dunnville, and is operating it on the cash and carry plan.

M. E. Ratz, recently returned from overseas, has taken over again the general store business operated by W. D. McKellar in his absence.

W. D. Handley, Belleville, Ont., has disposed of his produce business to Findlay & Philbin of St. Lambert, Que., and leaves this week for London. Mr. Handley has been a prosperous and active merchant and secretary of the local branch of the Retailers' Association.

R. C. Wilson, a grocer residing at the corner of Hill and Waterloo streets, London, Ont., was injured recently when the horse which he was driving became frightened at a G.T.R. train and ran away. Mr. Wilson was thrown from the waggon and received a bad cut on the head and eye, as well as sustaining injury to his arm and leg.

The Dundas Co-operative Society have made arrangements for the purchase of Geo. H. McNeill's Grocery Store, Dundas, Ont., opposite the Post-office, and expect to start business on the first of December. W. H. Joss, of Hamilton, a returned soldier who has had experience in the co-operative business in the Old Country, has been appointed manager. Though Mr. McNeil has sold his business, it is not his intention to go out of the grocery business here, but he will open another store.

WESTERN

J. H. Barter, general merchant, Forest, Sask., has sold out.

John Marchak, general merchant Perdue, Sask., has suffered loss by fire.

Chas. H. Morgenstein, grocer, Saskatoon, has sold out.

The Sheho Supply Co., general store, Sheho, Sask., has suffered loss by fire.

The P. & B. Company have opened a general store at North Battleford, Alta.

Henning and Bateman, general merchants, Melville, Sask., have dissolved partnership.

The Woell Mercantile Co., general merchants, Muenster, Sask., have suffered loss by fire.

D. Isenberg, Wellington Ave., Winnipeg, Manitoba, has disposed of his business to H. Wannacott.

The St. John's Veterans' Co-operative have opened a grocery and provision store in North Winnipeg, Manitoba.

The Kildonan Veterans' Co-operative Society, Kildonan, Manitoba, have recently added an up-to-date fresh meat department to their store.

Trelewan and Campbell, who operate a large grocery and provision store at Hargrave and St. Mary's Ave., Winnipeg, have disposed of their business to Mr. Lemon.

C. F. McGhie, who recently disposed of his business at Portage Ave. and Aubry Street to F. Ray, has gone to spend the winter months in Scotland and England.

The store of Woell & Mainser of Muenster, Sask., was destroyed by fire on November 15th last, damage to the buildings, fixtures and stock being estimated at \$400,000.

Mr. Gordon, of Gordon and Miles, grocers and provision merchants, Notre Dame Ave. and Langside St., Winnipeg, who recently disposed of their business to J. Molison, is now on the sales staff of the Office Specialty Manufacturing Co.

The fire was discovered in the basement of the building at 1.15 in the morning, and despite the efforts of the local fire fighting apparatus the flames could not be checked until the store had been totally wrecked. The loss is only partially covered by insurance.

S. McBride, who operates the grocery and confectionery store on the corner of Notre Dame Ave. and Arlington Street, Winnipeg, has sold out to Kaplan and Isenberg, and has taken over the grocery and provision business from I. Carroll, on the corner of Ellice Ave. and Spence Street, Winnipeg.

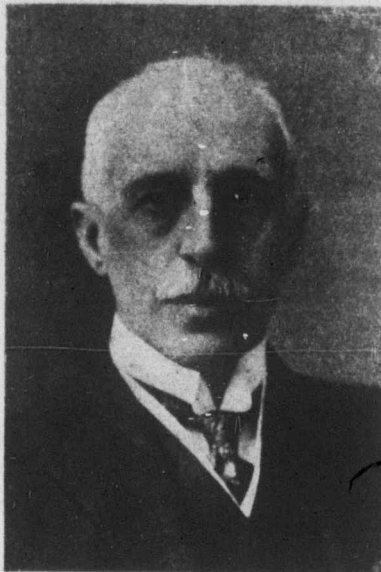
THE F. J. CASTLE COMPANY, OF OTTAWA

President and Directors Give Dinner to Members of the Staff—Presentation Made and a Very Interesting and Pleasant Evening Resulted

The president and directors of the F. J. Castle Co., Ltd., entertained the staff and some of the old boys at a banquet at the Chateau Laurier on Saturday evening, Nov. 29th.

The dinner was a decided success and vividly illustrates what can be gained by co-operation between the employees and employer.

In addition to the staff there was present Chas. S. Smith, the manager of the head office of the Bank of Nova Scotia, the bankers of the company; H. D. Marshall, a former employee and now engaged extensively in brokerage business; J. J. Casey and J. L. Kennedy, both of whom were salesmen and now engaged in retail business in Ottawa.



H. W. CHAMBERLAIN,
President of the F. J. Castle Co., Ottawa.

Toasts were proposed to the various departments of the business and responded to by employees in each.

One of the most pleasant features of the occasion was presentations made by the staff to five of the ex-employees.

J. R. Gardner, who had been the manager of the company for several years, was presented with a beautiful set of pipes.

E. S. Robertson, who was for over thirteen years connected with the company as a salesman, was also handed a similar presentation.

J. J. Casey and J. L. Kennedy were respectively presented with a silver cigarette case and a golden Eversharp pencil.

H. D. Marshall, now in the brokerage business, was presented with a mahogany desk clock.

Each of these gentlemen responded, expressing their appreciation, and bringing before the staff many memories of the early day of the "Castle" Company.

Mr. Jas. Kyd, who has been connected with the buying department, and who is about to sever his connection with the company to enter business on his own account as a broker, was presented with a very neat travelling case, and expressed his appreciation in a feeling way, referring to the many kindnesses he had received from the salesmen and each individual member of the staff.

Before the close of the evening, E. W. Low, proposed a toast to the president, and presented him with a very neat mahogany mantle clock and a beautiful

flower basket, containing a lovely assortment of chrysanthemums and roses, to be conveyed to Mrs. Chamberlain.

Mr. Chamberlain in replying to the toast referred to the early organization of the company in 1901. When the company first entered business, they erected a building on Queen Street, now known as the "Fraser" building. The property upon which this building was situated was originally a cemetery, and while excavations were being carried on, the remains of the original settlers were removed. This was not at all significant as the "Castle" company has never been a dead issue. During the early days, the company met with many difficulties, but none were too great to be surmounted by the energy and spirit of those who were at the back of the organization. In 1910, the business was removed to its present location, 685 Wellington street, and since that date the progress has been most marked.

The policy of the company was to confine its operations to a rather limited territory, but this ground has gradually been extended until now the interests of the firm are directed over a very large district.

He referred to the length of service of some of the employees, there being now several on the staff who have served the company for over ten years.

The heartiest co-operation exists between each department in the company's business and much of the success of the company is due to the mutual kindly feeling existing between the staff and the directorate.

GRAFTON, ONT., PIONEER DIES

George Hutchings, a well-known citizen and storekeeper at Grafton, Ont., is dead. He was sixty-five years of age and had been in business in Grafton for more than a quarter of a century. He leaves his wife, a daughter and three sons.

New Goods

Repetti's Tabs, while new to Canada, have been on the market in the United States for some time. Like Aromints, that are distributed by the same firm, Oliver, & Co., Ltd., King St. E., Toronto, they are put up in novel packages and are square, thick candy tablets flavored with pure fruit juices, which, it is claimed, will find a ready acceptance with the public.



A country-spanning Advertising campaign on Sunsweet

THROUGH full color pages in the dominant magazines of the country we are telling the story of SUNSWEET to the men and women of America—the people who really represent the purchasing power of the nation. And—we are giving this great reader-audience something *more* than pretty pictures. We are giving them helpful, healthful *information*.

We are showing the American housewife not only how to make new and uncommonly delicious dishes from prunes and apricots—but we are proving to her that nothing can take their place as necessary, economical fruit-foods.

Thus, SUNSWEET is becoming a national *buy-word*. There is sure to be a quickened demand for SUNSWEET Prunes and Apricots, and a wider, everyday use of them.

That's why it is to your profit-advantage to link your store with this powerful program of publicity that is popularizing this brand throughout the land. Order from your jobber—and write us for dealer helps and advertising material.

CALIFORNIA PRUNE AND
APRICOT GROWERS INC.

San Jose, California

A cooperative growing, packing and marketing
association of more than 7,500 growers
engaged in this industry in
California.

HERE is the new way to buy, and sell, Sunsweet Prunes. It is a better way in many ways—for you and for the customer. It is more sanitary, more attractive, more convenient.



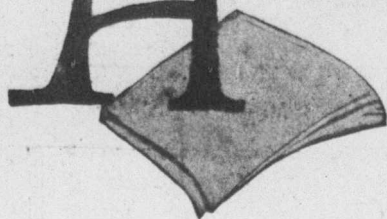
MSKEE

SUNSWEET

CALIFORNIA'S NATURE-FLAVORED PRUNES

Sainsbury Bros., Canadian Representatives, Montreal, Toronto, Winnipeg

A chance to double your sales on prunes and apricots



THE live dealer who is quick to sense public demand will be quick to appreciate the sales-opportunity offered by this country-spanning campaign on SUN-SWEET. For, it is just this kind of advertising that will make it easier for you to build up a larger volume of business on prunes and apricots.

True—the idea of packing dried fruit in cartons may not be wholly new. But—it is safe to say that this merchandising idea has never been put across in the same broad, national way.

And where do you come in? Right here: for SUNSWEET offers you not only a guarantee of the finest dried fruit California can produce; but, by the same token, SUNSWEET offers you a guarantee of larger sales and new customers, providing you prepare to get your share of this spirited demand.

Don't delay—get in touch with your jobber today—"cash in" on this country-wide advertising campaign that will bring more customers into your store and more dollars into your cash drawer. For, stocking SUNSWEET means selling SUNSWEET—every time!

CALIFORNIA PRUNE AND APRICOT GROWERS INC.

San Jose, California

A cooperative growing, packing and marketing association embracing more than 7,500 growers engaged in this industry in California

AND here is the new way to buy, and sell, Sunsweet Apricots. This carton idea will make an instant appeal to your customers. Watch and see!



SUNSWEEP CALIFORNIA'S NATURE-FLAVORED APRICOTS

Sainsbury Bros., Canadian Representatives, Montreal, Toronto, Winnipeg

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GROCERY markets show sharp upward movements this week and many lines have advanced. Scarcity of commodities is the principal cause of the advances. Raisins are in very scant supply and wholesalers fear a shortage for the Christmas trade.

MONTREAL—Prices are higher this week on many lines. Atlantic Sugar Refineries' price on refined sugar has advanced as from November 28th to \$12 per cwt. Klim milk has advanced one-half cent to 29½c to 31½c per pound, according to size. Pickles of Libby make are marked higher in the various sizes, both sweet and sour, as well as catsups and gherkins, while stuffed olives are advanced about 5 per cent. Cook's Friend baking powder is again advanced. Wethey's condensed mince-meat is up 15c per package for the condensed. Tomato soups are very active. Almonds are up about two cents in some markets, although jobbers' prices are unchanged as yet. Dried fruits are very firm and are in active demand. Rice is very firm and may advance. Coffee is steady and active and cocoa sales are large. Package rolled oats are firm and may advance at any time. Feeds are very active and bran and shorts are big sellers. Coarse vegetables are higher and apples are advancing. The general tone of business is active.

TORONTO—Two other refineries have followed the St. Lawrence Co. and have advanced their price of sugar 75c per cwt., making the quotation on the basis of Toronto delivery \$12.21. St. Lawrence, Atlantic and Acadia are all now quoting their sugar at this figure. Dominion, too, has advanced its price to \$12.21. General grocery commodities this

week are for the most part very strong and tend to higher levels. The scarcity of raisins is very pronounced and not likely to improve before Christmas. There seems to be plenty of currants for the trade. New prunes and apricots are quoted this week. Prices are much higher than a year ago. All indications point to higher prices early in the new year on molasses, as all advices from primary markets point that way. Package goods are holding at firm figures with demand very active. Cereals are in demand and quotations are very strong. The rice market is unchanged, but advances are not unlikely. Teas and coffees show about the same situation as a week ago with houses quoting steady prices. Importers of spices look for a very strong market in the new year. Cream of tartar on spot is scarce, but prices show no change. Nuts of most varieties are arriving freely and should be ample for the Christmas trade.

The provision market shows little change on fresh meats and pork products, but butter and cheese are stronger. The former is up from one to two cents per pound and cheese also shows advances. Eggs are steady. Quotations on live hogs tend to decline.

WINNIPEG—The markets in groceries are all very strong with the tendency decidedly upwards. Sugar is still in very moderate supply and prices are strong. Raisins are scarce and the situation is giving some alarm in view of the heavy demands for this season. Teas continue to show a sharp upward trend and some importers are predicting dollar tea before many months. Rices are very firm, both Oriental and American. Confectionery continues to advance, largely due, of course, to the sugar shortage.

QUEBEC MARKETS

MONTREAL, Dec. 3—Considerable activity prevails in grocery markets and the outlook is satisfactory. The holiday demands are heavy and some of the holiday products have been arriving, such as dried fruits, nuts, peels, etc. There is need for more, however, and the tendencies for nearly all commodities are high.

Another Refinery Up in Price; Sugar Comes

Montreal.
SUGAR.—Another advance of price was recorded on the 28th of November,

that of 75 cents for Atlantic Sugar Refining Co.'s product. It was stated in last week's CANADIAN GROCER that the possibilities were that other advances would shortly come. The Canada Sugar Refineries, at this writing, have

not advanced their price, but the tendencies are firm. The arrival last week of two or three cargoes of raw sugar were very welcome and the market is ready for these as soon as they can be melted and delivered to the trade.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	11 25
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Iceing, barrels	12 20
Iceing, 25-lb. boxes	12 60
Iceing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	12 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40

Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do., cartons, 2-lb.)	13 25
Do., (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

Canned Goods Are Very Good Sellers

Montreal.
CANNED GOODS.—The movement of canned goods is considered seasonable by the trade, and for fruits it is probably heavier than for vegetables. Some better grades of the latter are arriving from Ontario and from California points. The price tendencies are strong.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62 1/2	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Tomatoes, 1s	1 45	1 50
Do., 2s		1 50
Do., 2 1/2s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 85	1 90
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s.		3 00
Do., Sweet Wrinkle		2 00
Do., fancy, 20 oz.		1 57 1/2
Do., 2-lb. tins		2 75
Peas, Imported—		
Fine, case of 100, case		27 50
Ex. Fine		30 00
No. 1		23 00
No. 2		20 00

CANNED FRUITS

Apples, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.		16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2 1/2	4 80	5 15
Pears, 2s	4 25	4 50
Do., 2 1/2s	5 25	
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 1-lb. flat, doz.		1 90
Do., 2-lb. talls, doz.		2 30
Do., 2 1/2s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup		2 45
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 60
Strawberry, 2s, heavy syrup	4 60	4 65

Almonds Are Higher; Nuts Very Active

Montreal.
NUTS.—The almond market, that is, for shelled, is ruling higher at import points, and a two cent advance is reported. This will probably reflect itself

here in the not distant future. Supplies have been widely distributed to the various jobbers, and the retail trade has been stocking up against the needs of the holiday season. The next few weeks are expected to be extremely busy ones.

Almonds, Tarragona, per lb.	0 28	0 30
Do., shelled		0 62
Do., Jordan		0 75
Brasil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Walnuts	0 25	0 35
Do., new Naples	0 25	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.		0 33

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

Fifteen-Twenty Prunes Are Sold at Big Price

Montreal.
DRIED FRUITS.—It is stated that, while the receipts of prunes are readily distributed to the jobbing and retail trade there are still supplies to come that will be eagerly awaited and readily sold. One informant states that a quantity of "15-20" prunes sold for 45 cents per pound, and that they are readily picked up when available. This means that a retail price would be around 60 cents the pound. Raisins are not very plentiful and some are wishing that they had bought months ago, now that prices have reached double the booking prices of last summer. There is an active demand for peaches, apricots, currants and peels. The markets are very firm.

Apricots, fancy		0 36
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)	0 23 1/2	0 24
Peaches (fancy)		0 28
Pears, choice	0 25	0 26
Drained Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon		0 45
Orange		0 46
Citron		0 68
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscatsels, 2 crown		0 16
Do., 1 Crown	0 17 1/2	0 18
Do., 3 Crown	0 18	0 18 1/2
Do., 4 Crown	0 19 1/2	0 20
Cal. seedless, cartons, 16 oz.		0 23
Cal. seedless, cartons, 16 oz.	0 22	0 22
Fancy seeded		0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 22
Do., Greek, 15 oz.		0 25
Dates, Excelsior (36-10s), pkg.		0 15 1/2
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Do., Dromedary (36-10 oz.)		0 19
Packages only, Excelsior		0 20
Figs (layer), 10-lb. boxes, 2s, lb.		0 40
Do., 2 1/2s, lb.		0 45
Do., 2 1/2s, lb.		0 48
Do., 2 3/4s, lb.		0 50
Figs, white (70 4-oz. boxes)		5 40
Figs, Spanish (cooking), 28-lb. boxes, each		0 14
Do., 28 8-oz. boxes		3 50
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 33
30-40s		0 30
40-50s		0 25

50-60s	0 22
60-70s	0 21
70-80s (25-lb. box)	0 20
80-90s	0 18 1/2
90-100s	0 17 1/2
100-120s	0 17

Best Beans Demanded But the Sales Light

Montreal.
BEANS.—The movement of beans, being limited, the trade is seeking and purchasing the better grades. This year's crop affords the buyer a better quality of beans than he has been able to procure heretofore, that is to say, the average grades are better than those of 1918. It is expected that cold weather conditions will serve to create a renewed demand.

BEANS—		
Canadian, hand-picked, bush	5 25	5 40
Japanese		5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California		0 17
PEAS—		
White soup, per bushel		4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.	0 10 1/2	0 11

Honey is Steady and Fair Sales Reported

Montreal.
HONEY, MAPLE PRODUCTS.—There is a demand for honey, and this has settled down to a more or less settled thing, the retail trade buying in fair, but not in excessive quantities. The supplies are quite ample both of clover and of buckwheat grades. Maple sugar and syrup are both selling in seasonable lots, but the whole demand is, of course, confined to small totals. There is ample stock in the country, it is stated, for the present and future needs.

Maple syrup—		
13 1/2-lb. tins (each) (nominal)		...
10-lb. cans, 6 in case, per case		16 70
5 gal. (Imperial), crated		16 60
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case		7 00
In cases of six, 5-lb. blocks, cs.		9 60
Honey, Clover—		
Comb (fancy)		0 80
Comb (No. 1)		0 25
In tins, 60 lbs., per lb.		0 24
30-lb. pails		0 25
10-lb. pails		0 26
5-lb. pails		0 25
Buckwheat (60 lb. tins), lb.		0 19

Rice is Fair Seller And Tendencies Upward

Montreal.
RICE.—The movement of rice is not large, but steadiness is reported. Prices, while not advanced from the levels obtaining in recent weeks, are decidedly firm. All advices that come to hand indicate a firm market, and there is no evidence at this writing to indicate a lowering market. Tendencies are decidedly of an upward nature.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)		17 00
Do., No. 2		16 50
Do., broken		13 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14 1/2	0 15 1/2

Broken rice, fine	7 00
Do., coarse	8 00
Tapioca, per lb. (seed)	0 12½ 0 16
Do. (pearl)	0 12½ 0 14
Do. (flake)	0 11 0 13

Note.—The rice market is subject to change and the price bases is quite nominal.

Sales of Corn Syrup Are Big; Molasses Firm

Montreal.
SYRUPS, MOLASSES.—The demand for corn syrups is reported heavy, and the supplies are taxed considerably. There is plenty of stock to meet the needs of the present time, but it depends upon the receipt of ample coal supplies whether there will be enough syrup for the needs of the winter season, when syrups sell freely. While the molasses market has not moved this week from a price standpoint, the undertone is firm. The jobbing trade expects a very high market to rule for some time.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08¼
Half barrels	0 18¼
Kegs	0 08¼
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, ½ doz. in case, case	5 75
20-lb. tins, ¼ doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 38½-lb. pails, each	3 85
5-gal. 65-lb. pails, each	6 25

White Corn Syrup—

2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, ½ doz. in case, case	6 25
20-lb. tins, ¼ doz. in case, case	6 20

Cane Syrup (Crystall) Diamond—

case (2-lb. cans)	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Barbadoes Molasses— Island of Montreal

Punchoons	1 20
Barrels	1 23
Half barrels	1 25

Note—Prices on molasses to outside points average about 3c per gallon less. In gallon lots 2c above ½ barrel prices.

Some Coffee Via England; Cocoa is Active; Steady

Montreal.
COFFEE, COCOA.—The market for coffee has been active and has steadied down to quite a regular demand. The undertone is steady. One of the importers states that some coffee is coming to Canada via England, and this is an indication of supplies beginning to arrive from the European production centres. The cocoa market is steadier and the conditions are more normal. Demand is active and the jobbers and importers are very busy.

COFFEE—

Bogotas, lb.	0 45	0 47
Maracaibo, lb.	0 43½	0 45
Mocha (types)	0 44	0 47
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 37	0 39½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

COCOA—

In 1-lb., per doz.	5 25
In ½-lb., per doz.	2 75
In ¼-lb., per doz.	1 45
In small size, per doz.	1 10

Excellent Teas Arrive; Good Active Selling

Montreal.
TEAS.—The receipts of teas from the Japan market are said to be of even better quality than was anticipated. The growers are sending forward booked

orders, and the advices all indicate that prices are bound to hold, that is to say, there is no evidence of weakness. Some expect higher prices will soon be effective. The exchange situation is still a big factor in influencing prices, while the steady increase in consumption is a factor also.

JAPAN TEAS—

Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Holiday Trade Makes Spice Trade Brisk

Montreal.
SPICES.—The movement of spices to the trade is reported as heavy, and the various items in the list are mostly firm. No actual price changes are reported for the week.

Allspice	0 22	0 22
Cassia (pure)	0 33	0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 20	0 20
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 85	0 85
Cream of tartar (French pure) ..	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	0 40
Ginger (Cochin or Jamaica)	0 31	0 31
Mace, pure, 1-lb. tins	1 00	1 00
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole	0 60	0 70
64, lb.	0 45	0 45
80 lb.	0 43	0 43
100, lb.	0 40	0 40
Ground, 1-lb. tins	0 65	0 65
Pepper, black	0 38	0 40
Do., special	0 32	0 32
Do., white	0 50	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamom seed, per lb., bulk	2 00	2 00
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 30	0 30
Do., per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 20	0 22

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

Cereals Are Steady; No Actual Changes

Montreal.
CEREALS.—The list is unchanged, as far as prices go. Movement of supplies to the trade is probably a little improved over that of a week ago, and there has been a wide bidding for business. The price-cutting that has existed for some weeks is becoming less, some assert. Best rolled oats are inclined to firm, although there has been no actual change. Cornmeal is moving.

Cornmeal, Gold Dust	5 50	6 00
Barley, pearl	9 00	9 25
Barley, pot, 98 lbs.	5 00	5 50
Barley (roasted)	7 50	8 00
Buckwheat flour, 98 lbs. (new) ..	6 50	6 50
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	6 45
Graham flour	5 70	6 00
Oatmeal (standard-granulated and fine)	5 30	6 00
Rolls oats, 90-lb. bags	4 75	5 00
Rolls wheat (100-lb. bbls.)	7 10	7 10

May Be Higher Price On Packaged Oats

Montreal.
PACKAGE GOODS.—The sale for package goods is reported to be active and the available stocks of most lines are quite ample for the present needs. It is probable that there will be an advance this week for package rolled oats.

PACKAGE GOODS

Cocoanut, 2 oz. pkgs., doz.	0 78½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3½c, case	3 50 3 65 3 75 3 90 4 25
Oat Flakes, 20s	5 40
Rolls oats, 20s	5 60
Do., 18s	2 00
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 35
Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 35
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Buckwheat Flour, case	3 60
Wheat food, 18-1½s	3 25
Porridge wheat, 36s	6 45
Do., 20s	6 25
Self-raising Flour (3-lb. pack.) doz.	2 90
Do. (6-lb. pack.), doz.	5 70
Corn starch (prepared)	0 11½
Potato flour	0 16½
Starch (laundry)	0 12
Flour, Tapioca	0 15 0 16

Wheat Flours Steady; Millers Quite Busy

Montreal.
WHEAT FLOURS.—Millers are still working on what export orders are still unfilled, but is understood that the orders for the last half million barrels of flour for export are to be completed by the 15th of December. Beyond that date, no orders, evidently, have been received. The lifting of restrictions as to import, by the U. S. authorities, may have an effect on the market here later, but it is not clear yet that there will be any diverting of supplies to that market.

Standard Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30
Winter wheat flour (tbl.)	10 75

Hay Still Unchanged; Oats Higher; Barley

Montreal.
HAY AND FEEDS.—The delivery of hay has not been heavy, although several barge cargoes came to the port of Montreal this week. The farmers, who have large quantities of this, are unwilling to sell at lower prices, and if they hold indefinitely, the trade will simply have to pay the price. In the meantime, there is no change, but prices should be lower.

Feed oats are higher this week, and better grades, particularly, are firm. Barley is firm, and there is very little to be had.

Hay—

Good, No. 1, per 2,000-lb. ton	24 00
Do., No. 2	23 00
Do., No. 3	21 00
Straw	11 00

Oats—

No. 2 C.W. (34 lbs.)	1 00
No. 3 C.W.	0 98
Extra feed	0 98
No. 1 feed	0 95
No. 2 feed	0 93

Barley—

No. 3 C. W.
No. 3
No. 4 C. W.

*Potatoes to Hold High;
Coarse Vegetables Up*

Montreal.

VEGETABLES.—The potato market is firmer, although sales are still made at \$2.25 to \$2.35 per 90-lb. bag. The tendency is higher on coarse vegetables, generally, and beets, onions, and parsnips are marked up. There is a steady demand of a seasonable nature for most lines.

Beans, new string (imported) hamper	5 00	6 00
Beets, new, bag (Montreal)	1 50	
Cucumbers (hothouse), doz.	3 00	
Chicory, doz.	0 75	4 00
Cauliflower (Montreal), doz.	2 00	
Cabbage (Montreal), barrels	2 00	
Carrots, bag	1 00	
Celery, doz.	1 00	
Do., California, 5-7 doz. crate.	11 00	
Garlic, lb.	0 28	
Horseradish, lb.	0 25	
Lettuce (Montreal), curly, doz.	0 75	
Do. (Boston), head, crate	3 75	
Lettuce (Montreal), head	0 50	
Leeks	1 50	
Mint	0 30	
Mushrooms, lb.	1 25	
Do., basket (about 3 lbs.)	3 50	
Onions, Yellow, 75-lb. sack	5 00	
Do., red, 75 lbs.	4 50	5 00
Do., crate	2 75	
Do., Spanish, case	6 75	7 50
Parsley (Canadian)	0 20	
Peppers, green, doz.	0 10	
Do., red, doz.	0 10	
Parsnips, bag	1 50	
Potatoes, Montreal (90-lb. bag)	2 25	

Do., New Brunswick	2 35	
Do., sweet, hamper	3 00	
Radishes, doz.	0 25	
Spinach, box	1 00	1 25
Squash, Huber, doz.	2 00	3 00
Turnips, Quebec, bag	1 50	
Do., Montreal	1 25	
Tomatoes, hothouse, lb.	0 35	

*Highest Prices Yet
Are Charged For Apples*

Montreal.

FRUITS.—The demand for fresh fruits is excellent, and there has been a firming of prices for apples, the market for spies and better grades winter apples reaching very high figures. Apples in boxes are priced at \$3.75.

Apples—

Baldwins	7 00	7 50
Ben Davis, No. 1	5 50	6 50
Do., No. 2	5 50	
MacIntosh Red	12 00	
Fameuse, No. 1	12 00	14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies	10 00	
Winter Reds	6 50	7 00
Apples in boxes	3 75	
Bananas (as to grade), bunch.	6 00	6 75
Cranberries, bbl.	11 00	12 00
Do., gal.	0 75	
Grapes, Tokay (box), 30 lbs.	3 50	
Grapes, Emperor, kegs	8 00	
Grapefruit, Jamaican, 64, 80, 96.	4 00	
Do., Florida, 54, 64, 80, 96.	4 50	
Lemons, Messina	6 00	
Pears, Cal.	6 50	
Pomegranates (boxes of about 80), box	3 00	
Keiffer Pears (box)	2 75	
Pears, Cal.	5 00	
Oranges, Cal., Valencias	6 25	
Cal. Navels	7 00	
Florida, case	4 00	

Cases, 5-lb. tins, white, 1 doz. in case	6 55	
Cases, 10-lb. tins, white, ½ doz. in case	6 25	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45	
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05	
Cases, 10-lb. tins, yellow, ½ doz. in case	6 75	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels.	1 10	1 15
Choice Barbadoes, barrels.	1 00	
West India, bbls., gal.	0 40	
West India, No. 10, kegs.	6 50	
West India, No. 5, kegs.	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case of 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case	4 60	6 95
West Indies, 1½s, 48s.	3 60	6 00
Do., ½ doz.		

*Package Goods Show
Few Changes*

Toronto.

PACKAGE GOODS.—The market for package goods is very strong, with few changes in prices, as compared with a week ago. Rolled oats are very firm around \$5.60 for 20s. Wheat flakes in 24s are quoted at \$5.60. Other lines of package goods are steady.

PACKAGE GOODS

Roller Oats, 20s round, case.	\$5 60
Do., 20s square, case.	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case.	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	5 90
Cooker Package Peas, 36s, case.	4 20
Cornstarch, No. 1, lb., cartons.	0 11½
Do., No. 2, lb. cartons.	0 10½
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 13½
Do., in 6-lb. wood boxes	0 13½
Potato Flour, in 1-lb. pkgs.	0 15
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 60
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 60
Self-rising pancake flour, 24s.	3 30
Buckwheat flour, 24s.	3 30
White flour, 24s	5 50
Graham flour, 24s	5 75

*Bulk Cereals in
Active Demand*

Toronto.

CEREALS.—There is a very active demand for bulk cereals, and prices show higher figures in some instances. Pearl barley is quoted at from \$7 to \$7.50 for bags of 98s. Golden cornmeal is offered at from \$5.75 to \$6. Rolled oats in 90s range from \$4.75 to \$5. Split peas in 98s are selling at from 2½ to 8 cents, and blue peas at from 9 to 10 cents. Marrowfat green peas are selling at 11¼ cents per pound.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	7 00	7 50
Barley, pot. 98s	6 00	
Barley Flour, 98s	4 50	
Buckwheat Flour, 98s		
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s	5 00	5 50

ONTARIO MARKETS

TORONTO, Dec. 5—Three more refineries have announced advances in sugar this week, the advance amounting to 75 cents per hundred. The high price of raw sugars makes this imperative. Supplies are not at all abundant, although no actual shortage is reported. Raisins are in very scant supply and some wholesale houses are entirely without Thompson's seedless, and also the package. Prices have advanced in the past week. Quotations, generally speaking, in grocery commodities, are very strong and in some instances higher.

*More Refineries
Advance Sugar*

Toronto.

SUGAR.—The sugar market continues very strong. Three other refineries have advanced their quotations 75 cents per cwt. Atlantic, Acadia and Dominion are also quoted at \$12.21 on the basis of Toronto delivery. Supplies are not improving to any very market extent, although there seems to be ample to meet requirements. The high prices that are being paid for raws is responsible for the advance. They are at very high levels and all indications point to continued strength in the raw market in the New Year.

St. Lawrence, extra granulated	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated.	11 46
Dom. Sugar Refinery, extra granulated.	12 21

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c
Yellows same as above.

*Spot Molasses
Are Unchanged*

Toronto.

MOLASSES, CORN SYRUPS.—There are no changes as yet in quotations on spot molasses and syrups. The market is strong, and the likelihood is that values will be much higher in the New Year. Advices from the West Indies and the Barbadoes are to the effect that the new crop will be very high, fully 30 cents per gallon in advance of former import prices. Corn syrups are in big demand at unchanged figures.

Corn Syrups—

Barrels, about 700 lbs., yellow.	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 95

Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour		
Rolled oats, 90s	4 75	5 00
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Cracked wheat, bag	6 50	
Breakfast Food, No. 1	6 25	
Do., No. 2	6 25	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	0 07 1/2	0 08
Blue peas, lb.	0 09	0 10
Marrowfat green peas	0 11 3/4	

Canned Peas Are Being Cleaned Up

Toronto.
CANNED GOODS.—Canned peas are now pretty well cleaned up, and the season's output is pretty well in the hands of the retail trade. Tomatoes, too, have been in great demand, and the quantities available in the market are now comparatively small. Prices to the trade are unchanged. There has been an exceptionally heavy inquiry for canned fruits, and stocks of them, too, are getting low in wholesalers' hands. Strawberry jam is quoted higher at \$1.25 for 4s.

Salmon—		
Sockeye, 1s. doz.	4 75	
Sockeye, 1/2s. doz.	2 95	
Alaska reds, 1s. doz.	4 25	4 50
Do., 1/2s	2 50	
Cohoos, 1/2 lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls.	3 75	4 25
Do., White Springs, 1s. doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., 1/2s. doz.	1 35	1 50
Lobsters, 1/2 lb. doz.	6 00	
Do., 1/4-lb. tins	3 25	
Whale Steak, 1s. flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s. dozen	1 45	
Tomatoes, 2 1/2s. doz.	2 00	2 05
Peas, standard, doz.	2 00	2 05
Do., Early June, doz.	2 17 1/2	2 22 1/2
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77 1/2	2 82 1/2
Beans, golden wax, doz.	2 00	
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2 1/2s. doz.	2 50	
Canadian corn	1 85	
Pumpkins, 2 1/2s. doz.	1 25	
Spinach, 2s. doz.	2 15	
Do., 2 1/2s. doz.	2 52 1/2	2 80
Do., 10s. doz.	10 00	
Pineapples, sliced, 2s. doz.	4 50	4 75
Do., shredded, 2s. doz.	4 50	4 75
Rhubarb, preserved, 2s. doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s. doz.	2 65	4 52 1/2
Do., standard 10s doz.	5 00	
Apples, gal. doz.		
Peaches, 2s. doz.	3 60	3 70
Pears, 2s. doz.	4 00	4 05
Plums, Lombard, 2s. doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	
Blueberries, 2s	2 10	2 35
Jams—		
Apricots, 4s, each	0 90	
Black Currants, 16 oz., doz.	4 00	4 50
Do., 4s, each	1 10	
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 88	
Red Currants, 16 oz. doz.	3 45	
Raspberries, 16 oz., doz.	4 50	
Do., 4s, each	1 10	
Strawberries, 16 oz., doz.	4 50	
Do., 4s, each	1 25	
Dromedary, 3 doz. in case	7 00	

Scarcity of Raisins Very Pronounced

Toronto.
DRIED FRUITS.—The scarcity of raisins is the feature of the market for dried fruits this week. Prices are from two to three cents higher, and supplies are exceedingly difficult to obtain. Some of the wholesale houses are without

stocks. Thompson's bulk seedless are now quoted at from 23 to 24 cents. There are some Turkish sultanas on the market selling at from 25 to 27 cents. Table raisins in 20 lb. packages are selling at from \$7.50 to \$10.50. New prunes in bulk and also in the cartons are now being offered to the trade. The 5 lb. cartons are \$1.15, and the bulk prunes range all the way from 16 3/4 to 25 1/2 cents per pound. New Halloween dates are 25 cents per pound, and apricots in 11-ounce cartons, 48s, are \$4.55 per case.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s.	4 55	
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	0 75	
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 50	
Dromedary, 3 doz. in case	7 00	
Fard, lb.	0 28 1/2	0 28 3/4
New Halloween dates, per lb.	0 25	
Figs—		
Taps, lb.	0 17	
Malagas, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
40-50s, 25s	0 25 1/2	
50-60s, 25s	0 22 1/2	
60-70s, 25s	0 19 3/4	
70-80s, 25s	0 18 3/4	
80-90s, 25s	0 17 3/4	
90-100s, 25s	0 16 3/4	
Sunset prunes in 5-lb. cartons, each	1 15	
Peaches—		
Standard, 25-lb. box, peeled	0 26 1/2	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38
Raisins—		
California bleached, lb.		
Extra fancy sulphur blech., 25s	0 24	0 25
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets	0 20 1/2	
Seedless, Thompson's, bulk e.	0 23	0 24
Crown Muscatels, 25s	0 19	
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs.	7 50	10 50

Teas Continue Upward Trend

Toronto.
TEAS.—The market in teas continues very strong, with practically no change as compared with a week ago. Some houses have advanced their prices, while others are selling at steady levels. There is little likelihood, however, of lower prices prevailing for some time to come, as all new buying is at very strong figures. Some houses have very little tea on hand, and are buying from competitors in order to supply their customers.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 46	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		

Coffees Are in Scant Supply

Toronto.
COFFEES.—Coffees in New York are strong and show further advances this

week. Stocks on spot continue very light, and good coffees are hard to obtain. In fact supplies are getting low, and shipments are slow in coming forward. Mexican coffees are exceedingly scarce on this market and are offered to the trade at 55 cents. Rio coffees are from 35 to 37 cents.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.		
Bogotas, lb.	0 49	0 50
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47 1/2
Ceylon, Plantation, lb.		0 54
Chiocry, lb.		0 25
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Higher Prices on Spices in New Year

Toronto.
SPICES.—No changes are reported in the market for spices this week. All indications point to higher prices early in the New Year, according to advices from primary markets. Cream of tartar is unchanged, but is very strong. The French pure is selling at from 75 to 80 cents. American high test is quoted at the same figure. The market is almost bare of French pure cream of tartar.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon		0 55
Cloves	0 80	0 90
Cayenne	0 33	0 37
Ginger	0 30	0 40
Herbs—cage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 40	0 43
Peppers, white	0 48	0 51
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole		0 35
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Carraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		6 50

Nuts in the Shell in Heavy Demand

Toronto.
NUTS.—Nuts in the shell are selling freely for the Christmas trade. There is a big demand for all kinds. Mixed nuts in 50-pound sacks are selling at 33 cents per pound. New Grenoble walnuts are in stock. In bags of 110 pounds they are selling at 32 cents per pound, and in broken lots they are quoted at 34 cents. California walnuts are quoted at from 40 to 42 cents per pound. There will be no new crop of French walnuts to be had for the Christmas trade and the old crop supplies have been pretty well exhausted. Filberts are easier and are quoted at 25 cents per pound. Almonds are steady, and washed Brazils are up 1 cent per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 98
Walnuts, Cal., bags 100 lbs., lb.		0 40
Walnuts, Grenobles, lb.		0 35

Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 00	
Cocoanut, unsweetened, lb.	0 40	0 40
Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	0 88	0 88
Pecans, lb.	1 30	1 30

Rices Holding

Steady and Firm

Toronto.

RICES.—The market for rices is steady and very strong. The crop damage of a few weeks ago in the Southern States tends to keep prices very firm. There appears to be ample supplies for the trade, however, and quotations show no change. Tapioca holds at from 14½ to 15 cents per pound and white sago is selling at 14 cents.

Honduras, fancy, per 100 lbs.	15 00	16 00
Siam, fancy, per 100 lbs.	13 50	14 50
Siam, second, per 100 lbs.	17 00	17 00
Japans, fancy, per 100 lbs.	13 00	14 00
Do., seconds, per 100 lbs.	13 00	14 00
Chinese, XX., per 100 lbs.	16 00	16 00
Do., Simiu	16 00	16 00
Do., Mujin, No. 1	14 00	14 00
Do., Pakling	0 14	0 14
White Sago	0 14	0 14
Tapioca, per lb.	0 14½	0 15

Ontario White Beans

Selling Freely

Toronto.

BEANS.—There is a big demand for Ontario white beans of the hand-picked variety. They are selling to the trade at \$6 per bushel. There is also a good inquiry for marrowfats and they are selling at from \$6 to \$6.50 per bushel. Kotenashi beans are from \$4.50 to \$5 per bushel.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 00	5 00
Do., hand-picked, bus.	6 00	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotenashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Higher Prices on

Maple Syrups

Toronto.

HONEY, MAPLE SYRUPS.—There is an active inquiry for honey, and prices are very strong, ranging all the way from 18 to 28 cents per pound. Maple syrup is pretty well cleaned up, and is now largely in the hands of the retail trade. Any that is still available among distributing houses is quoted higher. The wine quart tins, 24 to a case, are \$23. The half gallon tins are \$20 per dozen.

Honey, Clover—		
5-lb. tins	0 28	0 28
2½s. tins	0 29	0 29
10-lb. tins	0 26	0 26
60-lb. tins	0 26	0 26
Buckwheat, 50-lb. tins, lb.	0 18	0 18
Comb. No. 1, fancy, doz.		
Do., No. 2, doz.		
Maple Syrup—		
8¼-lb. tins, 10 to case, case	18 00	18 00
Wine qt. tins, 24 to case, case	23 00	23 00
Wine ½ gal. tins, 12 to case, case	20 00	20 00
Wine, 1 gal. tins, 6 to case, case	24 00	24 00
Imp. 5 gal. cans, 1 to case, case	20 00	20 00
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	0 29

Fruits Are in

Heavy Demand

Toronto.

FRUITS.—There is a very active demand for fruits of all kinds in season, and the trade is ordering with a view to having plentiful supplies for the Christmas business. Bananas are quoted at 8 cents per pound. Most fruits are unchanged as compared with a week ago, and receipts are arriving freely. Valencia oranges range all the way from \$4.50 to \$6.25 per case. Lemons are from \$5.50 to \$6.50 per case. Apples in barrels are quoted around \$6.50 for seconds, and at \$5.50 for No. 3s. Box apples range from \$3.75 to \$4.25 per box.

Bananas, Port Limons	0 08	0 08
Valencia Oranges—		
176s, 200s, 216s	6 25	6 25
150s and 126s	5 50	5 75
96s, 100s, 250s, 288s, 324s.	4 50	5 75
Lemons, Cal., 300s, 360s	5 50	6 50
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 00	5 00
Apples—		
Ontario Kings, bbl.	6 00	7 50
Ontario Spies, bbl.	6 00	6 50
Blenheims, bbl.	5 50	6 50
McIntosh Reds, box	3 25	3 75
Jonathans, box	3 25	3 35
Kings, box	3 25	3 25
Snows, box	3 85	3 50
Spys, Ont., box	2 75	3 00
Rome Beauty, sizes 88s, 96s, 104s, 113s, 125s, 138s, 150s.	3 75	3 75
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 163s. box	4 00	4 25
Nova Scotia Kings, 1½l.	5 75	5 75
Cal. Pears	4 50	4 50
Grapes, Cal., Emperor, lugs	7 75	7 75
Do., barrels	15 00	17 00
Do., Spanish Malagas, keg	14 00	14 00
Cranberry, Cape Cod, bbl.	7 50	7 50
Do., half bbl.	4 50	4 50
Do., boxes	4 00	4 00
Pomegranates, boxes	0 25	0 25
Can. Chestnut, lb.		

Potatoes Again

Show Advance

Toronto.

VEGETABLES.—A sharp advance is shown in quotations on potatoes this

week. There has been a steady jump now these past few weeks, and the present quotation is \$2.60 per bag. Carrots are quoted at \$1.25 per bag, and parsnips are \$1.75. Onions show no change are compared with a week ago. Celery is \$5.50 for 8 dozen bunches.

Cabbage, bbl.	2 75	2 75
Carrots, per bag	1 25	1 25
Parsnips, bag	1 75	1 75
Lettuce, Cal., head, crate 8 doz.	6 60	6 60
Hothouse Tomatoes, lb.	0 28	0 30
Onions, Yellow Danvers, 100-lb. sacks	7 00	7 00
Do., 75 lbs.	4 50	4 50
Spanish Onions, large cases	7 50	7 50
Do., small crates	2 60	2 60
Do., Cal. Australian Browns, 100 lbs.	7 25	7 25
Onions, white, large sacks	6 60	6 60
Celery, 8 doz.	5 50	5 50
Cauliflower, box 12	2 00	2 50
Potatoes—		
Ontario, 90-lb. bags	2 60	2 60
Quebec, 90-lb. bags	2 75	2 75
Jersey Sweet Potatoes, hamper.	7 50	7 50
Do., bbl., double headers	1 00	1 00
Turnips, bag	3 00	3 00
Mushrooms, 4-lb. basket		

Flour Quotations

Are Unchanged

Toronto.

FLOUR.—No change is reported in flour quotations. Ontario winter wheat flour is not selling actively in this market. There is a large export business in Manitoba flour at the present time.

Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15	11 00
Do., in jute bags	11 00	11 00

Millfeeds Steady

at Fixed Prices

Toronto.

MILLFEEDS.—Millfeeds are in demand at the prices fixed. There is a very active inquiry for both bran and shorts.

MILLFEEDS—		
Bran, per ton	45 25	45 25
Shorts, per ton	52 25	52 25

WINNIPEG MARKETS

Market Almost

Bare of Raisins

Winnipeg.

DRIED FRUITS.—The market is almost bare of California raisins. Shipments which have arrived have been picked up very fast, and it is very uncertain as to arrivals. A very heavy demand is reported, with higher prices looked for. Currants are in very active demand. Jobbers report light stocks with supplies coming forward very slowly. Prices are advancing rapidly, and it is felt that if prices continue to go much higher they will be away beyond their food value. First arrivals of figs were picked up very rapidly and jobbers report a great scarcity at present. Those who were not fortunate enough to have secured their requirements will have to buy on a much higher market as prices have greatly advanced and are expected to go higher.

Raisins—

Cal. Muscatels, Three Crown, med., 25-lb. boxes, per lb.	0 16	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16	0 16

WINNIPEG, December 5.—There is not much improvement in the sugar situation here. It is still very acute. The scarcity of Californian raisins is also very pronounced. The market is almost bare. Nuts, too, are in scant supply. Teas and coffees are very strong.

Little Improvement

in Sugar Deliveries

Winnipeg.

SUGAR.—The sugar situation is still very acute. There has been more sugar come forward the past week than for some weeks previous, but there are still many gaps to be filled up. The market is very firm, with an expected advance. As shown last week, one refinery has advanced their price 75 cents per hundred.

The British Columbia refinery has made a reduction in their output for December and January deliveries on account of the Government taking one of their boats for coal, which was expected to be used for the delivery of raws.

Cal., bulk, seedless, 5-lb. carton, per carton	1 06
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy	0 15
Do., 15 oz., choice	0 20 1/2
Cal., seedless, pkgs. 11 oz., choice	0 16 0 17
Prunes—	
90-100s	0 18 1/2
80-90s	0 19
70-80s	0 20 0 21
60-70s	0 21 0 22
50-60s	0 22 0 23
40-50s	0 24 0 25
Dates—	
Royal Excelsior, 3 doz. cases, per pkg.	0 19 1/2 0 20
Dromedary, 3 doz. cases, per pkg.	0 22 0 22 1/2
Fard, 12-lb. boxes, per box	3 00
Figs—	
Spanish cooking, recleaned, per lb.	0 18 0 19
Cal. White Roedings, per lb.	0 23
Black Figs in Cartons, 10 x 15 per carton	1 20
Fancy Calimyrna, 5-row, 10-lb. boxes	4 10
Do., 5-row, 10-lb. boxes	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	3 60
Do., 5-row, 10-lb. boxes	3 40
Fancy, 8-oz. bricks, 24 to box	3 35
Apples—	
5-lb. cartons	1 85
Evaporated apples, lb.	0 20

**Confectionery Up;
Waxed Paper Higher**

Winnipeg.
CONFECTIONERY.—Many lines of confectionery have shown a slight advance the past week, especially those in which nuts form a portion of the make up. It would not be surprising to see a general advance on all lines as manufacturers still claim they are below what they should be on account of the higher sugar market.

WAXED PAPER.—An advance on waxed paper was reported to-day. Wrapping paper of all kinds is looked upon as good buying as advances are looked for in the near future.

**Oriental Rices
Are Higher**

Winnipeg.
RICES.—Oriental rice has advanced for arrivals from \$35 to \$45 per ton higher. American rices have also shown a slight advance and prices are very firm. Rice on spot is good buying at present prices. Both tapioca and sago show slight advances for import. The spot market is very firm and buying is very active. Higher local prices are looked for. Spot stocks are light with a heavy demand.

No. 1 Japan, 100-lb. sacks	0 17 1/2
No. 2 Japan, 100-lb. sacks	0 13 1/2
Siam, 50-lb. sacks	0 13
Patna, 100-lb. sacks	0 14 1/2
Patna, 50-lb. sacks	0 14 1/2
Ground rice, 100-lb. sacks	0 11
Do., 50-lb. sacks	0 11 1/2
TAPIOCA—	
Pearl, sack lots, lb.	0 15
Do., broken sacks, lb.	0 16

**Nuts Are Scarce;
Shipments Held Up**

Winnipeg.
NUTS.—Many shipments of nuts are still held up which is causing a very noticeable shortage. There is a heavier demand than usual with a gradual advancing market.

**Predicts \$1 Tea
in a Few Months**

Winnipeg.
TEAS.—Cable quotations received this week by importers make the prophecy of \$1 tea a certainty within a very few months. Indian and Ceylon teas have reached hitherto unheard-of prices. Practically all Java teas on consignment have been cleaned up and quotations from that country are on a much higher level. A very large proportion of the Java crop has been sold on contract and is thus not available for the general trade.

**Advances Looked
For in Coffees**

Winnipeg.
COFFEES.—Mild coffees are very firm. Many buyers are paying a premium for the better grades. Mexicans are very scarce and bringing higher prices. Brazil coffee continues to rise from the low point and must do so still as the already small stock diminishes. The general opinion in the trade is that a new high price will be reached before the next crop is harvested. There is a very noticeable difference shown in the quality of the coffee being used in the restaurants and hotels, which will make a heavy demand for the cheaper blends when previously higher grade coffee was used.

**Condensed Milk
is Advancing**

Winnipeg.
CONDENSED MILK.—Evaporated and condensed milk is in heavy demand with advancing markets. The export demand is exceptionally heavy and will continue so, as Europe has contracted for very large quantities.

**Peanut Butter
Likely to Advance**

Winnipeg.
PEANUT BUTTER.—Peanuts are advancing very rapidly and a substantial advance is looked for in all lines of peanut butter.

**No Changes in
Flour and Feeds**

Winnipeg.
FLOUR AND FEEDS.—The market for flour and feeds is unchanged. Both flour and millfeeds are in active demand.

Flour	
Government standard, 98-lb. sacks	5 35
Do., No. 2, 49-lb. sacks	5 45
Do., No. 2, 24-lb. sacks	6 55
Mill Feeds	
Bran, per ton	40 00
Shorts, per ton	50 00
Hay—	
No. 1 Timothy	30 00
No. 2 Timothy	28 00
No. 1 Red Tip	24 00
No. 2 Red Tip	22 00
No. 1 Upland	22 00
No. 2 Upland	20 00

**Active Movement
in Vegetables**

Winnipeg.
VEGETABLES.—Potatoes are selling

at from \$1.75 to \$1.90 per bag. Turnips are \$2.50 per cwt. There is a very active movement in all vegetables.

Potatoes	1 75	1 90
Turnips, per cwt.	2 50	
Carrots, per cwt.	4 00	
Beets, per cwt.	3 00	
Cabbages, per cwt.	4 00	
Manitoba Onions, per cwt.	4 00	
B.C. Onions, per cwt.	5 00	

**NEW FLOUR MILL FOR BELLE-
VILLE, ONT.**

The Judge Jones Milling Company plant has been removed from Montreal to Belleville, Ont., and machinery of four plants has been installed in buildings there. In addition a large elevator is being constructed with a capacity of 45,000 bushels of grain. The firm manufacture cornmeal, oatmeal, rolled oats, and other cereals.

**APPOINTED MANAGER FOR TRADE
PROMOTION**

A. E. Rubery has recently been appointed manager of the Trade Promotion Department of Armour & Co. Armour & Co. have now branches at Montreal, Toronto, St. John and Sydney, and Mr. Rubery, in addition to having complete charge of the trade promotion work from the head office at Hamilton, will assist the branch managers in developing business in their respective territories.

TO WEAR TWO CROSSES

Mrs. Henderson, wife of E. G. Henderson, manager of the Canadian Salt Co., Windsor, Ont., and mother of two sons killed in the war, has the right to wear two of the silver crosses being prepared by the Canadian Government for widows and mothers of men who were killed in battle or died while on active service. Two sons of the family paid the supreme sacrifice in the war.

**CELEBRATES 16 YEARS IN BUSI-
NESS**

Mrs. M. K. Tisdale, who has successfully kept store in Port Dover, Ont., for sixteen years, was "At Home" to her friends and customers from 2 to 5 in the afternoon. Light refreshments were served by Mrs. H. Sinclair to those who called to wish Mrs. Tisdale many happy and prosperous returns of the day.

**GOOD INFORMATION IN FALL
NUMBER**

Browns Ltd., Portage La Prairie, Man.—Your annual fall number was very interesting and has given us some good information. The article on going after the mail order house appealed especially to us.

WALNUT CROP INCREASE

The walnut crop of Southern California is estimated at 50,000,000 pounds, an increase of 4,000,000 pounds over the first forecasts of the yield. The total production is valued at \$15,000,000, or about \$3,500,000 more than the 1918 crop.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 3.—The outlook on sugar situation is not greatly improved. A proposition from an Eastern firm to supply prairie points would mean an increase of \$5 per 100 lbs. Wholesalers say that unless situation changed, sugar will be 15 and 16 cents pound in January. Very little Christmas stuff has arrived. Nuts will be very high. Butter, creamery, advanced three cents within past ten days and is now quoted at 68 cents.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11¼
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	12 50
Cheese, No. 1, Ontario, large.	0 33
Butter, Creamery	0 59
Lard, pure, 3s, per case.	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 60
Tomatoes, 2½s, standard case.	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 30
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case.	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case.	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	17 80
Salmon, pink, tall, case	10 25
Peaches, Cal., 2½s	7 00
Potatoes, bag	1 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 3.—There are few changes on the local market, though business is reported good. Molasses are higher, being quoted \$1.15. Sugar advanced and is now quoting, granulated, \$12.10; yellow, \$11.60. Compound lard is selling 30-30½c. Eggs brought \$1 Saturday, but now lower; fresh, 80c; case, 70c. Butter is climbing: creamery, 65c; dairy, 60c; tub, 58c. Breakfast bacon, 40c. Lemons are quoted, \$7.00-\$7.50. Grape fruit, \$4.00-\$6.00. Apples, Western, box, \$4-\$4.50.

Flour No. 1 patents, bbls., Man.	\$12 50
Corameal, gran., bags	6 00
Corameal, ordinary	3 85
Rolled oats	11 25
Rice, Siam, per 100 lbs.	12 50
Molasses	1 15
Sugar—	
Standard, granulated	12 10
No. 1, yellow	11 60
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 33

Eggs, fresh, doz.	0 80
Eggs, case	0 70
Breakfast bacon	0 38
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 58
Lard, pure, lb.	0 31
Lard, compound	0 30
American clear pork	58 00
Beef, corned, 1s	4 55
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	9 50
Salmon, Red Spring, flats, cases	11 00
Pinks	11 50
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 23
Peaches, per lb.	0 27½
Potatoes, Natives, per bbl.	3 75
Onions, Can., 100-lb. bag	6 00
Lemons, Cal.	7 00
Oranges, Cal., case	6 00
Grapefruit, Cal., case	4 00
Apples, Western, box	4 00
Bananas, per lb.	0 09
Grapes, Malaga, keg	11 00

NEW FACTORY FOR BOWRON BROS.

Bowron Bros., 105 Victoria Avenue, Hamilton, manufacturers of grocery specialties, have just completed a large addition to their factory, which will triple their capacity. New factory has been equipped with the very latest machinery, which will enable them to largely increase their production.

One of the new lines to be manufactured in new factory is Hip-o-lite Marshmallow Creme. Brown Bros. have the sole right to manufacture this product in Canada.

BLESSED BE THE INCOME TAX

Continued from page 26

cent. you mention your expense account? What does it take in? How much do you figure to make above 12 per cent., and do you make it—or more, or less? How did you arrive at correct figures for your income return this year?

Run It, But Know How You Do It

By all means run your own business. Nobody ever succeeded who did not do just that. But it is time now for you to lay out a definite course by which to steer and guide yourself by comparative figures, year by year, as you go on. The time will come when you want to delegate some of your work, and you must have real rules and a system on which to train him.

Besides, part of the rule of not getting into a rut consists in finding new ways, and new ways are what I am seeking always for the good of others. So let me have more of your solid, home-made philosophy; tell me specifically wherein

you disagree with me and why. Take time to it. Tell me one thing at a time. Let us study together, and help each other—and the "other fellow" everywhere!

This is the most serious request I have ever made. I mean it just that way and I hope you will write me further, whenever the spirit moves you. In any case and always, Godspeed to you!

CANADIAN ADVERTISERS ELECT OFFICERS

The sixth annual meeting of the Association of Canadian Advertisers, Inc., which has just terminated, has been the most successful convention in the history of the association. The following are the new officers elected: President, W. C. Betts, S. Davis & Sons, Limited, Montreal; vice-president, D. Geo. Clark, McClary Mfg. Co., Limited, London; treasurer, J. R. Kirkpatrick, E. W. Gillett Co., Limited, Toronto; secretary, Miss Florence C. Clotworthy, 805 Kent building, Toronto. Directors: A. D. Cridland, the Canadian Kodak Co., Toronto; E. G. Hogarth, B.S.A., the Ford Motor Co. of Canada, Windsor; F. W. Hunt, Massey-Harris Co., Limited, Toronto; F. W. Stewart, Cluett, Peabody Co., Inc., Montreal; W. G. Steward, Goodyear Tire & Rubber Goods Co., Toronto; H. S. Van Scoyoc, Canada Cement Company, Montreal.

WIND DAMAGES WHOLESALE GROCERY

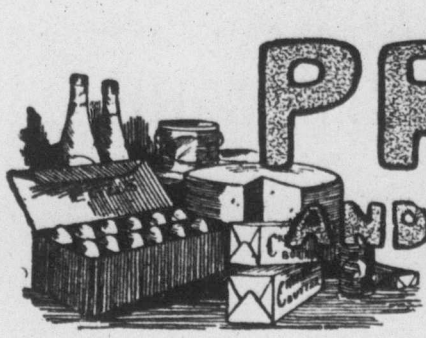
The tremendous wind storm that swept over Ontario on Saturday last, doing enormous property damage, blew off about two-thirds of the roof of Galt, Ont., branch of Thos. Kinnear & Co., wholesale grocers, of Toronto. A section of the wall was also blown over.

ELECT OFFICERS


The Brantford Travellers' Club has elected the following officers for 1920: President, W. G. Duffin; vice-presidents, G. A. Witmer, C. E. Kitchen, F. Richardson; secretary, E. D. Goetz; treasurer, C. G. Secord; executive committee, J. Coleman, F. Kitchen, R. J. Lee, E. Cutmore, R. J. Ryerson.

MARGARINE PLANT FOR WINNIPEG

Gordon, Ironside & Fares Co., Ltd., Winnipeg, meat packers, etc., are erecting a plant for the manufacture of oleomargarine. This firm has up to the present received their shipments from the Toronto branch of the firm.



PRODUCE AND PROVISIONS



Hundred Per Cent. Increase Reported

National Fish Day Goes Over Strong in Montreal—Some Attractive Window Displays Help the Sale

MONTREAL has gone "over the top" in the recent National Fish Day campaign to increase sales. In speaking on Armistice Day, which was chosen this year by the Canadian Fisheries Association for the observance of National Fish Day, President A. H. Brittain and Vice-President J. A. Paulhus were very enthusiastic over the results as secured by some of the retailers in the city of Montreal and upon whom they had called, or with whom they had communicated regarding the success they were having. "Several dealers have reported increases in their turnover of 100 per cent.," said Mr. Brittain. This having been early in the day, it is very likely that these results were even greater when the day was finished.

"When I drove along Victoria Avenue this morning," continued Mr. Brittain,

"I noticed a CANADIAN GROCER photographer taking a picture of a splendid retail fish window on that street. The owner of this store was very enthusiastic regarding the success of this idea, and a great many people had crowded around his windows."

Education a Big Help

"In the success of an individual or an enterprise, Mr. Paulhus referred to the importance of disseminating information to the public. This could only be done through education, of which there could not be too much. In this connection Mr. Paulhus referred to the advice of an ancient sage, who said, that there were three important things necessary to success. The first of these is education. The second one is education. And the third one is education." Mr. Paulhus

thought there was no place where such advice could be more readily applied than in this connection. And it would take a great deal more education to secure the per capita consumption in Canada that was desired.

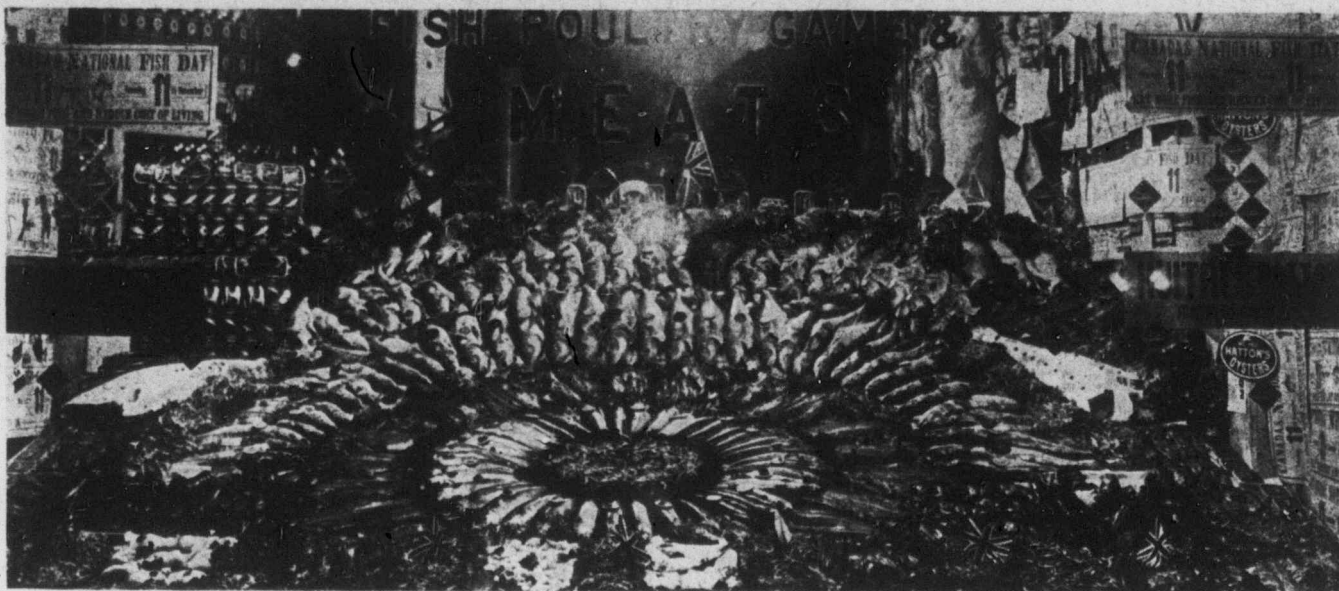
The work of the Canadian Fisheries Association, in furthering the idea of a National Fish Day, is educative in its idea, and it has already, although only two or three years old, made great headway.

Many Good Displays

Displays by retail grocers and fish dealers have done much to bring fish to the forefront and to suggest its greater use by the consumer. CANADIAN GROCER has been fortunate in securing photographs of two or three of the excellent displays made in Montreal last week. These photographs show



This display is effective, in that the message—"Canada's National Fish Day," etc.—is right to the point. The invitation, "walk in and see our fine selection," is right to the point. The background of finnan haddies, while effective to the naked eye, does not reproduce well in the picture.



The circular idea of displaying fish is here well developed and reveals the effectiveness of this manner of arranging supplies in the window. The showing is a very generous and tempting one. Note particularly the crabs, the Union Jacks and the little labels or stickers, one of which is pasted to every fish.

what can be done if a little time and pains are taken to display this tasty food. Perhaps there is no line of merchandise which should be made to look appetizing and which, if made to appear so will sell itself more readily than food-stuffs. In the photographs appearing herewith, it will be seen that the results could only be satisfactory to the owners when made so inviting. It takes a little time to make these displays, and to make some of those which were shown last week also cost a considerable amount of money. President Brittain said that he believed that some dealers had spent as much as \$25 in arranging for and completing their displays. However large this sum may seem it was doubtless good advertising for the merchant.

As Mr. Paulhus very well said: "There are fully twenty varieties of fish which people can buy cheaply. There is also bound to be a shortage of meat, eggs, butter, cheese, etc., for some years to come, and we should continue to eat fish more and more. It is a big advantage to the consumer both in the matter of price and in that of wholesomeness.

Fish Men Banquet

On Tuesday evening of National Fish Day, fish importers, wholesalers, and dealers met at the Queen's Hotel, Montreal, and enjoyed a banquet. This is an idea carried out each year to mark the National Fish Day, and the function this year is reported as a very successful one.

Among those present on the above occasion was the president of the Canadian Fish Association, A. H. Brittain, and vice-president, J. A. Paulhus. Other guests attending were Mayor J. A. Leclair, of Verdun; Ludger Gravel, J. L. Ethier, E. J. Byrne, W. R. Spooner, S. H. Mason and Capt. S. W. Wallace

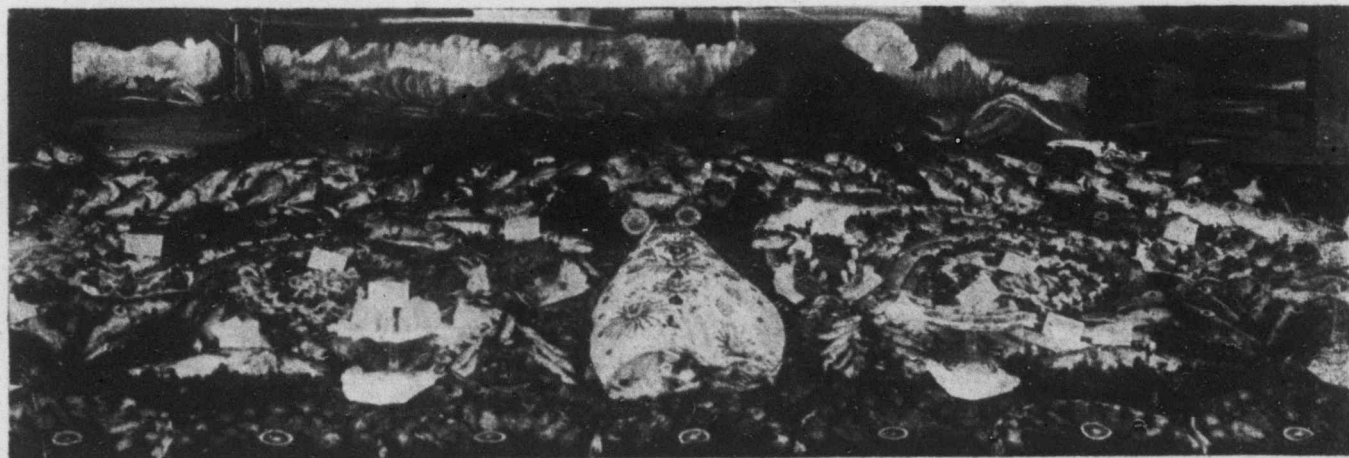
To Urge Particular Date

Following the dinner various toasts were responded to, and one of the important "Our Fisheries" was responded to by J. A. Paulhus. In dwelling upon this important topic, Mr. Paulhus referred to the importance of the National Fish Day. Mr. Paulhus hoped that the day may be fixed for the 11th of November each year in order that it might become a part of the celebration which

the toilers of the seas would doubtless like to perpetuate, that of Armistice Day.

For those who have shown initiative and resolve in making use of a display window, prizes have been donated by the president of the C. F. A., Mr. Brittain, and also by Mr. Paulhus, the vice-president. The first of these, that of a silver cup, was very excellent in design and of very generous proportions. The winner of the cup was the Montreal Public Market, on St. Catherine Street, and a reproduction of whose display accompanies this article. The second place was secured by the Mount Royal Fish Market, and the prize for this was a purse presented by the vice-president.

There were very many excellent displays throughout the city of Montreal and the adjoining centres. Prominent among these were displays in Point St. Charles and the city of Verdun, and very favorable comments were made of these by members of the above association. It was no easy matter to arrive at a decision, and in fact at the finish the prizes were drawn for by Mayor Leclair of Verdun, with the above results.



This display is not portrayed as it appeared, shadows reducing the effectiveness of the background showing. This was excellent and portrayed, as indicated, a scene in an English fishing village. Note the fisherman to the left of centre. This window display attracted many customers.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 2—The hog markets have been easier this week, although without definite price change in the Montreal district. It is probable that the present price of \$16.50 per cwt. for live weight select stock will be lessened during the week. Hams and bacon are easier, and other pork products, too, lard ruling with an easier undertone. Butter is very firm and likely to advance, while margarine holds unchanged. Cheese is somewhat firmer under a better demand from the export buyers in Europe. Poultry is active and steady. Fish sales are heavier and are expected to be active for the next few weeks. Eggs, new-laid, are selling at \$1 to \$1.05 per dozen, and are likely to be higher.

Creamery, solids, fresh made..	0 67
Dairy, in tubs, choice.....	0 56
Dairy prints	0 56
Bakers'	0 49 0 51

Shortening is Easy But Holds Its Price

Montreal.
SHORTENING.—The trade in compound lard has been fairly steady, but for the immediate present the tendencies are easier, and lower prices may be announced soon. The salés are reasonable, but not heavy.

SHORTENING—		
Tierces, 400 lbs., per lb.....	0 28	0 23½
Tubs, 50 lbs., per lb.....	0 28½	0 29
Pails, 20 lbs., per lb.....	0 28¾	0 29¼
Bricks, 1 lb., per lb.....	0 30	0 30½

Lard Undertone is Easy; Good Sales

Montreal.
LARD.—Sales of lard have been fairly good right along, and the demand is likely to continue for the next few weeks. Prices incline downward for the pork products are tending to lower levels all around.

LARD, pure—		
Tierces, 400 lbs., per lb.....	0 29	0 29½
Tubs, 50 lbs., per lb.....	0 29½	0 29¾
Pails, 20 lbs., per lb.....	0 30	0 31
Bricks, 1 lb., per lb.....	0 32	0 33

Export Looking Up; Cheese is Firmer

Montreal.
CHEESE.—Under the influence of heavier buying from Europe, cheese has ruled with a firmer undertone during the past few days. No change of price has been made, but if the export selling continues the inclination of price will be upward, particularly as the season has closed for many, and production is greatly decreased.

CHEESE—		
New, large, per lb.....	0 81	
Twins, per lb.....	0 81	0 82
Triplets, per lb.....	0 81½	0 82
Stilton, per lb.....	0 85	
Fancy, old cheese, per lb.....	0 85	

Regardless of High Butter, Margarine Slow

Montreal.
MARGARINE.—Despite the soaring price basis for butter, margarine has continued to rule as a slow seller with the jobbing trade. It is difficult to understand the reason for this, some assert, and particularly as there is so wide a variance in the prices. Good grades of the substitute are being offered at 37 cents per pound.

MARGARINE—		
Prints, according to quality, lb.	0 36	0 39
Tubs, according to quality, lb..	0 37	0 34

Eggs Pass Dollar Mark; Are Active

Montreal.
EGGS.—The demand for new-laid eggs so far exceeds the supply that it is out of the question to consider meet-

Hogs Are Easing But Basis Held Here

Montreal.
FRESH MEATS.—The hog market, while considerably weaker in some of the outside markets, has held here at \$16.50 per cwt. for selects. Common and ordinary stock are selling for less, of course, and it would not be surprising if the market records a decline before the week-end.

Cattle and sheep markets are steady, and without change. There is a fairly good demand for the various fresh meats offered.

FRESH MEATS—			
Hogs, live		16	50
Hogs, dressed—			
Abattoir killed, small (heads off),			
65-90 lbs.	24	00	
Country dressed	22	00	23 00
Fresh Pork—			
Leg of Pork (foot on).....	0 81½		
Loins (trimmed)	0 36		
Loins (untrimmed)	0 32		
Bone trimmings	0 18	0 21	
Trimmed shoulders	0 25		
Untrimmed	0 23		
Pork sausage (pure).....	0 24		
Farmer sausages	0 18		
Fresh Beef—			
(Cows)		(Steers)	
\$0 18	\$0 20	Hind quarters..	\$0 23 \$0 25
0 11	0 15	Front quarters..	0 14 0 15
0 27	0 27	Loins	0 34
0 22	0 22	Ribs	0 26
0 11	0 11	Chucks	0 14
0 17	0 17	Hips	0 18
Calves (as to grade)	0 22	0 28	
Lamb, 50-60 lbs. (whole carcass),			
lb.		0 23	
No. 1 Mutton (whole carcass), 45-			
50 lbs., lb.....		0 18	

Hams and Bacon Easier; Barrel Pork Easy, Too

Montreal.
CURED MEATS.—There has been some weakness of undertone in the smoked ham list, and prices eased off from 1 to 3 cents a pound, wholesale. Bacon, too, is ruling easier. For the latter there has been a steadily heavy demand from the consumer. Windsor grade, according to type, is quoted at 44 to 47 cents per pound. Barrel pork, while not any lower at this writing, will, under the influence of the lower hog market, be likely to decline.

Hams—			
8-10 lbs.		0 34	
Medium, smoked, per lb.—			
(Weights), 12-14 lbs.	0 32	0 33	
14-20 lbs.	0 31	0 32	

20-25 lbs.	0 30	0 31
25-35 lbs.	0 30	0 30
Over 35 lbs.	0 29	0 30
Bacon—		
Breakfast	0 35	0 39
Windsor	0 44	0 47
Cottage rolls	0 32½	
Picnic hams	0 27	
Barrel Pork—		
Canadian short cut (bbl.), 25-35		
pieces	55	00
Clear fat backs (bbl.), 40-50		
pieces	61	50
Heavy mess pork (bbl.).....	42	00
Plate Beef	62	00
Mess Beef	29	00
Bean Pork	48	00

Cooked Hams and Mincemeat Sellers

Montreal.
COOKED MEATS.—The seasonable sale of cooked meats is reasonably satisfactory, and prices have held without change. Cooked hams are unchanged for the week, and yet the undertone to these is easier, and lower prices are probable. Among the specialty lines, for which there is a brisk demand, is that of mincemeat, and which, as to quality, is commanding a variety of prices from 15 to 19 cents per pound.

Head Cheese	0 14	0 15
Choice jellied ox tongue	0 55	
Jellied pork tongues	0 40	
Jellied Pressed Beef, lb.....	0 32	
Ham and tongue, lb.	0 30	
Veal and tongue	0 23	
Hams, cooked	0 46	0 49
Shoulders, roast		
Shoulders, boiled	0 44	
Pork pies (doz.)		
Blood pudding, lb.	0 13	
Mince meat, lb.	0 15	0 19
Sausage, pure pork	0 23	
Bologna, lb.	0 13	

Butter Attains 70c Price at Buying Point

Montreal.
BUTTER.—New York prices have been responsible for a further firming of the creamery butter market here, and while market quotations hold unchanged there is every probability that there will be an advance. At Ste. Hyacinthe, prices attained a record of 70 cents per pound, and this, it must be remembered, is a buying price. With New York prices hovering around 75 cents per pound for best grades, it is altogether unlikely that the basis in this market will be revised upward. There is an active demand.

BUTTER—		
Creamery, prints, fresh made..	0 68	

ing it. A price of \$1 per dozen is being quoted in jobbing circles, and some have reached \$1.05. The tendencies are of a firming nature on all grades of stock.

EGGS—

No. 2	0 50
No. 1	0 58
Selects	0 65
New laids	1 00

**Poultry Comes to Hand;
Some Excellent Grades**

Montreal.
POULTRY.—Some excellent grades of poultry, in the dressed form, have come to hand from Ontario points. These are much sought by the jobber and the consumer, and the prices paid for these are always better. Live birds, too, are still arriving, and in all the receipts have totaled very high. The consumer demand is active.

POULTRY (dressed)—
(Selling Prices)

Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 43	0 45
Ducks—		
Brome Lake (milk fed green)	0 46	0 46
Young Domestic	0 36	0 38
Turkeys (old toms), lb.	0 48	0 48
Do. (young)	0 52	0 52
Geese	0 28	0 28
Old fowls (large)	0 34	0 34
Do. (small)	0 30	0 30
(Buying Prices)	Live	Dressed
Chickens, light weights	0 22	0 27
Do., heavy weights	0 23	0 28
Ducks, young	0 22	0 30
Do., old	0 13	0 18
Geese—		
Young	0 22	0 25
Old	0 16	0 21
Fowls	0 18	0 23
Roosters	0 16	0 20
Turkeys	0 32-0 33	0 37-0 40

**Fish Trade Active;
Prices Are Moderate**

Montreal.
FISH.—The fish trade is active. With the approach of Ember Days and the holiday season, jobbers anticipate that there will be a good, brisk trade during the coming weeks. Lobsters are more plentiful, and oysters are selling freely. Green cod and other allied products are inclined to be easy, as supplies of these have accumulated and are in excess of the requirements. Salt turbot is scarce, and the same is true of Labrador salmon.

FRESH FISH

Haddock	0 07½	0 08
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	0 17	0 17
Flounders	0 08	0 10
Prawns	0 45	0 45
Live Lobsters	0 40	0 40
Salmon (B.C.), per lb., Red	0 30	0 30
Skate	0 12	0 12
Shrimps	0 40	0 40
Whitefish	0 16	0 16

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 20	0 21
Halibut, Western, medium	0 21	0 22
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 15	0 16
Smelts, No. 2, per lb.	0 11	0 12
Pike, headless and dressed	0 12	0 13
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 09½	0 10
Gaspé Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 16	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	5 00	5 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Large bbl., 200 lbs.	21 00	21 00
No. 1, medium, bbl., 200 lbs.	20 00	20 00
No. 2, 200-lb. barrel	18 00	18 00
Strip boneless (30-lb. boxes), lb.	0 20	0 20
Boneless (24 1-lb. cartons), lb.	0 20	0 20
Ivory (2-lb. blocks, 20-lb. boxes)	0 18	0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	16 00	16 00
Skinless, 100-lb. boxes	16 50	16 50
Pollock, No. 1, 200-lb. barrel	15 00	15 00
Boneless cod (2-lb.)	0 23	0 23

PICKLED FISH

Herrings, Scotch cured, half bbl.	12 00	12 00
Do., Scotia, barrel	12 00	12 00
Do., half barrel	6 50	6 50
Mackerel, barrel	25 00	25 00
Salmon, B.C., 200 lbs.	25 00	25 00
Labrador Salmon, barrels	26 00	26 00
Sea Trout, 200-lb. barrels	25 00	25 00
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.	0 12	0 12
Eels, lb.	0 16	0 17

SMOKED FISH

Haddies, BXs, per lb.	0 12	0 13
Fillets	0 17	0 18
Blosters, box	2 50	2 50
Kippers	2 20	2 40
Digby Chicks, in bundles, per box	0 24	0 24
Boneless Smoked Herring, 10-lb. box, lb.	0 20	0 20

OYSTERS

Cape Cod, per barrel	13 00	15 00
Batouche, per barrel	14 00	14 00
Malpeques shell oysters, choice, bbl.	18 00	18 00
Do., XXX, bbl.	16 00	16 00
Scallops, gallon	4 00	4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 50
Can No. 5 (Solids)	12 00	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00

SUNDRIES

Paper Oyster Pails, ¾ per 100	1 75	1 75
Crushed Oyster Shells, 100-lbs.	1 50	1 50
Paper Oyster Pails, ¼-lb. per 100	2 25	2 25

ONTARIO MARKETS

TORONTO, Dec. 6—The provision market continues very strong as regards butter, cheese and eggs, but on fresh meats and pork products easy quotations rule. Butter advanced a cent a pound this week. Cheese is quoted very high and eggs are steady and firm. Lard shows no change. Poultry is arriving very freely. Young turkeys are being quoted at from 45 to 48 cents. There is a heavy demand for poultry.

**Fresh Meats
at Easy Levels**

Toronto.
FRESH MEATS.—Prices generally in fresh meats continue at easy levels. Live hogs have declined, and indications point to still further recessions. Fresh pork is fairly easier, showing, however, very little difference as compared with a week ago. Fresh beef, too, is easy, hind quarters ranging from 12 to 22 cents per pound, and front quarters from 8 to 15 cents. Spring lamb is steady at 22 cents and calves are from 18 to 24 cents.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.	16 50	16 50
Live, fed and watered, per cwt.	16 25	16 75
Live f.o.b., per cwt.	15 25	15 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 28	0 30
Loins of pork, lb.	0 36	0 36½
Tenderloins, lb.	0 45	0 45
Spare ribs, lb.	0 16	0 20
Picnics, lb.	0 23	0 23
Picnics, lb.	0 23	0 23
New York shoulders, lb.	0 24	0 24
Boston butts, lb.	0 30	0 30
Montreal shoulders, lb.	0 25	0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 12	0 22
Front quarters, lb.	0 08	0 15
Ribs, lb.	0 13	0 26
Chucks, lb.	0 10	0 15
Loins, whole, lb.	0 22	0 33
Hips, lb.	0 14	0 18
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 24
Spring lamb, lb.	0 22	0 22
Sheep, whole, lb.	0 10	0 16
Above prices subject to daily fluctuations of the market.		

**Hams and Bacon
Hold Steady**

Toronto.
PROVISIONS.—No changes are reported in hams and bacon. Prices to the trade have been practically the same since the first of November. There is

an active inquiry for all kinds of smoked and salt meats. Barrel pork is also unchanged.

Hams—

Medium	0 35	0 38
Large, per lb.	0 23	0 32
Heavy	0 28	0 30

Bacon—

Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 50	0 52

Bacon—

Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 43	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 35	0 37

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 27	0 27
Do., av., 80-90 lbs.	0 25	0 25
Clear bellies, 15-30 lb.	0 28	0 28
Sausages in brine, keg, 35 lbs.	7 35	7 35
Fat backs, 16-20 lbs.	0 30	0 30
Out of pickle prices range about 2c per pound ing, per lb.	0 44	0 44

below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	42 00	42 00
Short cut backs, bbl., 200 lbs.	50 00	50 00
Picked rolls, bbl., 200 lbs.—		
Heavy	50 00	50 00
Lightweight	60 00	60 00

Above prices subject to daily fluctuations of the market.

**Cooked Meats
Are Unchanged**

Toronto.
COOKED MEATS.—There is not much change in prices of cooked meats. There is a moderate demand for them at steady figures. Boiled and roast hams range from 48 to 52 cents per pound.

Boiled hams, lb.	0 48	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dressing, lb.	0 13	0 14
Head Cheese, 6s, lb.	0 13	0 14
Choice jellied ox tongue, lb.	0 49	0 55
Jellied pork tongue	0 49	0 50

Above prices subject to daily fluctuations of the market.

**Butter Prices
Again Advanced**

Toronto.
BUTTER.—The butter market is very

strong, and prices have advanced a cent a pound in the past week. Creamery prints are now quoted at from 66 to 68 cents per pound.

BUTTER—
Creamery prints (fresh made) 0 66 0 68
Dairy prints, fresh, lb. 0 57 0 58
Dairy prints, No. 1, lb. 0 55

Higher Prices on Stilton Cheese

Toronto. CHEESE.—The cheese market continues very strong, with higher prices quoted on stiltons this week. They are selling to the trade at from 35 to 36 cents, and large cheese at from 32 to 32 1/2 cents.

CHEESE—
Large 0 32 0 32 1/2
Stilton 0 35 0 36
Twins 1c higher than large cheese. Triplets 1 1/4c higher than large cheese.

Egg Quotations Firm and Steady

Toronto. EGGS.—No changes are reported in the prices of eggs this week. New-laid in cartons are selling to the trade at from 85 to 90 cents, and selects at from 62 to 63 cents.

Lard is Active and Unchanged

Toronto. LARD.—No change is reported in the prices of lard. It is selling to the trade, on the tierce basis, at from 29 to 29 1/2 cents per pound.

Shortening Shows No Change

Toronto. SHORTENING.—Shortening is selling at from 27 to 28 cents per pound. There is an active demand for shortening.

SHORTENING—
Tierces, 400 lbs. 0 27 0 28

Fresh White Fish Scarce

Toronto. FISH.—There is very little fresh white fish coming along now, and frozen fish is largely supplying the demand. There is a very heavy inquiry for oysters. Frozen white fish is quoted at from 14 to 16 cents per pound.

FRESH SEA FISH
Cod Steak, lb. 0 12
Do., market, lb. 0 09 0 10
Haddock, heads off, lb. 16 00
Do., No. 5 can 0 10
Halibut, chicken Do., medium 0 07 0 10
Flounders, lb. 3 40
Oysters, No. 1 can Do., No. 3 can 9 50
Blue Point oysters, 800s 15 75
Do., 1000s 14 00
FROZEN SEA FISH
Salmon, Red Spring 0 25
Do., Cohoe 0 20
Halibut, chicken 0 21 0 22
Do., medium 0 20 0 21
Do., jumbo 0 19 0 20
Whitefish, lb. 0 14 0 16
Herring 0 03 0 07
Mackerel 0 11
Flounders 0 11
FRESH LAKE FISH
Lake herring, round lb. 0 08
Do., dressed, lb. 0 10
Trout, lb. 0 18

Whitefish, lb. 0 14 0 16
Do., dressed 0 18
Pickarel, dressed
Mullets, lb.
Fresh pickarel
Ciscocs 0 16
Pike 0 09 0 10
Fresh mackerel

Inquiries For Poultry Heavy

Toronto. POULTRY.—There are very heavy inquiries for poultry, and receipts are arriving freely. Prices show little change from a week ago. Turkeys are selling to the trade at from 46 to 48 cents per pound, and geese are from 30

to 32 cents. Spring chickens are from 28 to 32 cents.

Prices paid by commission men at Toronto:
Live Dressed
Turkeys, old, lb. \$0 25 \$0 30
Do., young, lb. 0 30 0 38
Roosters, lb. 0 14 0 19
Fowl, over 5 lbs. 0 23 0 27
Fowl, under 3 1/2-5 lbs. 0 18 0 23-0 28
Ducklings, 3 1/2 lbs. up 0 23 0 27
Geese 0 17 0 22
Guinea hens, pair 1 25 1 50
Spring chickens, live. 0 20-0 22 0 26-0 30

Prices quoted to retail trade:—
Dressed
Hens, heavy 0 28
Do., light 0 20 0 23
Chickens, spring 0 28 0 32
Ducklings 0 28 0 34
Geese 0 30 0 32
Turkeys 0 46 0 48

WINNIPEG MARKETS

Pork Shows Slight Decline

Winnipeg. FRESH MEATS.—A decline of 50 cents a hundred was shown on pork. Other meat prices steady.

Pork—
Selects 14 50
Lights 13 00
Heavies 12 50
Sows 11 00
Sheep and Lambs—
Good lambs 12 50 14 50
Common lambs 8 00 9 00
Good sheep 8 00 9 00
Common sheep 6 00 7 00
Steers—
Choice 11 00 12 50
Fair 9 00 10 50
Medium 7 50 9 00
Common 6 00 7 00
Butcher Cows—
Choice 8 50 9 50
Fair 7 00 8 25
Medium 5 75 5 75
Butcher Heifers—
Choice 8 50 9 75
Fair 6 75 8 25

Lard Prices Up Half Cent

Winnipeg. LARD.—There was a stronger feeling in lard during the past week which resulted in an advance of 1/2 cent.

1-lb. bricks 0 36 1/2
3-lb. tins, 20 to case 20 70
5-lb. tins, 12 to case 20 63
10-lb. tins, 6 to case 20 55
20-lb. tins, 4 to case 27 10
20-lb. wood pails, each 7 20
Tierces, per lb. 0 33 1/2
Margarine, per lb. 0 36 0 36 1/2

Heavy Demand For Fresh Eggs

Winnipeg. EGGS.—Markets are very firm and very high on all grades of eggs. There is a specially heavy demand for fresh eggs.

Fresh specials, per doz. 0 75
Storage, ordinary, per doz. 0 60
Storage, extras 0 67 0 68
Candled, per doz. 0 58

Hams and Bacon Remain Unchanged

Winnipeg. PROVISIONS.—There has been little change in the price of provisions during the week, the following being the standard quotations:
Hams, light, 8 to 10 lbs., per lb. 0 36 1/2
Do., 16-20 lbs., per lb. 0 33 1/2

Do., 20-25 lbs., per lb. 0 28 1/2
Do., 35 lbs. and up, per lb. 0 25
Breakfast bacon—
Bellies, 6-10 lbs. aver., per lb. 0 43 1/2
Do., 10-14 lbs. aver., per lb. 0 43 1/2
Do., 14-16 lbs. aver., per lb. 0 41 1/2
Do., splits 0 37 1/2
Shoulders, 10-16 lbs. aver., per lb. 0 27 1/2
Picnics, 6-12 lb. aver., per lb. 0 22 1/2
Do., 8-12 lbs., boneless. 0 25 1/2
Cottage rolls, boneless, per lb. 0 32 1/2
Cooked hams, skinned, 8-12 lb. aver., per lb. 0 53
Do., 12-16 lbs. aver. per lb. 0 49 1/2

Butter Scarce; In Sharp Demand

Winnipeg. BUTTER.—There is a very strong demand for all grades of butter, with supplies none too plentiful. Prices are as follows:

Finest Creamery 0 67
Do., solids 0 66
Choice 1-lb. prints 0 65
Do., solids 0 64
Dairy, 1-lb. prints 0 45
Do., solids 0 44
Do., tubs 0 50
Margarine, 1-lb. prints 0 36 0 36 1/2

Fish Prices Show Decline

Winnipeg. FISH.—Prices show very little change. Bulls show a decline of 1c per lb. Western bloaters show an advance of 20c per box.

FROZEN FISH
Halibut, chicken, 300-lb. case 0 17
Do., broken cases 0 18
Jackfish, dressed 0 10
Pickarel, case lots 0 13
Cohoe, broken cases 0 21 1/2
Do., case lots 0 20 1/2
Red Spring, case 0 23 1/2
Do., broken cases 0 24 1/2
Whitefish, dressed, case lots 0 13 1/2
Do., broken cases 0 13 1/2
Black Cod, lb. 0 12
Brills 0 09
Soles 0 09
Herring, Lake Superior, 100-lb. sacks 4 00

SMOKED FISH
Bloaters, Eastern, per case 2 60
Haddies, 30-lb. case, per lb. 0 14
Do., Western 2 40
Do., 15-lb. case 0 14 1/2
Kippers, fancy Western, per box 2 30
Do., Eastern, per box 2 30
Fillets 0 15

SALT FISH
Cod Steak, 2s, per lb. 0 16
Blue Nose Cod, 20-ls, per lb. 0 15 1/2
Acadia Cod, 12-2s, per lb. 0 16
Do., 20-ls, per lb. 0 16
Salt Herring, 1/2-bbl., per bbl. 7 00
Do., 20-lb. pails 1 75
Do., 10-lb. pails 0 90
Holland Herrings, Milkers 1 40
Do., mixed 1 80



Win more trade with these Seasonable Lines!

GOOD, snappy-cold mornings, these,—eh? And what's better than a hot, savory breakfast of tender Pork Sausage? Introduce your customers to

Davies' Pork Sausage

and build up a substantial sausage trade in your district. You've no idea how delicious Davies Pork Sausages are—unless you have tried them yourself. Place a standing order for so many pounds weekly—and watch your sales and profits grow!

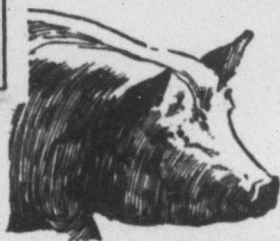
NOTHING makes the Provision Window look so bright and seasonable as a choice array of Davies Quality Hams—a line that sells all the time.

Davies' Quality Hams

We can supply you with quick shipments of any kind of hams you want—S.P. or Smoked—and whether your order be large or small you can depend on us to give you real service. We have an unusually fine line of **Heavy Hams** just now that will interest you.

Ask our Traveller—or Send us a Postcard To-day

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO -- MONTREAL





Every package sold builds up good will for you

"EASIFIRST" is a pure, snowy-white, vegetable shortening that splendidly fills every cooking purpose at a lower cost than butter or lard. Every housewife who once buys it from you becomes a firm friend to EASIFIRST—and to you!

Gunns
LIMITED
WEST TORONTO



Popular on Both Sides of the Counter

Make your business pay bigger profits—concentrate on Armour Quality Products.

Write the nearest Branch House for information.

ARMOUR AND COMPANY

GENERAL OFFICES AND PLANT:
HAMILTON,
CANADA

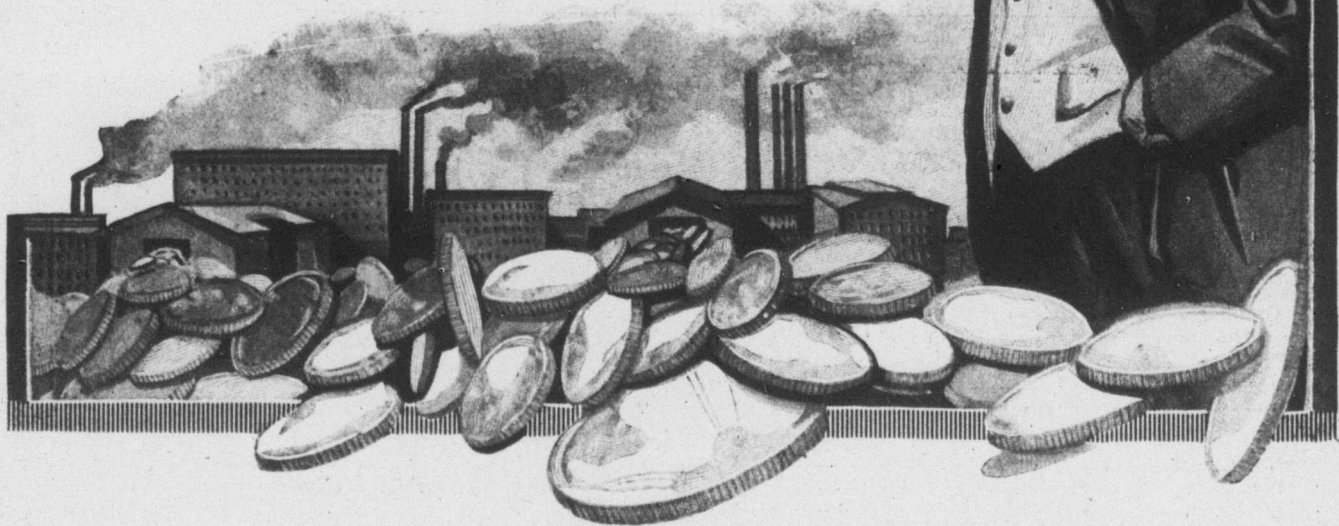
BRANCH HOUSES:
TORONTO, MONTREAL,
SYDNEY, N.S., ST. JOHN, N.B.

Bigger Profits For You

Every dealer who concentrates on Armour Quality Products is absolutely certain to get the utmost out of his business investment.

An Armour Oval Label section in **your** store will make for **repeat orders** on a large variety of **quality** food products.

BRUNSWICK BRAND SEA FOODS ARE MONEY MAKERS



Every tin of BRUNSWICK BRAND GOODS you sell means good profits and satisfied customers. Every tin is packed with the greatest care and nothing but the choicest fish are sold to the public.

**When your customers ask for canned fish,
recommend BRUNSWICK BRAND.**

Oil Sardines
Mustard Sardines
Finnan Haddies
(Oval and Round Tin)



Kippered Herring
Herring in Tomato Sauce
Clams

Connor Bros., Limited
BLACK'S HARBOR, N.B.



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax - N.S.

57

HEINZ Quality Begins with the Seed

To insure the grocer and his customers of the consistently high quality of the "57 Varieties," the Heinz Company aim to control, as far as possible, the handling of all materials from the soil to the consumer.

For this purpose the Company has established 19 branch factories throughout the world, each situated in the midst of a region best suited by soil and climate to grow the best products of their kind. Prompt handling of the freshly gathered crops is thus made possible, with the result that the "57 Varieties" contain only the finest and freshest of fruits and vegetables.

Consequently the Heinz label on a food product is a badge of quality.

H. J. HEINZ COMPANY

*All Heinz goods sold in Canada are
made in Canada.*

57

57

Fresh Pork Sausage

Cold weather brings with it a bigger demand for pork sausage as a breakfast dish.

Let us put you down for daily or weekly shipment. Made fresh every day and under Government inspection.

F. W. FEARMAN CO.

LIMITED

HAMILTON

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

Ottawa, Ontario

GEORGIAN BAY APPLES

*We Invite Correspondence for Fall and Winter
Supplies.*

LEMON BROS.

Owen Sound, Ont.



FULL WEIGHT IN EVERY TIN

YOUR customer depends on you for the best goods.
 OUR customer wants every ounce she pays for.
 OUR customer expects this of every grocer.

Thistle Brand Finnan Haddies are Packed 16 oz. to the Pound
"Be Sure and Tell Your Customer This"

She gets what she pays for. No more. No Less. Full weight in every can. Does she know this, Mr. Grocer?

Sole Agents: Arthur P. Tippet & Co., Montreal

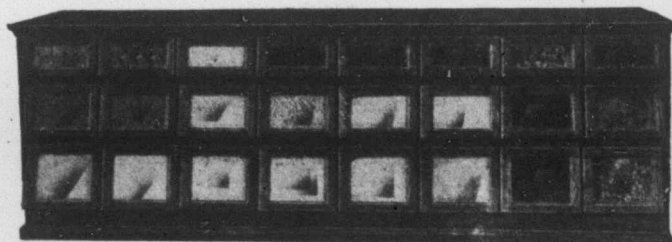


Cut Your Overhead With Walker Bin Fixtures

By eliminating waste in exposed foodstuffs — assisting each clerk to handle more customers, displaying products and impelling sales, Walker Bin Store fixtures will materially reduce your overhead expense.

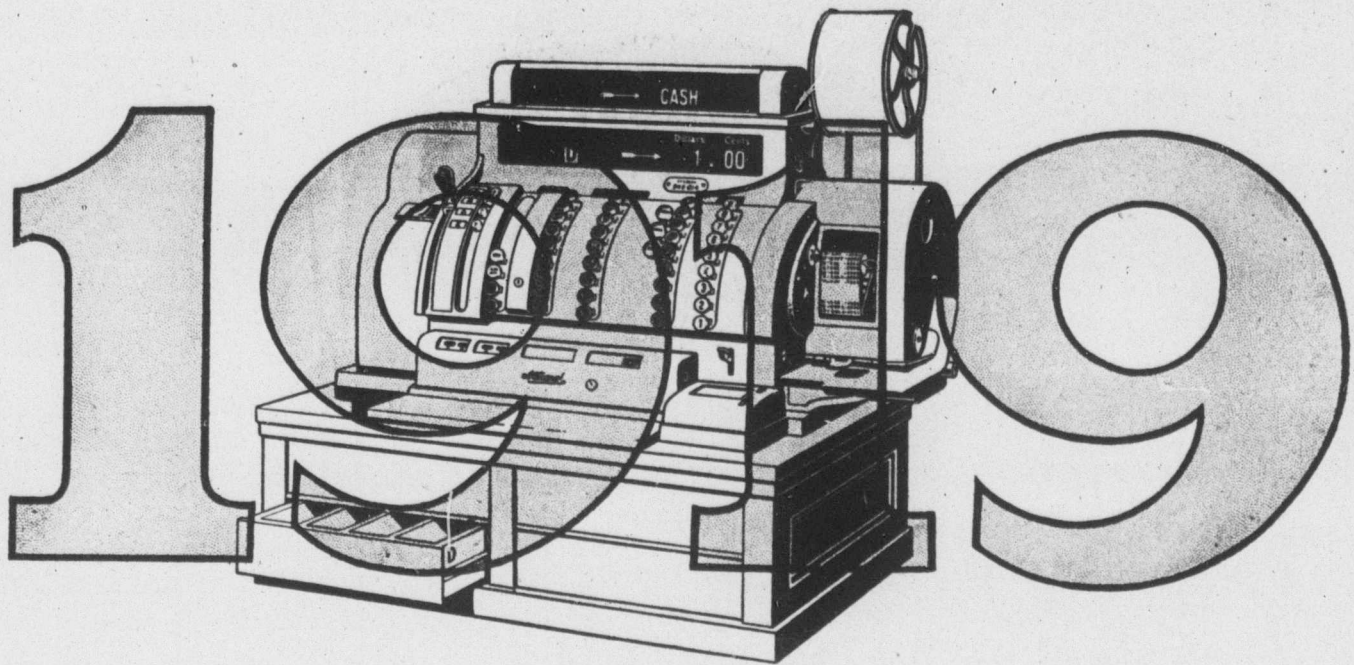
Equip your store for Christmas with Walker Bin attractive, well-arranged, money-saving equipment. People buy more goods where they can be served the quickest—Walker Bin fixtures mean more sales and bigger profits for you this Christmas.

Send us your floor plan to-day. We want to help you.



The Walker Bin & Store Fixture Co., Limited
 KITCHENER, ONTARIO

Lett & Skene, 11 Colborne St., Toronto, Selling Agents



Our business doubled this year

WE did twice as much business this year as we did during any other year in our history.

This shows that merchants realize more than ever before that they should get their store records quickly and economically by machinery instead of by the slow, expensive hand method.

It shows in the best way possible that up-to-date National Cash Registers are helping

merchants solve their problems most satisfactorily to themselves, their clerks, and their customers.

It is the very best evidence that our efforts to build a labor and time-saving machine are appreciated by merchants everywhere. It shows that up-to-date National Cash Registers are meeting the needs of retail stores in every country in the world.

Up-to-date National Cash Registers are a business necessity

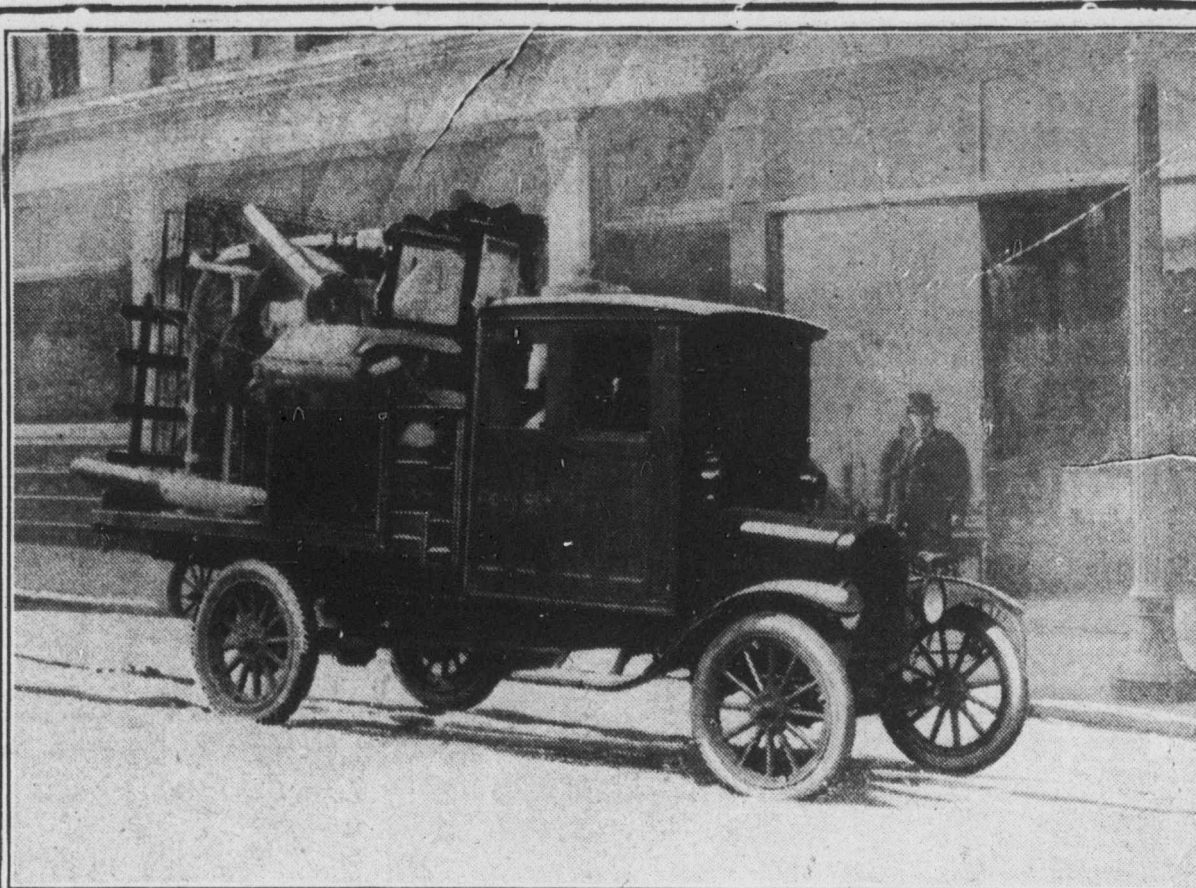
The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary.....714 Second Street, W.
 Edmonton.....5 McLeod Bldg.
 Halifax.....63 Granville Street
 Hamilton.....14 Main Street E.
 London.....350 Dundas Street
 Montreal.....122 St. Catherine Street, W.
 Ottawa.....306 Bank Street

Quebec.....133 St. Paul Street
 Regina.....1820 Cornwall Street
 Saskatoon.....265 Third Avenue, S.
 St. John.....50 St. Germain Street
 Toronto.....40 Adelaide Street, W.
 Vancouver.....524 Pender Street, W.
 Winnipeg.....213 McDermot Avenue

FACTORY: TORONTO, ONTARIO



A Store is Judged Largely by its Delivery

“WHEN can you send it?” “Can I get it today?”—these are the questions you hear day in and day out from your customers.

“It will be there before noon—before 5 o’clock.” “It will be there before you get home.” These are the answers that please your customers and bring them back to trade at your store.

When you buy a Ford One-Ton Truck you will surprise your customers by prompt delivery. It will take the place of three horses and three men, and for the occasional long trip to the next town, to the outlying country, for delivering and bringing in supplies—it will prove invaluable.

138

Ford One-Ton Truck (Chassis only) \$750 f. o. b. Ford, Ont.

Ford Motor Company of Canada, Limited
Ford, Ontario

Recommend Beecham's Pills

WHY ?

Why have Beecham's Pills the largest sale of any medicine in the world? Why are they the standard remedy in millions of homes for the prompt relief of Sick Headache, Biliousness, Constipation, Kidney and Liver Troubles? Why, after over sixty years, are Beecham's Pills selling faster than ever?

The Largest Sale of any Medicine in the World

Here's the answer! Beecham's Pills are safe, —are sure, and satisfy. One box sells another, and our steady advertising never allows the people to forget. The strong demand for Beecham's Pills means a steady trade for you—the quick turnover means continuous and large profits. You can't afford not to push Beecham's Pills. Free interesting dealer helps on request to



Harold F. Ritchie & Co., Inc.

Sole Agents

Toronto, Ont,

Canada

KING GEORGE'S NAVY

CHEWING TOBACCO

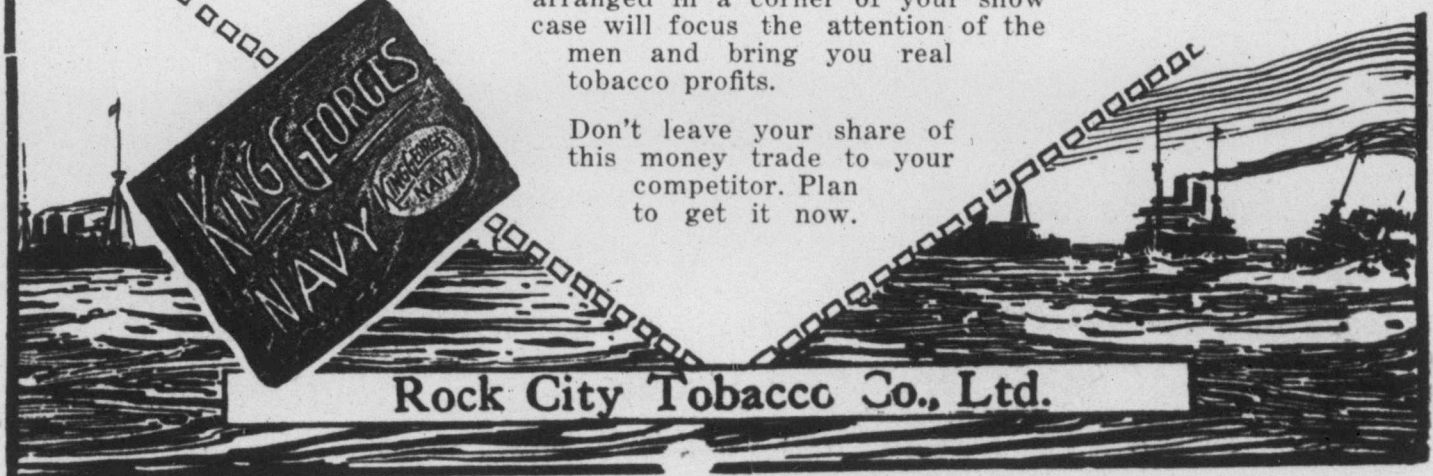
Makes a neat showcase display

A few "plugs" of King George's Navy arranged in a corner of your showcase will focus the attention of the men and bring you real tobacco profits.

Don't leave your share of this money trade to your competitor. Plan to get it now.



Rock City Tobacco Co., Ltd.



RED EMPEROR GRAPES

EXTRA FANCY QUALITY. DELICIOUS EATING. PACKED IN DRUMS.

CALIFORNIA CELERY

WELL BLEACHED. VERY FINEST QUALITY. IN CRATES OF 5 TO 8 DOZ.

ORANGES

GRAPE FRUIT

Buy Our Fancy Navels for your Xmas Trade.

Well colored, juicy Florida, the kind your customers ask for

CALIFORNIA AND MESSINA LEMONS

NEW JERSEY CRANBERRIES, LATE KEEPERS

HOLLY AND HOLLY WREATHS

Place your Christmas Order now and get the best.

APPLES

APPLES

B.C. and Washington Boxed Apples, Extra Fancy Quality, Jonathans, Spitz, Spys, Delicious, Etc. Ontario and Nova Scotia Varieties in Barrels, Baldwins, Wagners, Kings, Starks.

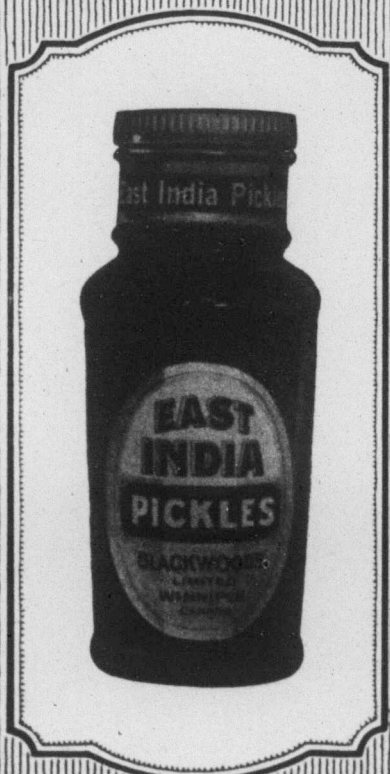
NUTS, FIGS, DATES AND TABLE RAISINS

Use the Wires at our expense.

PETERS DUNCAN LIMITED

88 Front St. E., Toronto

Branches: North Bay, Sudbury, Cobalt, Timmins



Pickles

But Pickles of the best and purest make constitute only one of our many lines.

The Blackwoods—"Family" includes:

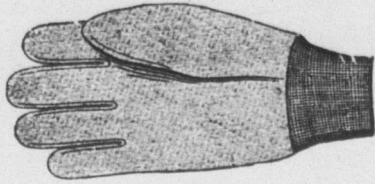
- PICKLES
- SPICES
- FLAVORING EXTRACTS
- SAUCES
- BAKING POWDER
- FOUNTAIN SYRUPS
- TEA
- TEMPERANCE DRINKS

Get one sure source of supply and rely on that supply—Blackwoods never fail.

Write your dealer.

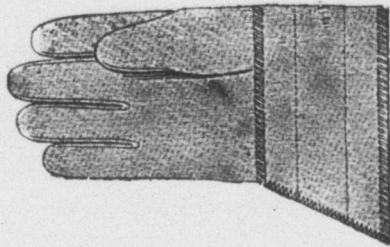
Blackwoods Limited
WINNIPEG, MAN.

TAPATCO
REGISTERED TRADE MARK
BRAND



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS
DOMINION CANNERS, LTD.
Hamilton, Ont.

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

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Strawberry	\$4 60
Currant, Black	4 50
Pear	3 90
Peach	3 90
Plum	3 70
Raspberry, Red	4 50
Apricot	4 00
Cherry	4 30
Gooseberry	4 00

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	4 80
4's Tins, 12 pails in crate, per pail	0 78
5's Tin, 8 pails in crate, per pail	0 97
7's Tin or Wood, 6 pails in crate	1 36
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS
"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.), Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
12 oz., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	\$1 62 1/2
Pints, Delhi Epicure	\$2 70
1/2 Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD.

180 St. Paul St. West.

Montreal, Can.

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans	\$9 80
Reindeer Brand, each 48 cans	9 35
Silver Cow, each 48 cans	8 60
Gold Seal, Purity, each 48 cans	8 45
Mayflower Brand, each 48 cans	8 45
Challenge Clover Brand, each 48 cans	7 95

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$7 15
Jersey Brand, Hotel, each 24 cans	7 15
Peerless Brand, small, each 24 cans	3 15
St. Charles Brand, Tall, each 48 cans	7 25
Jersey Brand, Tall, each 48 cans	7 25
Peerless Brand, Tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 25
Jersey Brand, Family, each 48 cans	6 25
Peerless Brand, Family, each 48 cans	6 25
St. Charles Brand, small, each 48 cans	3 20
Jersey Brand, small, each 48 cans	3 80
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 50
Reindeer Brand, small, each 48 cans	6 50
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 60

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn — 1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Aast. Loaves — 1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$42.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — 1/2s, \$1.90; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.35; 6s, \$39.	
Irish Stew—1s, \$2.90; 2s, \$5.90.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey — 1/2s, \$6.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$28.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (tins)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.	
Mince Meat (bulk)—5s, 25c; 10s, 27c; 25s, 26c; 50s, 26c.	
Chateau Brand Pork and Beans,	

The kind that good grocers recommend

When discerning buyers ask for a quality jam not only as good as anything on the market, but with a tastiness that is "different" they make no better recommendation than



Join the grocers who recommend Furnivall's. It will mean increased business.

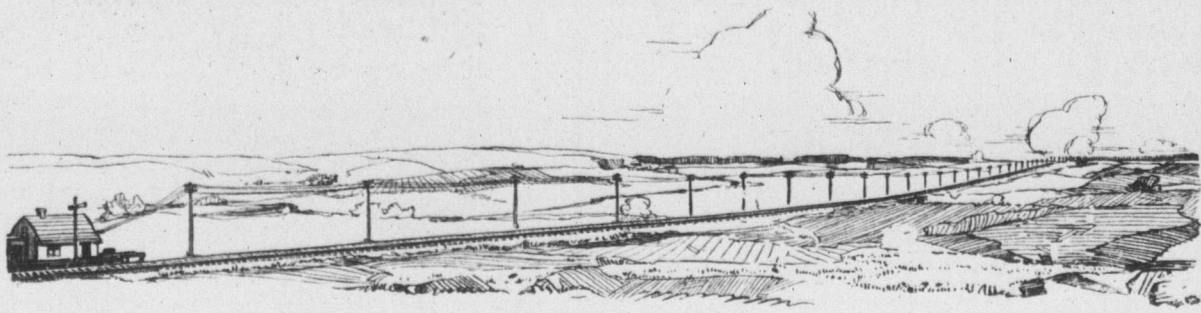
FURNIVALL-NEW Limited

Hamilton - [Canada

Canada Food Board License No. 14-167



AGENTS—The City of Ottawa, Quebec, and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: J. T. Price & Co. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.



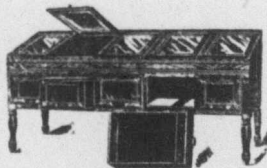
The Start of the Line!

The other day a bang-up new Sherer Food Container was uncrated by Uncle John and put into his old grocery store at a cross-roads town away up in Michigan.

The Sherer Food Container rubbed the cinders of travel out of his eyes, took a look at the dirty boxes and barrels standing around, and then—as he spied a strange-looking fixture at the other end of the store, exclaimed:

“Hey, you antique, you look like a *good* start at something! *What are you?* and how did you get up in this neck of the woods?”

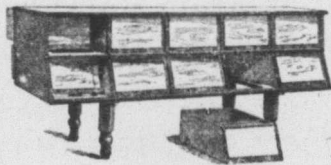
“Well, Mr. Sherer,” replied the antique, (“for I see you’re Mr. Sherer Food Container), it’s a wonder you don’t know your own kin! I’m your progenitor! I’m your own grandfather! *I’m the first Sherer Counter!* If it hadn’t been for me, Mr. Food Container, you wouldn’t be here with all your fine looks and improvements!”



The Start in 1893

“You don’t say so,” answered Mr. Sherer Food Container. “*You—my grandfather?* Beg pardon! Glad to come across the old gentleman I’ve heard tell of so often down in our factory! But say—when you started our line you sure started a good thing. Did you know there’s almost 100,000 of your descendants living to-day?”

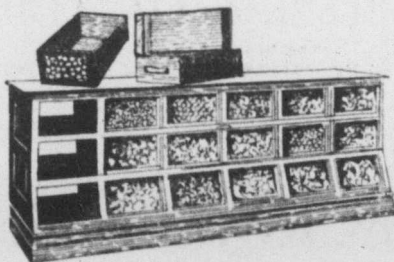
“Well, well, well! You don’t tell! 100,000 in 25 years! You see I’ve been up in these woods nigh onto that time and you’re my first grandson I ever see! 100,000 of you—my, what a blessing to Grocers and Housewives!”



A Radical Change in 1895

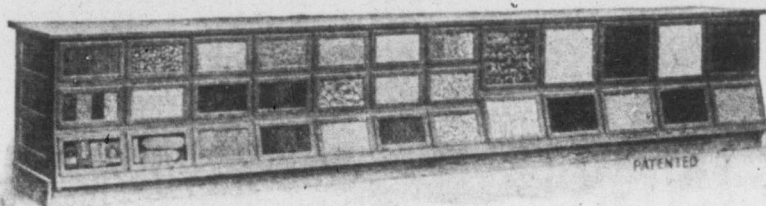
“Put her there—Mr. Ancestor!”—Mr. Sherer Food Container replied. “My apologies for all my rough language! You sure were the *best* counter *then*—just as I’m the *best* counter *now*! You kept out *most* of the dirt; also the *rats* and the *mice* and the *cats* and the *dogs* and the *flies* and the *soiled hands* of the *samples*. And I’ve put on a ‘glass front,’ and I silently advertise the Grocer that owns me and save him big money to boot! Oh yes—most of the up-to-date Grocers have already caught on! And I’ll soon be in the stores of the *whole bunch*. They all just *have to have us*! Some of them own two or three of us. Did you know we are thinking of changing our name to the *indispensable Sherer?****** And then the two counters, the old and the new, snuggled up to each other, and chuckled, and talked about how one *grew out of the other*—as is shown by the photographs on the side of the page.

And if you, Mr. Grocer, are one who realizes that the growth of this counter has been going on all these years while you were asleep, *you will wake up* and sign the coupon below—and know from experience how *indispensable* a Sherer Food Container *really is!*



The 1898 Evolution

Sherer-Gillett Company, 17th and Clark Sts., Chicago



The Up-to-date Sherer Food Container

The Sherer-Gillett Company,
17th and Clark Sts., Chicago, Ill.

Gentlemen:—Please send me without obligation
your Catalog 57.

Remarks

Individual Name

Firm or Co.

Street

City State

First California Navels

Arrived To-day

Quality and color perfect

Malaga Grapes

New Raisins

New Nuts

*Place your Xmas
Orders with us.*

WHITE & CO.

Limited

TORONTO, ONT.



Have You Tried It?

If not, take a package home. Your family will be pleased with the delicious cakes, biscuits, muffins, etc., that Brodie's XXX flour will make. Then you can recommend it to your trade.

It's so easily prepared, nutritious and healthy and not expensive.

Give Brodie's XXX flour a trial.

Order from your wholesaler.

BRODIE & HARVIE

MONTREAL LIMITED

Order from your Jobber

"STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

PURE OLIVE OIL

"PURITY" GENUINE ITALIAN OLIVE OIL

in gal., ½-gal., ¼-gal. attractive tins—the first and only shipment to arrive since the war in original containers. Owing to scarcity

We advise the trade to order immediately

"PASCO" SPANISH OLIVE OIL

in gallon, ½-gal., ¼-gal., ⅛-gal. tins. Also in 5-gal. plain tins, especially imported for trade desiring to bottle under own private labels.

P. PASTENE & CO., LIMITED

Importers and Exporters,
340 ST. ANTOINE STREET - - - MONTREAL, QUE.

RICE

RICE FLOUR

RICE MIDDLINGS

Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.
VICTORIA, B.C.

D. W. ROSS COMPANY
Agents
MONTREAL

Enquiry Department

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

WHERE TO SELL TIMBER?

Can you inform me where I can sell hub timber, elm logs and wood? S. G. Boyd, Marmora, Ont.

Answer.—D. J. McLean, Mail Bldg., Toronto; Anderson Lumber Co., Excelsior Life Bldg., Toronto; Anglo-Canadian Lumber Co., 26 Adelaide Street W., Toronto; Bowden & Sons, 377 Greenwood Ave., Toronto; Canada Lumber Co., Weston, Ont.; R. G. Dryden, Pelham Ave., Toronto; Fesserton Timber Co., Ltd., 15 Toronto St., Toronto; Gall Lumber Co., foot of Spadina Ave., Toronto; J. C. Gilchrist Lumber Co., 45 Ernest St., Toronto; T. H. Hancock, Junction, Toronto, Ont.; Irvin Lumber Co., Ltd., 3534 Dundas Street W., Toronto; Walter Davidson & Co., Ltd., 186 Duke Street, Toronto; R. Laidlaw Lumber Co., 65 Yonge Street, Toronto; Vancouver Lumber Co., Ltd., Excelsior Life Bldg., Toronto; Victoria Harbor Lumber Co., 12 Wellington St. E., Toronto.

MONTREAL WHOLESALE GROCER

In list of wholesale grocers in Montreal published in answer to enquiry some time ago, the following firm name was inadvertently missed: Birks, Corner & Co., Ltd., 39 Youville Square, and 2, 4, and 6 St. Francois Xavier Street, Montreal, Que.

WHO ARE AGENTS

Please tell me who are agents for Wax No-Rub?—Mr. Mickle, York Trading Co., Toronto, Ont.

Answer.—They have no agents; you buy direct from the Wax No-rub Mfg. Co., Almonte, Ont.

QUEBEC JOBBERS OF PICKLE LINES

Could you give us names of the Quebec Province brokers for the following import lines: Rowatt's pickles, Stevens' pickles, and Cross & Blackwell line?—

G. T. Armstrong & Sons. Ltd., Sherbrooke, Que.

Answer.—Rowatt's pickles are handled by A. C. Snowden, St. Francois Xavier Street, Montreal; Stevens' pickles: Forbes & Son, St. Paul Street, Montreal, are agents for these; Cross and Blackwell line is handled by Stewart Menzies & Co., Toronto, Ont..

MAKERS OF MIDGET FLOUR MILLS

Please give the following information as to who makes the Midget Flour Mills—a complete flour mill for putting out 5, 10, 15 or 50 barrels per day?—C. Y. Poehلمان, Collingwood, Ont.

Answer.—Canadian Fairbanks-Morse Co., Toronto, Ont.

WHOLESALE OF BALED HAY AND STRAW

Please send me names of wholesalers in baled hay and straw.—A. E. Flett, 44 Barrington Ave., Toronto, Ont.

Answer.—J. A. Peer & Son, 14 Commercial Street, Toronto, Ont.; Crampsey & Kelley, 778 Dovercourt Rd., Toronto, Ont.

MANUFACTURERS OF ICE CREAM CONES

Please give the following information: Manufacturers of ice cream cones.—Joliette, Que.

Answer.—Maclure & Langley, 12 Front Street E., Toronto, Ont.; Real Cake Cone Co., 81 Jarvis Street, Toronto, Ont.

MANUFACTURERS OF BUTTER BOXES

Would you please give names of wholesale manufacturers of butter boxes and tubs?—C. F. Schutt.

Answer.—E. B. Eddy Co., Hull, Que.; Boxes, Ltd., Ottawa, Ont.; Sarnia Paper Box Co., Sarnia, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.; Consumers Box and Lumber Co., Ernest Ave., Toronto; Barchard & Co., 151 Duke Street, Toronto; Firstbrook Box Co., Toronto; Kilgour Mfg. Co., Hamilton, Ont.; Parry Sound Lumber Co., Toronto.

PAYMENT OF SALESMEN AND OPERATING EXPENSES OF WHOLESALE GROCERY

"Methods of Paying Salesmen and Operating Expenses in the Wholesale Grocery Business in 1918," is the title of the latest bulletin of the Harvard Bureau of Business Research. The discussion of the methods of paying salesmen covers policies used by firms selling in strictly local districts and those having national distribution of their products. Most of the firms with local businesses pay their salesmen fixed salaries without commissions. The investigation showed, however, that the commission plan is generally considered more satisfactory in the larger businesses covering more than local territories. Statements are quoted from several firms describing the arrangements that they make with their salesmen when paying commissions.

Fifty-seven wholesale grocers furnished profit and loss reports that could be compared for the years 1916, 1917 and 1918. Almost everyone of these firms showed an increase in volume of sales in 1918, the largest increase being about 50 per cent, over 1917. For all but three firms, gross profit was lower in percentage of net sales in 1918 than in 1917; 53 firms showed a lower net profit in 1918. Stock turn—5.2 times a year—was lower for 40 firms in 1918 than in 1917. A detailed summary of each item of expense and profit in 1918 based on the reports of 145 grocers is published in the bulletin.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

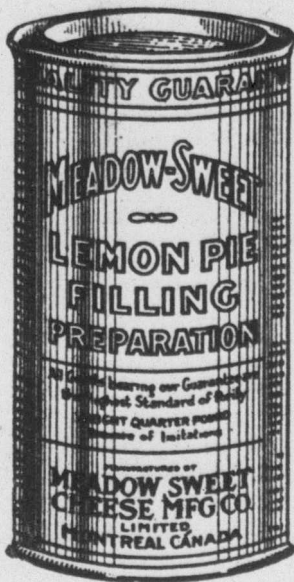
Please give me information on the following:Name

Address

.....

.....

.....



Mr.
Merchant
25%
Pays You a
Fair Profit

You can make the above profit on every tin you sell and at the same time give the trade excellent value.

Meadow Sweet Lemon Pie Filling is now in splendid demand. Easily sold, and means repeat business. Try a shipment from your nearest wholesaler.

Or
Dunn-Hortop Toronto Angevine & McLaughlin Eastern Provinces D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co. LIMITED
Montreal

BROOMS

Our
Canada No. 3
fills the bill
Not too heavy, not too light
Just Right

Polished handle, pink strings, velvet and tin lock finish.

The Best \$9.00 Broom
We know how to make.

ORDER NOW.

WALTER WOODS & CO.
Hamilton and Winnipeg

Old - Kentucky (bars), 8s.
boxes, 5 lbs. 1 25
WM. H. DUNN, LTD., Montreal
BABBITS
Soap Powder, case 100 pkgs.. \$5 95
Cleanser, case 50 pkgs..... 3 10
Cleanser (Kosher), cs. 50 pkgs. 3 10
Pure Lye, case of 4 doz..... 5 60

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

JELL-O ICE CREAM POWDERS
Made in Canada
Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz..... 2 70
Vanilla, 2 doz..... 2 70
Strawberry, 2 doz..... 2 70
Unflavored, 2 doz..... 2 70
Weight, 11 lbs. to case. Freight rate second class

BLUE
Keen's Oxford, per lb..... \$0 24
In cases 12-12 lb. boxes to case 0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.
Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz..... \$5 25
Perfection, 1/2-lb. tins, doz... 2 75
Perfection, 1/4-lb. tins, doz... 1 45
Perfection, 10s size, doz..... 1 10
Perfection, 5-lb. tins, per lb... 0 42
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. 3 00

Soluble Cocoa Mixture (Sweetened) 6 and 10-lb. tins, per lb. 0 28
(Unsweetened Chocolate)
Supreme Chocolate, 12-lb. boxes, per lb. 0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box..... 1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box..... 1 90

SWEET CHOCOLATE—Per lb.
Eagle Chocolate, 1/4s, 6-lb. boxes 0 32
Eagle Chocolate, 1/4s, 6-lb. boxes, 28 boxes in case... 0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate, 28 cakes in box 1 10

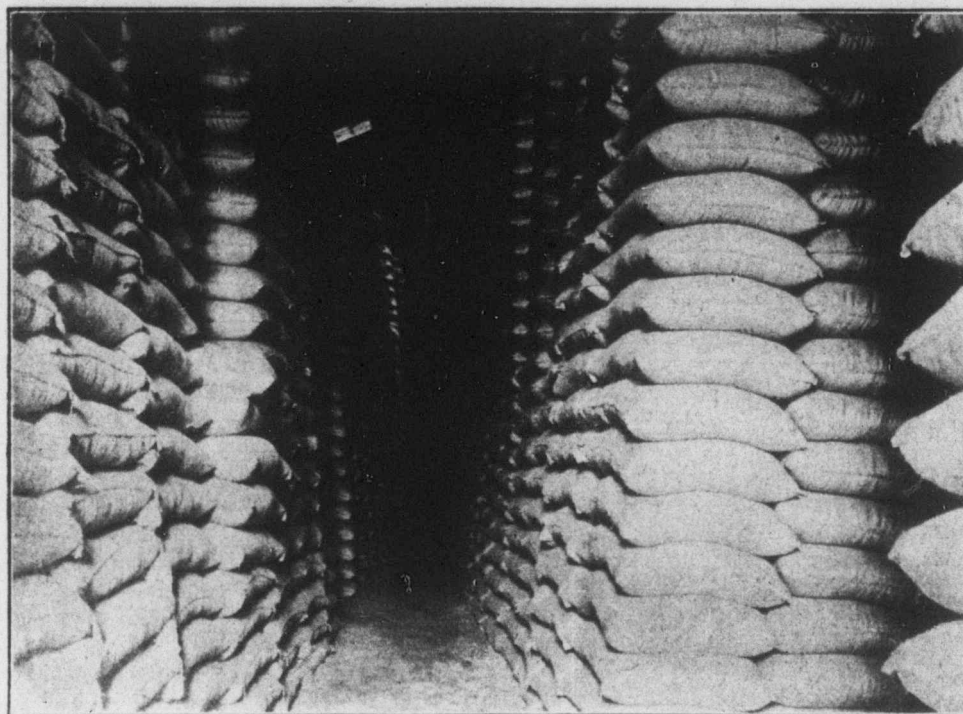
CHOCOLATE CONFECTIONS
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb..... \$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb... 0 46
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb..... 0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb..... 0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb... 0 46
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb... 0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb... 0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb... 0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb... 0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb... 0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb... 0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb. 0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb... 0 60

NUT MILK CHOCOLATE, Etc.
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 26 boxes in case, per lb. 0 46
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 26 boxes in case, per lb. 0 47
Fruit and Nut or Nut Milk Milk Chocolates, lbs., unwrapped, 5-lb. box, 5 div. to case, 32 boxes to case, lb. 0 43
Nut Milk Chocolates, 6s squares, 20 squares to case, packed 3 cakes to box, 24

boxes to case, per box.... 2 85
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 30 divisions, 3 cakes to box, 32 boxes to case, per box.... 2 50
Fruit and Nut Milk Chocolate Slabs, per lb..... 0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb..... 0 42
Plain Milk Chocolate Slabs, per lb. 0 42

MISCELLANEOUS
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz... \$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz..... 2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz..... 6 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz..... 2 75
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz.... 4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.... 4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb. 0 46
Triumph Chocolate, 1/4's, 4-lb. boxes, 26 boxes in case, per box 0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb. 0 48
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross 1 16
120-lc. Milk Chocolate Sticks, 60 boxes in case.. 0 80

Toronto Prices
Per doz
Pilbert Nut Bars, 24 in box, 60 boxes in case \$0 95
Almond Nut Bars, 24 in box, 60 boxes in case 0 95
Puffed Rice Bars, 24 in box, 60 boxes in case 0 95
Ginger Bars, 24 in box, 60 boxes in case 0 95
Fruit Bars, 24 in box, 60 boxes in case 0 95
Active Service Bars, 24 in box, 60 boxes in case 0 95
Victory Bar, 24 in box, 60 boxes in case 0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case..... 0 95
Regal Milk Chocolate Bar, 24 in box, 60 boxes in case 0 95
Royal Milk Cakes, 24 in box, 60 boxes in case 0 95
Cream Bars, 24 in box, 60 boxes in case, per box... 1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box 1 00
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
Lunch Bar, 10c, 1 doz. in box, 50 boxes in case, per doz... 0 95
Coffee Drops, 10c, 1 doz. in box, 50 boxes in case, per doz... 0 95
Milk Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz... 0 95
Chocolate Beans, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Chocolate Emblems, 10c, 1 doz. in box, 60 boxes in case, per doz. 0 95
Chocolate Wafers, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Circus Wagons, 10c, 1 doz. in box, 50 boxes in case, per doz. 0 95
Queen's Dessert, 10c cakes, 24 in box, per box 1 00
W. K. KELLOGG CEREAL CO.
Kellogg's Toasted Corn Flakes, Waxtite 4 16
Kellogg's Toasted Corn Flakes, Ind. 2 00
Kellogg's Dominion Corn Flakes 4 15
Kellogg's Dominion Corn Flakes, Indv. 2 00
Kellogg's Shredded Krumbles 3 50
Kellogg's Shredded Krumbles, Ind. 2 00
Kellogg's Krumbled Bran 1 85
BRODIE AND HARVIES
XXX Self-Raising Flour, 6 lb. packages, doz. \$5 70
Do., 3 lb. 2 90
Superb Self-Raising Flour, 6 lb. 5 50
Do., 3 lb. 2 80
Crescent Self-Raising Flour, 6 lb. 5 60
Do., 3 lb. 2 85
Perfection rolled oats (56 ea.) 3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack, doz... 1 50



Coffee Stocks

It is just as important for the exporter in Brazil who expects to satisfy particular roasters to keep a carefully selected spot stock in the warehouse in Brazil as it is for the roaster in this country to keep a stock in his warehouse.

The above cut shows a portion of our selected stock—fine quality coffee—in our warehouse in Santos. The bags are 25 high, every mark and grade separate; so that when an order comes from our roasting friends we do not have to scurry around here and there, trying to pick up a certain grade of coffee, but only have to turn to our shelves, make the proper selections and ship immediately, if this is necessary.

This is another important branch of our service.

J. ARON & COMPANY, Inc.

Importers
New York
Chicago

COFFEE
New Orleans

Exporters
Santos
London

Canadian Representatives :

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg

Alex. F. Tytler, London
R. M. Griffin, Hamilton

Henry M. Wylie, Halifax

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**



Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS
15c and 25c**

WELL ADVERTISED
Write us or ask your jobber for trade prices.

INDEX TO ADVERTISERS

Abbey Salt Co.	22	Mackenzie, W. L.	12
Armour & Co.	48	Macleod & Co., D. J.	14
Adam & Co., Geo.	12	MacLure & Co., A. M.	12
American Pad & Textile	56	MacLure & Langley	15
Aron & Co., Inc., J.	61	Magor, Son & Co., Ltd.	22
Baker & Co., Ltd., Walter	61	Mann, F.	12
Bain & Co., Donald H.	35	Mann & Co., G. A.	63
Bains Limited	35	Marsh Grape Juice Co.	62
Baird Ltd., Alex.	12	Marshall, H. D.	15
Blackwoods Ltd.	55	Meadow Sweet Cream Cheese	60
Beecham's Pills	64	Mickle, George T.	63
Borden Milk Co.	1	Millman & Sons, W. H.	15
Bowes Co.	18	Mathieu Co., J. L.	21
British Columbia Hop Co.	8	Moore & Co., R. M.	63
Brodie & Harvie	18	Morris & Co., C.	15
California Fruit Growers' Exchange	9	Mount Royal Milling Co.	58
California Prune & Apricot Growers	32, 33	Nagle Mercantile Agency	64
Campbell Brokerage Co.	11	National Biscuit Co.	10
Canada Nut Co.	11	National Cash Register	62
Can. Cereal & Flour Mills Co.	51	Norcanens, Ltd.	8
Canadian Importations	62	Nuxoa Butter	Inside back cover
Channell Chemical	Inside front cover	Nelson, C. T.	11
Clark Ltd., W.	3	Oakeys & Sons, Ltd., John	64
Clayquot Sound Canning Co.	10	Oliver, G. F.	63
Climax Baler Co.	63	Pastene, P.	58
Columbia Macaroni Co.	14	Patrick & Co., W. G.	15
Cockburn Co., F. D.	14	Pacific Cartage Co.	14
Connors Bros.	49	Pennock & Co., Ltd., H. P.	13
Connecticut Oyster Co.	5	Perry & Co., H. L.	13
Cosgraves Pure Malt Vinegar	62	Peters, Duncan & Co.	55
Davies Co., Wm.	47	Regina Cold Storage	14
Dayton Scale	Back cover	Rex Chemical Co.	15
Des Brisay & Co., M.	11	Rock City Tobacco Co.	54
Dodwell & Co.	10	Rose & Laflamme	15
Dominion Cannery Ltd.	2	St. Lawrence Flour	17
Dominion Trading Co.	15	Sarnia Paper Box Co.	63
Edwards, W. C.	59	Scott-Bathgate Co., Ltd.	63
Escott Co., Ltd., W. H.	15	Sherer-Gillett	51
El Roi-Tan	14	Shibald & Co.	15
Estabrooks, T. H.	21	Silcocks & Drew	15
Eureka Refrigerator Co.	8	Sloan, J. C.	15
Fearman, F. W.	50	Smith & Proctor	50
Fidelity Collection Agency	63	So-Clean, Ltd.	63
Ford Motor Co.	33	Spratts, Ltd.	18
Fremont & Co., J. L.	16	Solman, C. M.	16
Furnival-New Co.	36	Sloan & Co., John	18
Gatz & Co.	16	Stevens-Hopner Co.	21
Gauvreau, Paul F.	16	Store-Helps Mfg. Co.	63
Gillard & Co.	63	Star Brand Cotton	58
Grant Co., C. H.	12	Thompson & Co., J. C.	15
Gray & Co., John	2	Tippett, A. P.	51
Gunns, Limited	48	Toronto Salt Works	67
Harry Hall Co.	10	Toronto Pottery Works	63
Hanson Co., Ltd., J. H.	15	Trent Mfg. Co.	63
Hargraves, Ltd.	14	Tuxford & Nephews	20
Henderson Brokerage, B. M.	14	Vilt Mfg. Co., Ltd.	20
Heinz Co.	30	Wagstaffe, Limited	4
Howe, McIntyre & Co.	16	Walker & Son, Hugh	5
Huntley, Palmers	7	Wallace Fisheries, Ltd.	11
Imperial Rice Milling Co.	8	Walker Bin & Store Fixture	51
Joyce, H. S.	16	Watson & Truesdale	13
Lemon Bros.	50	Western Transfer & Storage Ltd.	14
Loggie, Sons & Co.	15	Whittall Can. A. R.	Front cover
Lund & Co., Peter	11	White & Co.	58
McDavid & Co.	16	White Cottell's	63
McLay Brokerage Co.	17	Williams Storage Co.	13
Macdonald, Reg'd., W. C.	19	Woods & Co., Walter	60



MARSH'S

Suggest that name when your customers ask for Grape Juice. The delightful Concord flavor is sure to please them.

Once tasted Marsh's becomes the Grape Juice which your customers will subsequently order by preference.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal



**A New Drink
Champagne de
Pomme**

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

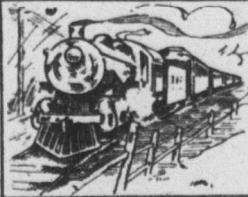
Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

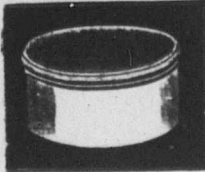
Cie Canadien Importations

140 St. Catherine St. E., Montreal



BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crock
Jugs, Churns, Flower Pots
etc. Ask for latest cata-
logue.

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, Eng.
Agent:
W. Y. COLCLOUGH, 259 Kingswood Rd.,
Beach 2170 Toronto
J. E. TURTON, Board of Trade Building,
Montreal.

The LV PICKLE

Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Shuman Pricing Outfits

for
Groceries and Stores which price-mark
their goods—we have the right system.
For full particulars write:

Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
and
Calgary, Alberta.

Oliver's Cream Toffee

5 cent bars

O.K.—Almond—Cocoanut
The finest made

Brokers

Man. & Sak. - Watson & Truesdale
Calgary - Clarke Brokerage
B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVER (the toffee man)
MEDICINE HAT

RICES CONTINUE STRONG

The rice market shows little indication of declining and the tendencies are distinctly the other way. Just at present the selling is not extra brisk and for some lines might be said to be less than normal. For some grades there is a fair demand. Embargoes are still effective in many centres and the difficulty of getting supplies forward from the country of production are not a great deal easier than they were some weeks ago. All cabled and mail advices, stated a large importer to **CANADIAN GROCER** this week, are higher and the outlook is for a firm market for some time, with advances a real possibility in the not distant future.



CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF
"Turns Waste
into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

Selected eggs, creamery butter,
fancy dressed poultry. It will pay
you to buy your supplies from

C. A. MANN & CO.
LONDON, ONT.
one 1577

GASOLINE FOR THE FINEST... BUY AN R.M. ASK FOR SAMPLES & PRICES

MANTLES RECOGNIZED AS THE STANDARD MAKE FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS.

R. M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy
Paraffine boxes for bulk Pickles,
Mince, etc.

BEANS

Handpicked or Screened
in car lots

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

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

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

Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg
Collections and Adjustments
"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

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

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

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

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

HELP WANTED

WANTED—AN HONEST, CAREFUL AND ENERGETIC grocery clerk. Must be a good salesman, neat and clean. When answering state experience, salary expected, and give names of previous employers. Address H. C. Pilley, Box 283, North Bay, Ont.

WANTED

WANTED—TO RENT WITH THE OPTION OF buying, a general store. Situated between Fort Erie, Ont., and Port Rowan, Ont. Box 740, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—GROCERY BUSINESS, ANNUAL turnover not less than \$35,000. Box 774, Canadian Grocer, 143 University Ave., Toronto.

Business Opportunities

WESTERN FIRM WITH WELL-ESTABLISHED chain mercantile stores requires partner able to take management of branch or office. Investment required \$5,000 up; unlimited opportunity and good salary for right party; best references required and given—particulars. Box 756, Canadian Grocer.

AGENCIES WANTED

WANTED—AGENCY OF SPECIALTIES FOR Quebec city and district. Best connections and references. Reply to G. A. Vandry, 28 St. Joseph St., Quebec.

LONDON AGENT IS OPEN FOR SOLE agency of sound lines in table delicacies, etc., large connection among grocers, caterers and provision buyers in various parts of England. Address Bawtrees, 81 Trinity Road, Wimbledon, London, England.

GOOD LONDON HOUSE CAN SELL CANNED goods and seeks agency for United Kingdom. E. Richards & Co., 20, Bucklersbury, London, E.C. 4.

AGENCY WANTED—FOR QUEBEC AND DISTRICT. Box 768, Canadian Grocer, 153 University Ave., Toronto, Ont.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS
PAPER

Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

MAKE AND KEEP GOOD CUSTOMERS

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

MADE IN CANADA

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

FOR SALE

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Coneotogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—GENERAL STORE BUSINESS. Stock \$20,000, turnover, \$75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

1,000 ADVERTISING HEADLINES AND show card suggestions—a book of 32 pages full of live, snappy sentences for advertising headlines or show cards. Secure yours early and use it for your Christmas advertisements and show cards. Price \$1.00. Ad. Specialty, Box 419, Antigonish, N.S.

FOR SALE—GOOD STORE BUSINESS IN ONE of the finest spots interior of British Columbia; stock about \$15,000; premises may be bought or rented. Cash required for stock; terms arranged for fixtures and premises. Turnover from forty to forty-five thousand. This amount easily increased by owner's personal attention. Reason for selling, other interests requiring owner's attention. Write Box 772, Canadian Grocer, 143 University Ave., Toronto, Ont.

FIRST-CLASS STOCK OF GENERAL MER-chandise for sale. Stock and fixtures between \$5,000 and \$6,000; buildings, \$1,800. Town in the centre of a good farming district. Annual turnover \$35,000. Good chance for right man. Apply to Bengle Bros., McGregor, Ont.

COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you. Those bad accounts are a sore spot—but we can help you. Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE



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:

Manley & Baker, 21 Empress Office,
354 Main Street, Winnipeg.
Sankey & Manson, 839 Beatty Street,
Vancouver.

CANADIAN GROCER

NUCOA

*The Original
Nut Butter*

Nucoa is a **pure**, appetizing spread for bread that contains no animal fat and has no possible relationship with animal oleomargarine. It is the original nut butter—a rich churning of coconuts and milk, competing with the finest creamery butter on quality lines. Bigger business? Best class of trade? Sell them Nucoa. They know about it because it is strongly advertised everywhere.

*Canadian Wholesalers
Who Handle Nucoa*

Alberta

Edmonton—Western Grocers, Ltd.

Ontario

Ottawa—E. M. Lerner & Sons

Kingston—J. Y. Parkhill & Co.

Toronto—Whyte Packing Company,
Front Street E.

Galt—Glennie & Moore, Ltd.

Windsor—S. P. Lyttle, 88 Quellerie Ave.

Quebec

Montreal—Labrecque & Pellerin, 11

Rue St. Timothee

Sherbrooke—J. A. Cascadden

Manitoba

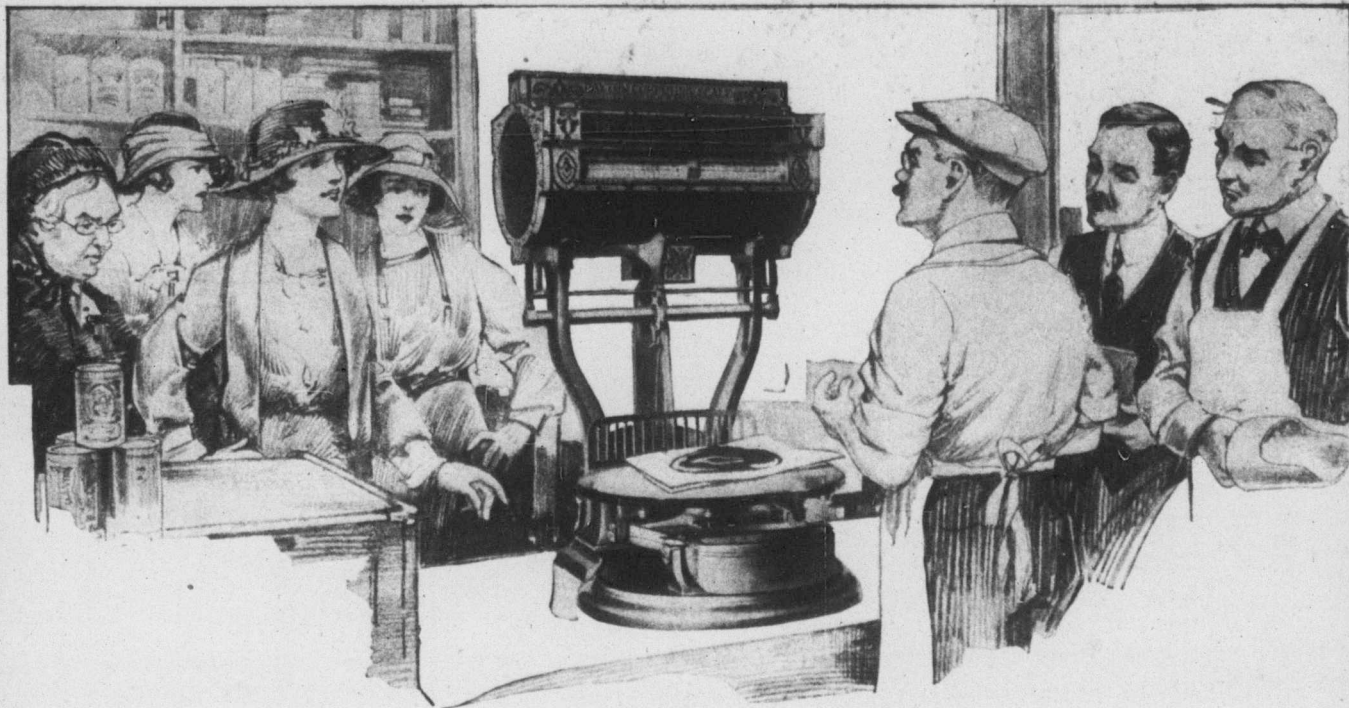
Winnipeg—A. H. McIntosh, 1307
Union Trust Bldg.

**The Nucoa Butter
Company**

New York Chicago



**BUTTERS BREAD
STAYS SWEET**



Speed up, Mr. Grocer, get another Dayton!

No use talking, Mr. Grocer, your customers do appreciate prompt service. They may want to take all the time they like choosing this or that article, but when it comes to weighing and parcelling they don't like to wait. They won't wait. If you haven't enough clerks, or enough scales, or a modern, up-to-date cash system, it won't take much to switch them to a competitor of yours who CAN give them fast service.

The Dayton Automatic Scale is the highest-priced scale on earth because it's the best—the most durable—the handsomest finished of all scales.

“If it's a Dayton, it's Right”

MADE IN CANADA

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Also at Montreal
Winnipeg, Vancouver

Division International Business Machines Co., Ltd., also makers of International Time Recorders and Hollerith Electric Tabulators.