

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, DECEMBER 10, 1920

No. 50

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.

SALES OFFICE:
202 Royal Bank Bldg.,
TORONTO

H. R. PHIPPS, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.,
WINNIPEG

A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



WHY WORK

?

There are two recognized ways of getting out of work: one is not to do it at all; the other is to pay someone else to do it.

But Aladdin Dye Soap provides a new way to save the merchant work.

With a one gross order of Aladdin Dye Soap you get **free** a handsome revolving Display Stand; and it is surprising the work this silent salesman does. It is a connecting link with our extensive Advertising Campaign.

When a customer who has read the Aladdin advertisements enters your store, she sees the Aladdin Display Stand resting on your counter. She turns it around, selects the colors she desires—and the sale is made.

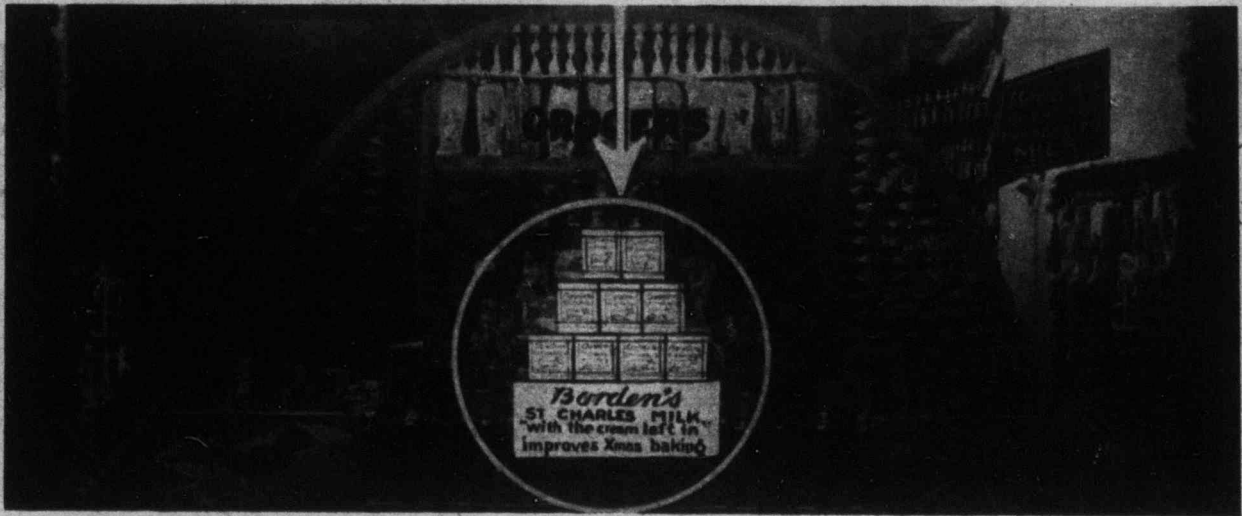
No work on your part.

One glance at Aladdin's variety of beautiful colors is enough to win any feminine heart.

Order a gross of Aladdin Dye Soap and ask for this silent clerk that draws no salary, yet earns big profits for the dealer who puts him to work.

Channell Chemical Co., Limited
Distributors **TORONTO**

Don't forget a Borden display in Your Christmas Window



When dressing your Christmas windows it will pay you to give **Borden's St. Charles Milk** (the milk with the cream left in) a prominent position, and here's why—

Thousands of Canadian women have been told through **Borden National Advertising** that **St. Charles Milk** used in baking adds an improved, rich, creamy flavor that is instantly noticeable. Hundreds have found out that it not only

improves the flavor but it also "cuts the cost of cooking," and many of your customers will be trying it in their Xmas baking for the first time.

A **St. Charles** display means a reminder that will mean bigger business now and in the future—for once your customers start using **St. Charles** in their baking they'll never use ordinary milk.

Don't forget a **St. Charles display**—work it in your window to-day.

The Borden Co., Limited
Montreal

Borden's Products —
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in."

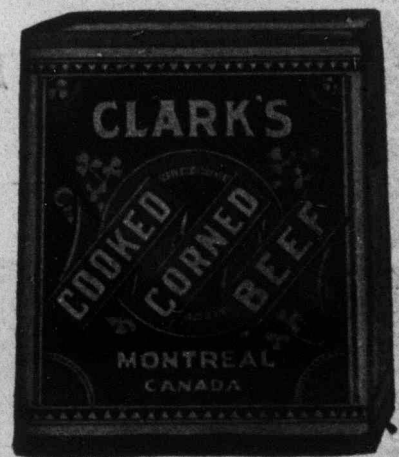
CLARK'S PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS and OTHER GOOD THINGS



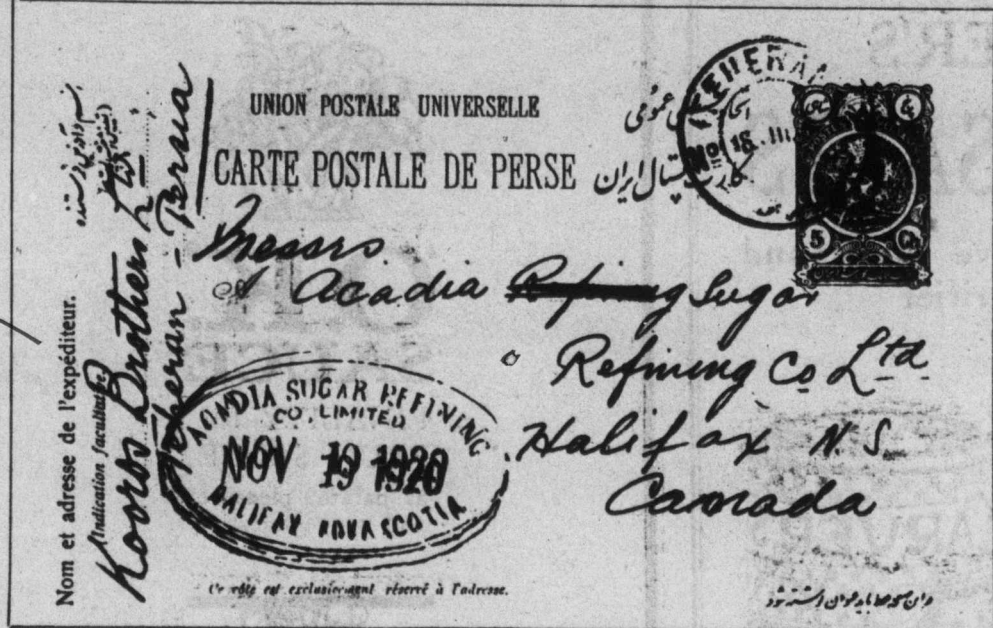
Every one a
FAVORITE
and every one a
SELLER



MADE IN CANADA

BY CANADIANS

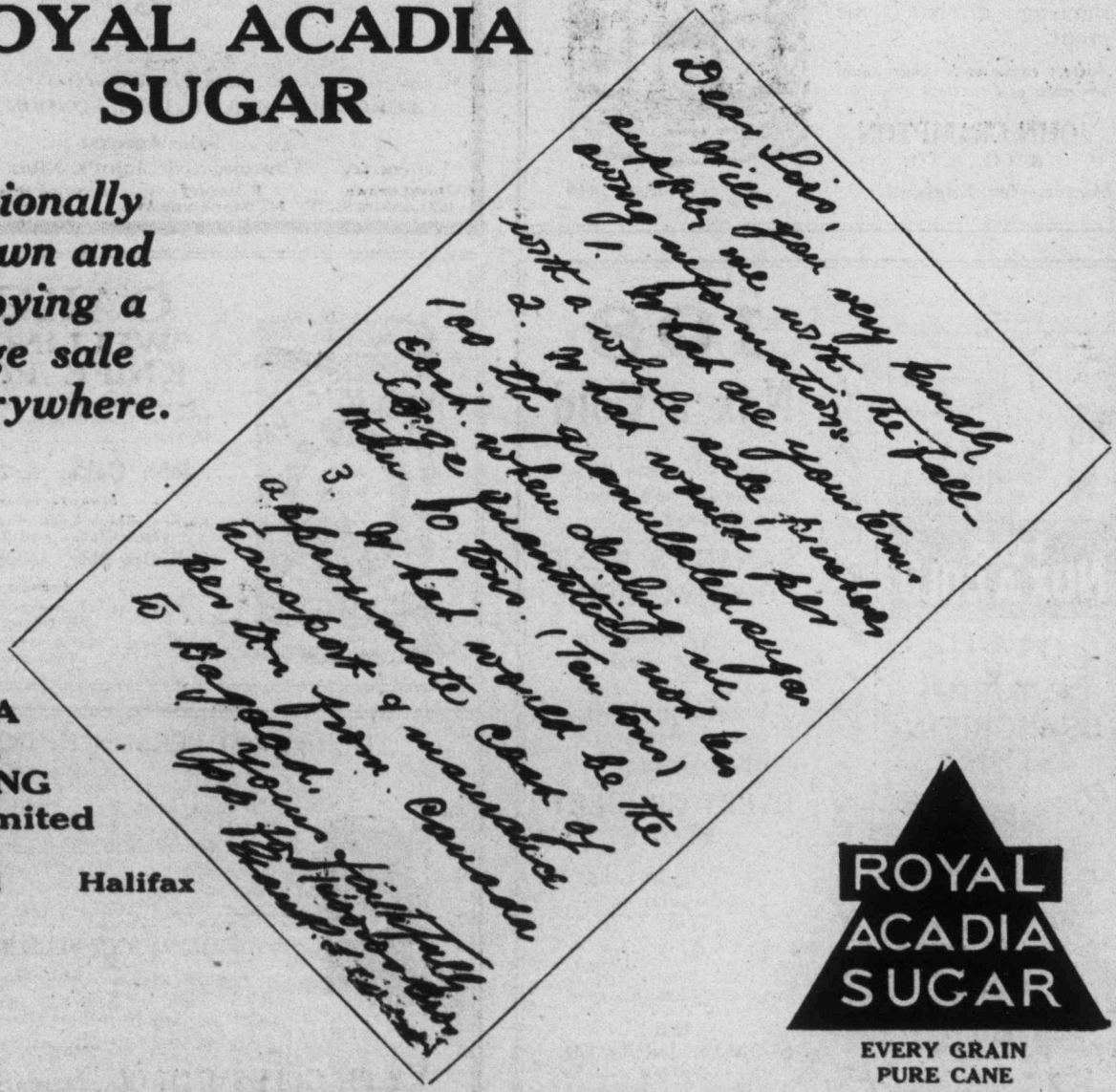
W. CLARK, LIMITED, MONTREAL



The post card herewith reproduced is self-explanatory

ROYAL ACADIA SUGAR

Nationally known and enjoying a large sale everywhere.



ACADIA SUGAR REFINING CO., Limited

Montreal Halifax



EVERY GRAIN PURE CANE

CARVER'S TONIC SALTS

**A Combined Nerve Tonic and
Blood Purifier**

Contained in neat, attractive tin — good for effective window show.

These salts are not just the usual effervescing refreshers but contain active medicinal qualities.

They purify and stimulate the liver and digestive organs.

A good line to market, showing a handsome profit.

Address enquiries to your usual wholesaler or direct to

**JOHN CRAMPTON
& CO., LTD.**

Manchester, England

Est. 1849



O.K. SAUCE

**FINALITY IN
FRUIT SAUCE**

as palate pleasure
and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver Winnipeg St. John's, Nfld. Halifax N.S.
David Brown F. Manley Bowling Bros. J.W. Gorham
167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.

108 Nox a Cold

For 20 years this
remedy has been
recognized as

**CANADA'S BEST
COUGH MEDICINE**

Guaranteed to help
the worst cough or
cold. For Bron-
chitis, Sore Throat,
Quinsy, it has no
equal.

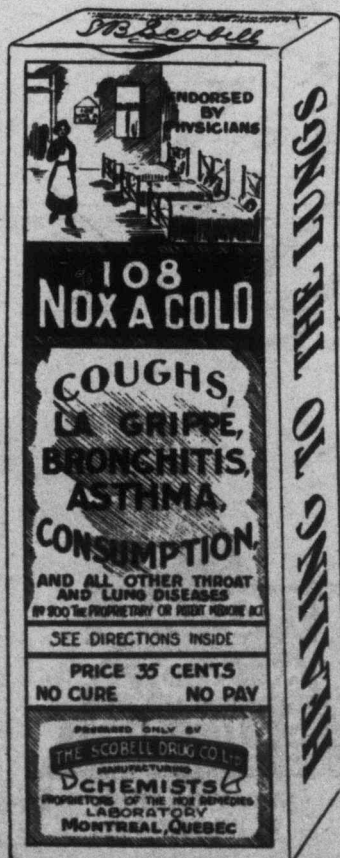
**EVERY GROCERY
STORE**

can sell this line
and make an excel-
lent profit.

Representatives wanted in every
Province.
Write us for this Attractive Agency.

**THE
SCOBELL DRUG CO.,
LIMITED**

91-92 Youville Square, Montreal



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable prepara-
tion for Cleaning and Polishing Cut-
lery, etc.

John Oakley & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and
Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East,
Winnipeg
Sankey & Mason, 839 Beatty Street
Vancouver.



THERE'S NO VERMIN IN DOMINO

Insist on Domino or Jack Frost
Package Rice. You would if you could
see the roaches, flies, mice, rats and
germ-laden dust that gather in bulk
rice. It is protected from the mill to
your store by modern sanitary precau-
tions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

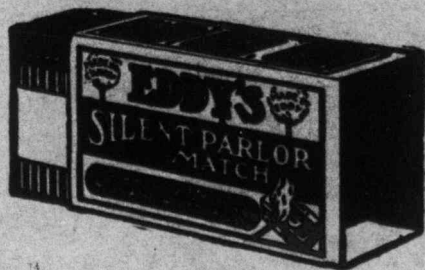
There are no other package rices
just as good. You can prove it your-
self by examining their beautiful
selected grain, white as snow.



RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: C. C. Mann, Board of Trade Bldg., Toronto

EDDY'S



Silent Five Matches

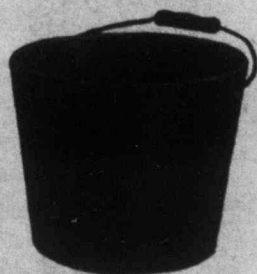
Canada's best liked household match. Made from choice, soft, smooth-fibred pine that will not break in striking. Sesqui tipped, silent striking and non-poisonous. Silent Fives are chemically self-extinguishing—they go out *completely* when blown out. No after-glow.

Indurated Fibreware

Every housewife appreciates the manifold advantage of Indurated Fibreware Utensils over the old-fashioned wood or metal ware.

Utensils made of Eddy's Indurated Fibreware will never shrink or fall apart. Leak proof, too, because made seamless in one piece.

Keep your stocks displayed.



The
E. B. Eddy Co., Limited
Hull, Canada

PALMOLIVE

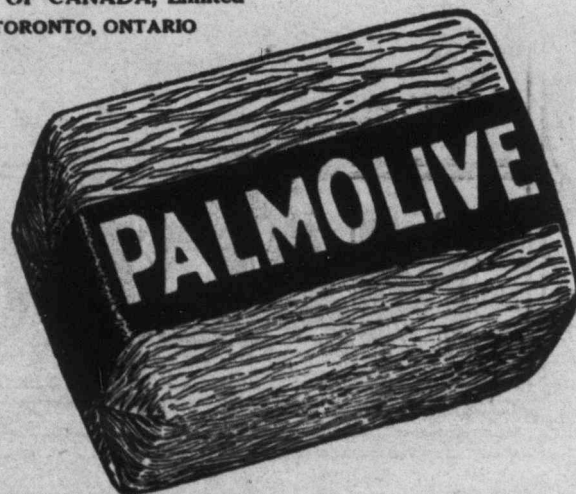
Commands an ever-increasing market

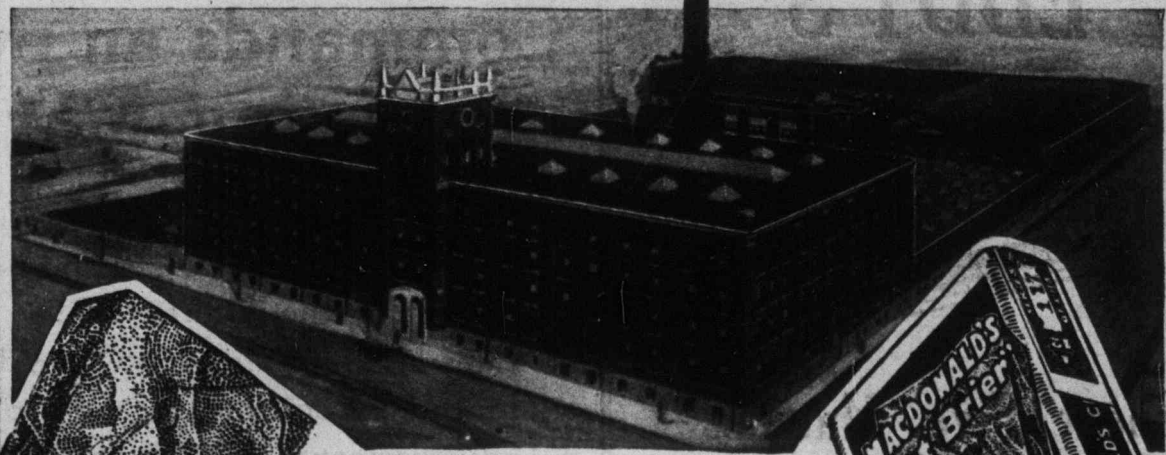
Prospective users of Palmolive learn about it in the magazines and newspapers of the United States and Canada, which are everywhere dominated by compelling Palmolive advertisements. No wonder millions of *new users* ask for Palmolive every year. And no one who uses Palmolive ever goes back to any other soap. That is why Palmolive sales repeat.

"Ask any wholesale grocer's salesman"

He will tell you that Palmolive is the most popular seller, the most extensively advertised. He will also tell you why he likes to sell it—because it is the most profitable soap for both wholesaler and retailer on account of the repeat orders and rapid turnover.

THE PALMOLIVE COMPANY
OF CANADA, Limited
TORONTO, ONTARIO





Dividends 240%

EVERY time you turn over your stock of Macdonald's Tobacco, it pays you an average of 20% on your investment.

Suppose you turn it over only once a month, you are getting a yearly return of 240% on your capital.

But the great, ever-growing demand for Macdonald's can speed up your turn-over to more than a monthly affair—and increase your profits accordingly.

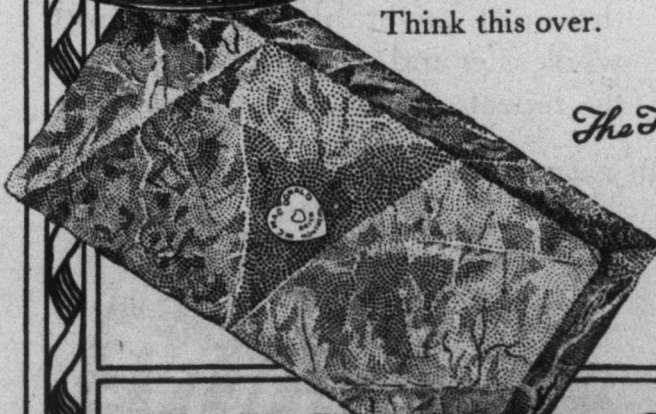
240% GROSS PROFIT per year is a conservative estimate for Macdonald's Tobacco.

Think this over.

The Tobacco with a heart



MACDONALD'S





SMALL'S LIMITED
IMPORTERS, EXPORTERS, MANUFACTURERS. *Small's* **"FOREST CREAM"**
FOOD PRODUCTS



Note the words Maple Butter just back of center rail post in accompanying photo taken by Earnest Reardon, Ottawa, in the old wood Dairy Building, Ottawa, year 1896. Small's Forest Cream Maple Butter, made from the original exclusive formulas held for past 90 years, together with Small's Forest Cream Maple Syrup, Sugar, Peanut Butter and other food products, hold world's verdict as being standard. Advertised in all leading magazines and farm journals throughout Canada and in street cars. May be had at all jobbing centers throughout Canada. Convenience or price, no excuse for substitute.



(Hold fast to quality—John Wanamaker.)



Actual Size. \$2.40 Dozen, Montreal.

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, \$1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

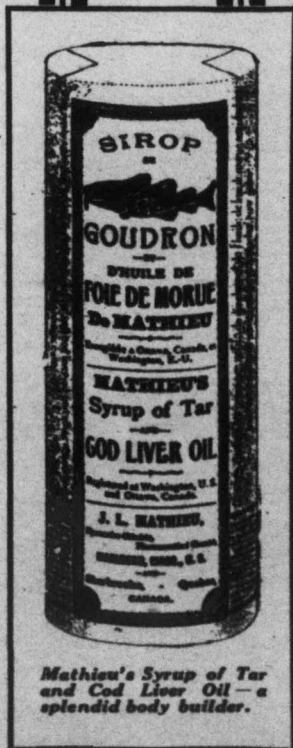
WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

::

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MONTREAL. P.Q.



A Highly Profitable Side-line that is a Steady Winter Seller

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

The season for Colds, La Grippe and Influenza is here again and your customers will be looking for a reliable cough remedy that can be depended upon. Why not offer them Mathieu's Syrup of Tar and Cod Liver Oil, the

nationally known cough remedy that has won confidence and praise wherever it has been sold? This Mathieu remedy possesses no injurious or habit-forming drugs and its profit margin is excellent.

Try Sample Order

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

What do you think of this recommendation?

Windmill

(Registered Trade Mark)

Barbados Super-Fancy
Molasses

Dear Sirs:—

The unusual way in which you have backed me up in the sale of Windmill Brand Barbados Molasses has benefited my trade beyond all expectations.

Before I stocked your molasses my customers rarely asked for any particular brand. They had no preference. Now they invariably ask for Windmill Brand.

During the two months that I have handled Windmill I have sold more than I ever did before of all brands combined in the same period of time.

People who never dealt with me before now come to my store regularly. I have your services to thank for these new customers because their first purchases were Windmill Brand Molasses.

* * * *

Every one of our distributors would willingly write us a letter like this, if they were asked to give their opinion of our services. Just ask them.

Let Us Increase Your Business

Put in a supply of Windmill Brand Molasses and cash in on the biggest advertising campaign ever launched for Barbados Molasses. Our special dealer service keeps Windmill moving from your barrels to your customers. Full particulars of this service on request.

Windmill Brand Molasses is made from the juice of the finest Golden Ribbon Cane. It is imported direct by us into Canada and distributed only under the protection of our registered trade mark, Windmill Brand.

We guarantee Windmill to be absolutely pure and highest grade Barbados Molasses.

Pure Cane Molasses Company

of Canada, Limited

Montreal, Quebec

St. John, N. B.

WATCH IT SELL

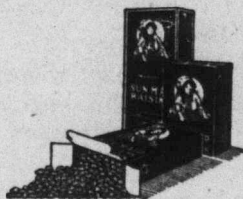
*and you'll know why
Sun-Maid pays*

Quick turnover is **one** reason for the **sure** profit Sun-Maid brings to grocers. Sun-Maid advertising creates a national demand; and millions of housewives want these raisins for confidence in satisfaction.

Place your order now

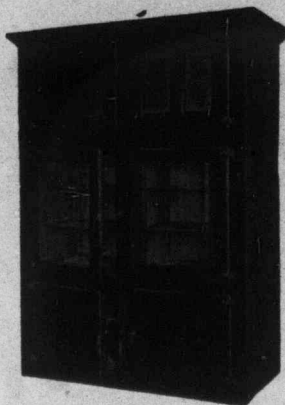
Three Varieties:

- Sun-Maid Seeded
(seeds removed)
- Sun-Maid Seedless
(grown without seeds)
- Sun-Maid Clusters
(on the stem)



California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

EUREKA REFRIGERATORS



When you purchase a Eureka Refrigerator, you not only get a refrigerator, you get the most **sincere service** it is possible for us to render.

Not only is the Eureka Refrigerator the best in the market, but we go

further, we maintain a staff of experts whose duty it is to give advice where needed regarding refrigeration problems.

This service is for **you!** Why not take advantage of it now?

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Limited
Head Offices and Factories:
OWEN SOUND, ONT.

The Most Important Point About Any Canned Food

IS

WHO PACKED IT

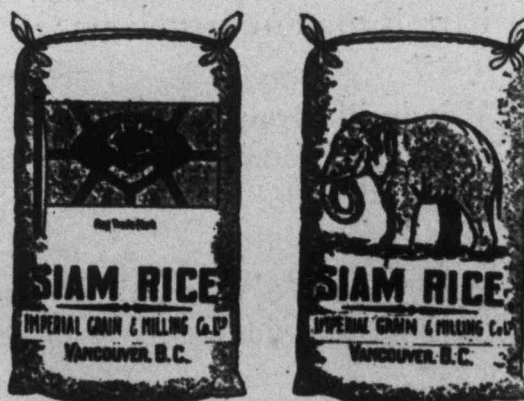


**Kiltie Brand
Pinks are
vouched for by**

**WALLACE FISHERIES
LIMITED**

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

AGENCIES WANTED

Energetic concern, well organized, desires British Columbia agencies for standard lines. Has established connections with retail grocery trade throughout the province. Reference, Bank of Nova Scotia. Send full particulars to R. H. Wright, 509 Richards St., Vancouver, B.C.

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.

Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest. Our organization offers manufacturers every facility necessary to successful marketing of their product. Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

JOHN PRITTY, Ltd. Merchandise Broker and
Manufacturers' Agent

Head Office: REGINA, Sask.

Specializing in Carlots of—
Potatoes, Poultry, Eggs, Butter (Dairy and Creamery), Rice, Beans, Canned Fruits, Dried Fruits, Nuts, Raisins, Dates, etc.
An energetic Western organization with lots of experience and efficient sales organization.

**Vancouver Office of
Canadian Grocer**

314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER



EVERY MORSEL EDIBLE
AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labeled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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



The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality. Only the very finest hand-picked Canadian White Beans go into bags marked

BRAND

CROWN BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE

Ridgetown, Ont.

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack)
Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND

ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfra. Agent and Importer
Groceries and Chemicals

Salesmen covering Manitoba, Saskatchewan,
Alberta and British Columbia.

533-537 Henry Ave., Winnipeg

C. DUNCAN & SON

Manufa. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Etab. 1899

Why Not Build Up Your Trade in the
West by Appointing Us Your Agents?

MOWAT & McGEACHY

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates

Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

Your Wants are many here
below. Use the Want Ad.
page and get rid of a few
of them.

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products
among the leaders

Our past record and reputation for
successful merchandising is your
assurance of big results if you enlist
our services.

Our organization is backed by ample
capital, is composed of a chain of six

large warehouses from Winnipeg to
Vancouver, and at each point is a
staff of thoroughly experienced, en-
ergetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA
SASKATCHEWAN

HEAD

WINNIPEG
CORRESPONDENCE SOLICITED

OFFICE

ALBERTA
WESTERN ONT.



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

TRUCKAGE
STORAGE
DISTRIBUTION

A SILENT : SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman. Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.



ARNETTIZE
YOUR
STORE

The Want Ad Page

Will put you in touch with the best retail hardware salesmen in Canada. If you need a good man, advertise in CANADIAN GROCER. Cost 2c word and 10c extra for Box number.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

*Christie's Biscuits and
Robertson's Confectionery*

are having big sales in Western Canada. Why
not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchant*

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are **Business Builders**.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask.	Saskatoon, Sask.
Fort William, Ont.	
Calgary, Alta.	Edmonton, Alta.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

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

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUHLAN

Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.

Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & COMPANY

COMMISSION BROKERS
34 DUKE ST. TORONTO

"We cover Ontario with Grocers'
Specialties and Confections."

NEWTON A. HILL

Grocery Broker and
Manufacturers' Agent
-56 Front St. E. Toronto

W. G. PATRICK & CO.

LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.

TORONTO
Established 1885
SUGARS FRUITS

John J. O'Donnell Co.

Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial
Grain and Milling Co., Limited, Vancouver;
Harry Hall & Co., Vancouver, and others. Cor-
respondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your
products in Kingston and dis-
trict, correspond with

T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN

Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawson & Co., "Snow-
flake" Brand Goods.
Galanopoulos & Macris, Patras,
Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high
class lines.
Booth Bldg. Ottawa, Canada.

When Answering Advertise-
ments Kindly Mention
this Paper

KLAUS SWISS MILK CHOCOLATE

"Is again on the market"

After an absence of 5 years this Genuine **Swiss Milk Chocolate**

Can be purchased by sending your orders direct to

ANDREW PATTISON

248 St. James St.

MONTREAL

We require representatives for the following Districts:

Quebec, New Brunswick, Nova Scotia, Ontario, Newfoundland, P.E. Island

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and
West Indian Products
103 St. Francois Xavier St. MONTREAL

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS
Importateurs & Exportateurs
Pois et Fèves
Produits Alimentaires
Importers & Exporters
Peas and Beans
Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces
we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

PEAS WANTED

Good boiling peas, either carloads or less.
Send samples advising quantity you have
and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
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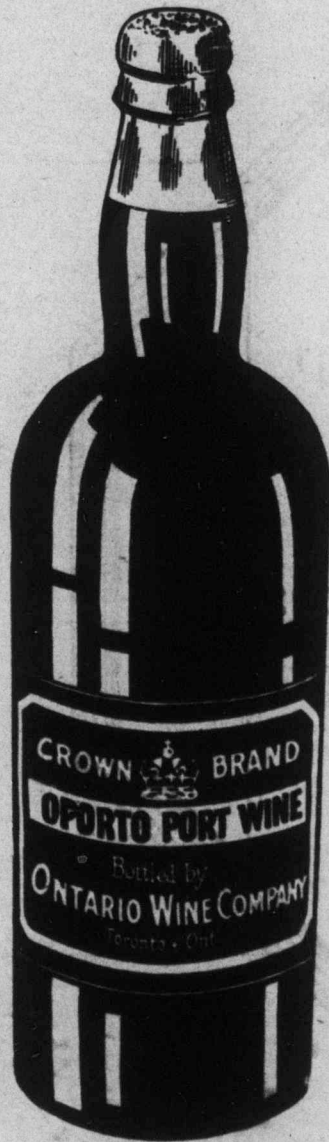
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Unfermented Wines and Beverages

Well-advised retailers are preparing for this profitable business by making attractive window display and featuring our carefully selected and attractively bottled wines.

Nearly every customer would like at least one bottle of our delicious Xmas Port and many merchants are featuring a Special Xmas and New Year's Hamper of 1/2 doz. bottles made up of a selection from the following:—

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<i>Black Cherry Wine</i>	<i>Sloe Gin</i>	<i>Blackberry Wine</i>
<i>Creme de Menthe</i>	<i>Grape Wine</i>	<i>Raspberry Wine</i>
<i>Ginger Wine</i>	<i>Tokay (White Grape) Wine</i>	

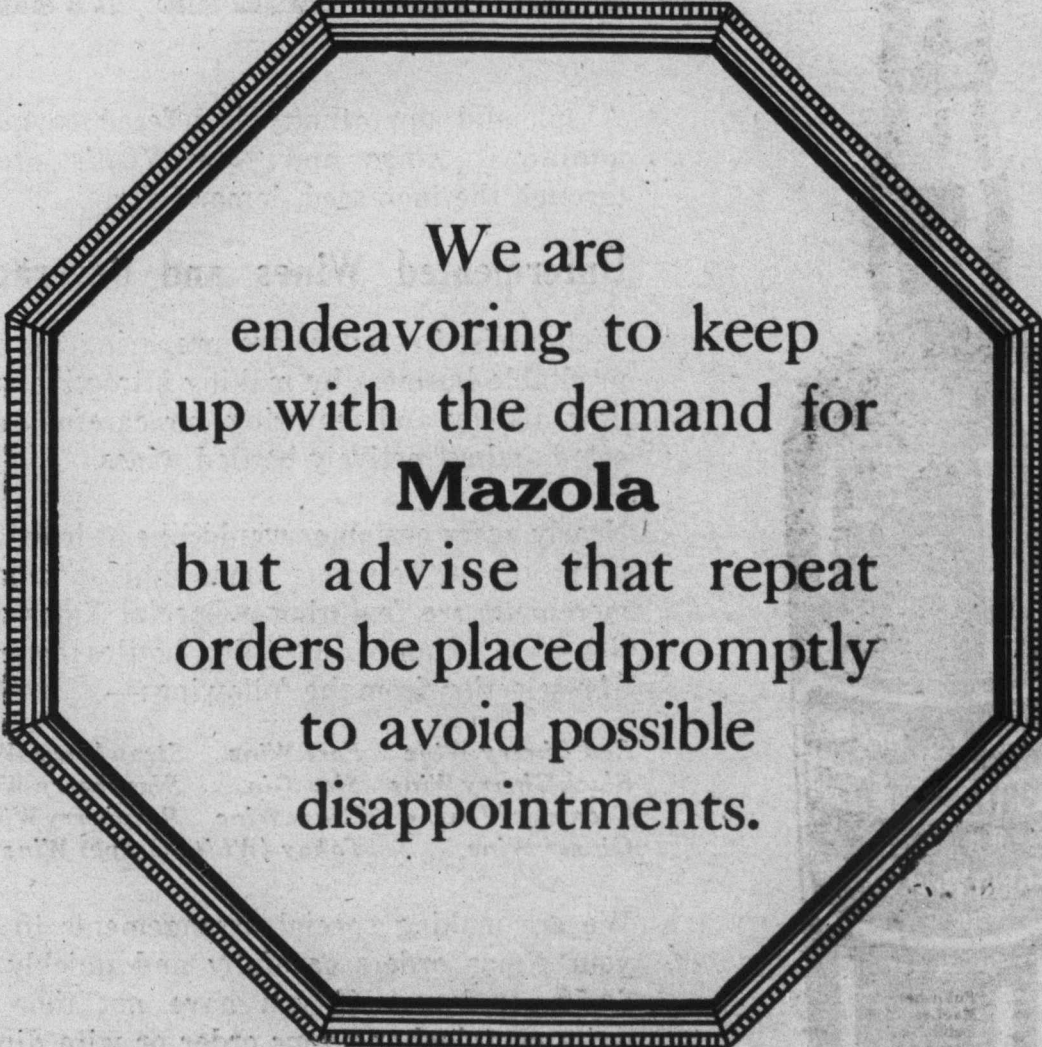
We are making special arrangements to fill your Xmas orders carefully and quickly at \$4.50 per dozen—if you have not time to write us, telephone your order or wire direct at our expense.

Ontario Wine Company
 Toronto - - - Ontario

We also manufacture Pure Native Wines for private use only—Price lists on application.

Notice to the Trade

—Mazola—



We are
endeavoring to keep
up with the demand for
Mazola
but advise that repeat
orders be placed promptly
to avoid possible
disappointments.

We pay full tribute to the far-sightedness of so many progressive grocers, in realizing the immense possibilities of Mazola, and gratefully acknowledge their valuable co-operation in helping to make it the recognized staple that it is to-day, wherever introduced.

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MONTREAL

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"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV.

TORONTO, DEC. 10, 1920

No. 50

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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Send Your Rush Orders for Christmas Fruits, Nuts, etc., to S. J. Major, Limited

Owing to the unsettled conditions of the market in all lines, the retail trade did not as in previous years, stock as early as usual their requirements of Christmas goods. It is altogether different with us. Merchandise must be assembled from all parts of the world and orders placed early. Deliveries to the wholesalers were made earlier than during the last three or four years and our stock is better assorted than ever.

Express companies will benefit from this late buying more than anyone else.

Anticipating a rush of telephones, wires and mail orders during the next two weeks, special preparations were made in our shipping department. Prices will be the lowest possible and the quality of our goods guaranteed always.



S. J. Major, Limited

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Ottawa : : Canada

Founded in 1879

Holiday Tea Booth

In the big stores, booths serving samples of food preparations, tea, coffee, chocolate, etc., are always crowded. Why not arrange a Red Rose Tea booth in your store for the holiday shoppers? It would make a profitable attraction to your store. Christmas shoppers always welcome a good cup of tea.



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Montreal

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The Very Best of Good Fish

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This is the season when every grocer can carry a supply of fish profitably.

FISH—Fresh, Frozen, Smoked, Dried and Pickled,
Haddies, Fillets, Kippers and Bloaters.

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Sell Products that are Leaders

It always pays to handle goods that have stood the test of time. KEEN'S OXFORD BLUE has had an established, steady selling record for over fifty years.

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30 Church St.
TORONTO

A Counter Display Stand like this will make your sales even more easy.

A XMAS SUGGESTION

that will increase
your profits

Retailers displaying these Christmas cases will sell a lot of them during the season.

Case containing 1 doz. tins DOMINION BRAND CHOICE QUALITY FRUITS IN SYRUP containing 2 tins each Red Pitted Cherries, Lawtonberries, Peaches, Pears, Plums, Red Raspberries.

Case containing 1 doz. tins NIAGARA FALLS BRAND FANCY QUALITY FRUITS IN SYRUP containing 3 tins each Preserved Cherries, Peaches, Green Gage Plums, Red Raspberries.

Case containing 1 doz. 16 oz. GLASS Jars AYLMER PURE JAMS, each containing 2 Jars Strawberry, Red Raspberry, Black Currant, Peach, Plum, Apricot.

DOMINION CANNERS LIMITED

HAMILTON - ONTARIO

CANADIAN GROCER

VOL. XXXIV

TORONTO, DECEMBER 10, 1920

No. 50

"Satisfaction Means Grocer's Success"

F. F. Adams, Cardinal, Ont., Has Built Up a Big Business From a Small Beginning—Many Novel Ideas That Have Meant Much in the Way of Developing Trade—Safeguarding His Accounts.

(By Special Correspondent of Canadian Grocer)

CARDINAL, Ont. — Twenty-two years ago, on the evening of July 1st, 1898, Frank F. Adams started his little grocery store in Cardinal, Ont., with a capital of three hundred dollars. So anxious was he to get his little enterprise started that after working all that day in preparation he decided that despite the fact that it was a holiday he would open the store for business, for a few hours that night. He was delighted with the three dollars that were taken in the first evening. From that night on, the daily receipts mounted up. His grocery business became not only his occupation and livelihood, but his pleasure and hobby. The extra profits went not into the bank or into some other business, but into the grocery. It was always his delight to see the stock enlarging and the appearance of the store improving.

Peter Adams, the father of the proprietor of the store, who is now 72 years of age, has always taken a very keen interest in his son's business and to him Mr. Adams gives much of the credit for the inspiration and practical assistance during the first years of the business. For the first few years Mr. Adams, sr., did all the delivery

work and as his son said to a Canadian Grocer representative: "A good part of the success of the grocery business may depend upon the one who delivers the parcels. If he has the interests of the business at heart, he is sure to win the good will of all the customers, by giving them the best possible service and nothing means more to the grocery business. In this way I realize that my father did much to put my business on the way to bigger things during its early days."

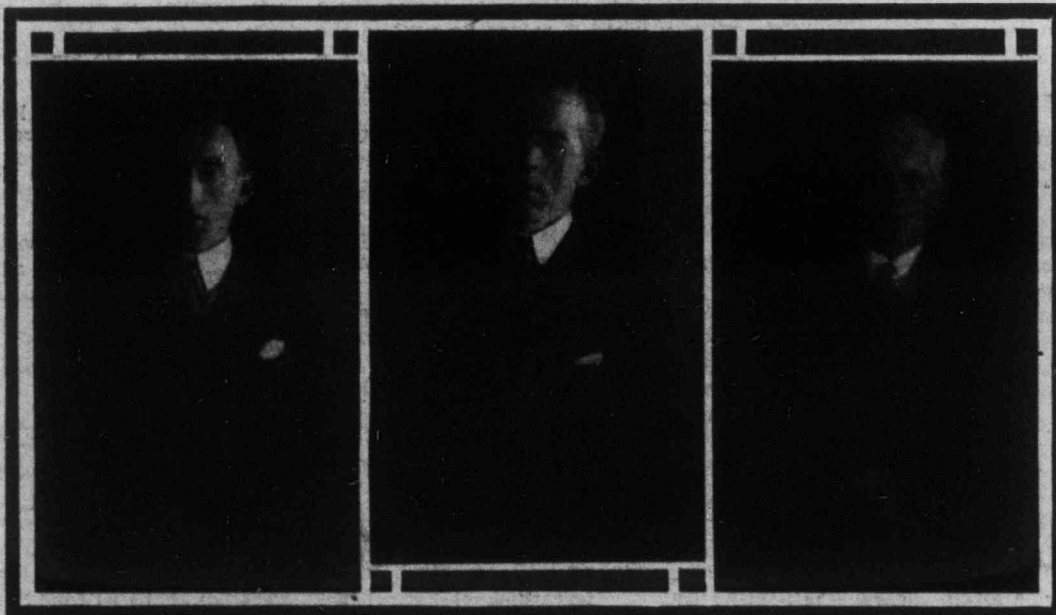
In September of this year the final improvements were made to the new, large store which puts it among the finest grocery stores in the Province of Ontario. During the twenty-two years of business this store has steadily grown, not only in business done but in floor space and equipment. The whole front of the store is made up of four large windows with a big entrance between. The big open floor space is particularly

inviting since the store never looks crowded and there seems to be a place for everything. All the counters are glass showcases with a big refrigerating counter at the rear for the perishable goods. The two side walls are covered with shelving with rolling glass doors. Everything speaks of system—Mr. Adams' hobby. There are two windows at the back of the store that face towards the big yard and sheds at the rear. A brick enclosure built between the two windows gives accommodation for the safe and for a large refrigerator. This refrigerator, which on account of dryness of the interior, is particularly adapted for storing some goods which are affected by dampness, was built to Mr. Adams' specifications. The ice is fed in from the outside of the building, and for this reason the trap into which the ice is put is built into the side of the refrigerator. When it is thus possible to replenish the ice supply from the

outside, a great deal of the muss and inconvenience of the task is done away with.

Safeguarding Accounts

Another novel idea that the proprietor of this store has put into effect is in connection with safeguarding his ac-



E. A. IRWIN.

F. F. ADAMS.

PETER ADAMS.

count records. For some time Mr. Adams used an autograph account register which was carried from the counter every evening to the safe, and left there during the night as a precaution against fire or burglary. This equipment was very heavy and cumbersome, and so the idea of making it part of the safe itself came to Mr. Adams. After trying several schemes, the present arrangement was perfected. Two steel rails with rollers were attached to the walls of the safe and a small platform that would fold up when the safe was closed, was fitted to the rails. On this platform the register was placed, so that in the morning, the safe is opened, the platform lowered and the register rides out as it were on a little desk. A desk lamp is placed above the safe to give sufficient light to permit the use of this space, that under other conditions would not be used during the day.

System Pleases Customers

In speaking of these little novel ideas which all improve the system of the business and lessen the labor, Mr. Adams said to Canadian Grocer representative, "There are many reasons why I do everything possible to increase the efficiency of my business by system. The finest and perhaps the most important is that when these systematic arrangements are used, the working conditions are improved, the work is more pleasant, the surroundings are nicer and as a result all those employed in the business are happier, they enjoy their work and better results are absolutely insured. Everything that improves system to my mind increases business, and in that way more than pays for itself. Then, too, the general appearance of the store is improved, the atmosphere of the place is more businesslike, the customers are more easily attended to and it takes less time to wait upon a customer. All of these things are pleasing to those who deal in such a store and in our case, that is our ambition.

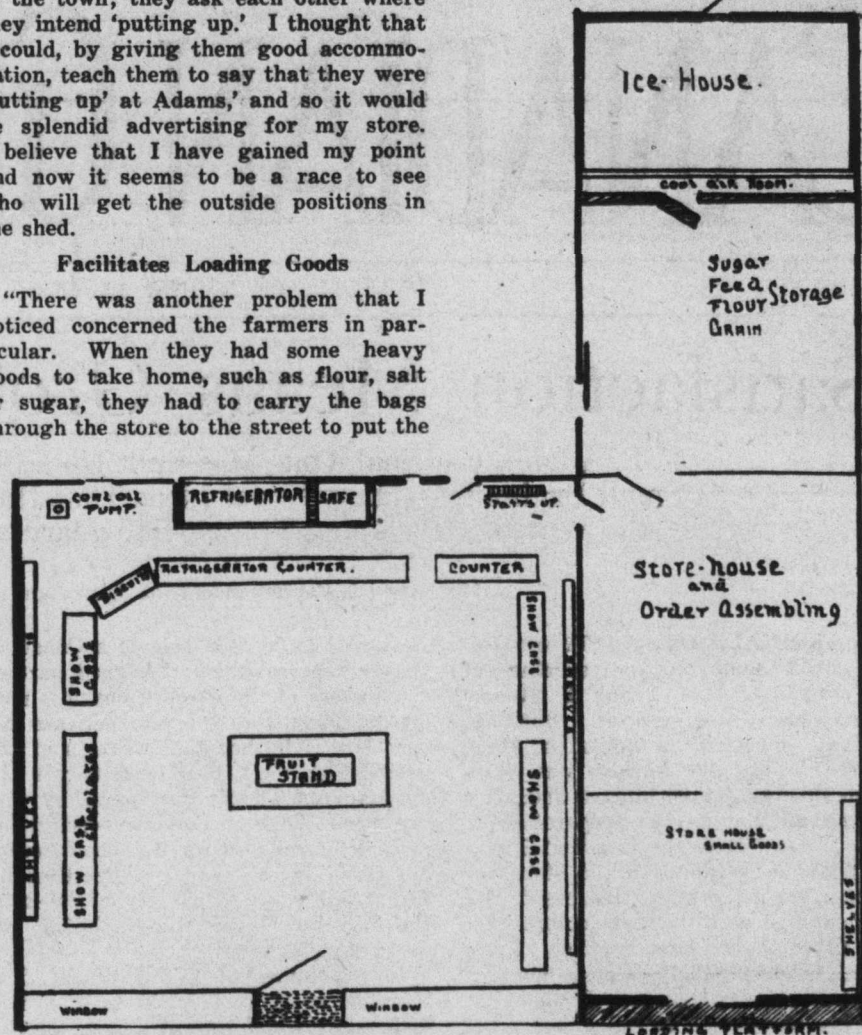
Catering to Country Trade

"A great part of our business is done with those who come in from the country and from the smaller outlying towns. We have studied their needs and the things that will facilitate their buying trips to our town. The first thought that came to my mind in this connection was 'where do the farmers leave their horses and vehicles when they come to town?' There is some accommodation for them, such as it is, at the hotel. As I owned a lot behind my store I built upon it a shed which will accommodate ten to twelve buggies. It did not take long for the farmers to take advantage of this. I then thought that there was considerable advertising to be derived from this accommodation, since one often hears the question asked among the rural visitors

to the town; they ask each other where they intend 'putting up.' I thought that I could, by giving them good accommodation, teach them to say that they were 'putting up' at Adams,' and so it would be splendid advertising for my store. I believe that I have gained my point and now it seems to be a race to see who will get the outside positions in the shed.

Facilitates Loading Goods

"There was another problem that I noticed concerned the farmers in particular. When they had some heavy goods to take home, such as flour, salt or sugar, they had to carry the bags through the store to the street to put the



Showing the layout of F. F. Adams' store in Cardinal, Ont.

bags in their waggon. The same was the case when the farmer was delivering potatoes, or feed to the grocer, only in that case the trouble was multiplied many times. When I made the plans for my new store I bore this in mind and since I owned the small frame house next door I had it moved up next to the store, a cement floor put in it and a new front on it with a cement platform six inches higher than the side walk. This new building I used as a storehouse and now the farmers drive right up to the platform, and unload their produce or take on their supplies with ease. The floor is all on one level throughout the store house so that a hand truck can be used with ease. My whole object is to make things as comfortable as possible for the farmers so that they will find it a pleasure to deal at my store. That is what I call advertising."

Economy and an Ice-House

In planning this store Mr. Adams has thought of economy as well as system. The ice house is built at the end of the storehouse. The walls of this building are about two feet thick and are filled in with sawdust and packing. There is,

therefore, no sawdust needed on the ice itself, and so it is as clean as the day it was cut. The wall nearest the store is built in the form of a compartment with a thin wall as the partition between the ice and the compartment. There are ventilators at the top and the bottom so that a circulation of cold air comes off the ice and through the compartment. This little room is then used as a storehouse for perishable goods without a wastage of ice.

Mr. Irwin Joins the Firm

The time came when the staff of this grocery store had to be increased. Mr. Adams, therefore, approached his brother-in-law who was a banker, and proposed that he come into the grocery business. There is a big difference between the grocery business and banking but E. A. Irwin went to Cardinal and he now says that he is not one bit sorry for the change. In speaking of this to Canadian Grocer representative Mr. Irwin said, "There is a great deal of difference between the grocery business and banking, but a training in banking is a big asset to a man in the grocery business, as I have found. When a man takes the grocery business seriously and

endeavors to get the best out of it, it becomes more than work, it is a study, a pleasure. There is far more scope to it than there is in any bank. There is a joy in working when you can see results and the ambition seizes a man to see more and more results until his business becomes a part of him and the work part is all gone. I have seen the results and now I want to see more. If a man enjoys his work it will not be tiring, at least that is the way I have found it. The grocery store will show the results of honest effort more quickly than any business I know. Satisfaction from a grocer is his guarantee of success. My contribution to this business I hope has been in bringing new ideas into its financial system, but I have tried not to limit it there. I have honestly found an interest in the grocery work and if I hadn't, I am sure I could not have stayed with it."

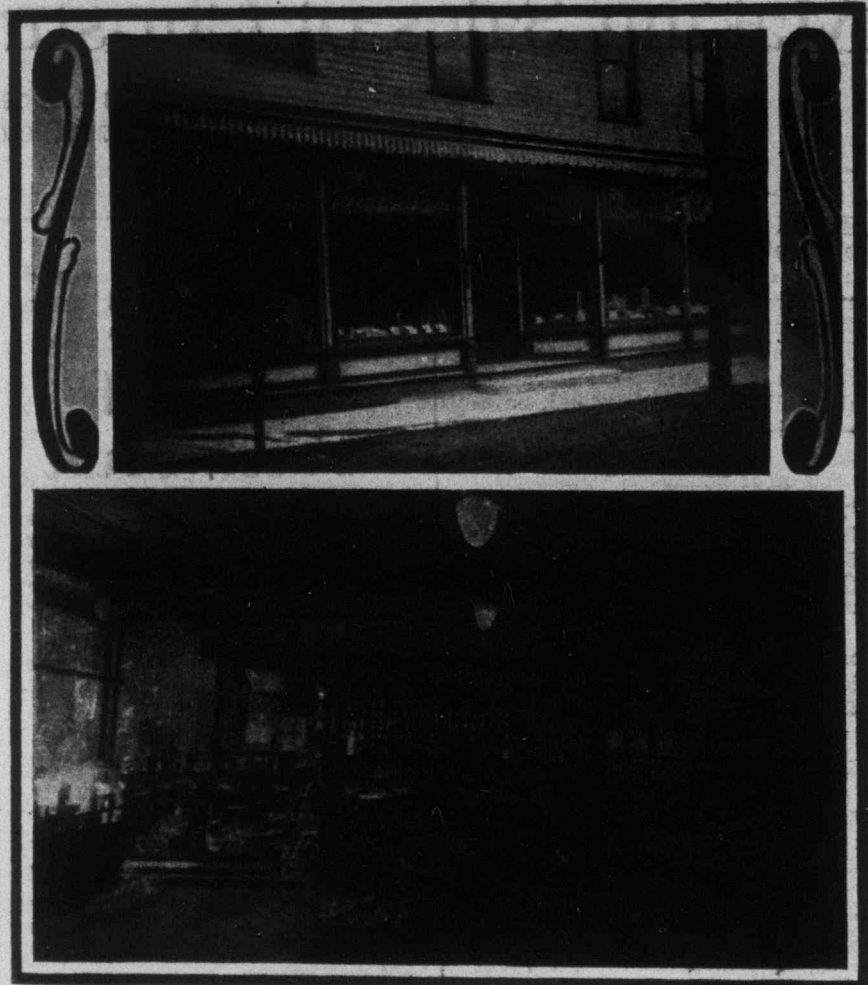
ONE CANE SUGAR REFINER TO START MELTING AGAIN

Situation Now Gradually Clearing Up— Expensive Raws Disappearing

Montreal—(Special) — The announcement was made this week of the resumption of the refining of sugar by one of the "Big Four" Canadian sugar refineries. The Acadia Refineries will reopen their plant at an early date in Dartmouth, N.S. Just what the exact date will be D. R. Turnbull, general manager of the company, was unable to state. For some time it has been considered a race among the refiners to see which will be the first to dispose of the sugar on hand which was a product of the expensive raws. Since those supplies were bought, the price of raws has

had a big drop. For some time the manufacturing of sugar has been a losing business and it will be a matter of gen-

eral satisfaction to see this industry again in motion and working on a better basis.



The upper half of the photograph shows the exterior of the store of F. F. Adams at Cardinal, Ont. The lower half illustrates the interior of the store.

Advance in Flour is Not Unlikely Higher Prices of Flour May Follow Recent Strength of Wheat Market—Declines in Wheat, Corn and Oats Were Too Rapid and Too Severe

THE strength which the wheat market has been displaying was again in evidence during the past week. Cash Manitoba wheat No. 1 Northern is quoted around \$2.07 per bushel, a substantial advance over quotations of ten days past. Ontario wheat is also higher, now quoted around \$1.85.

"As always, a great many explanations are furnished to account for the rapid change on grain prices," stated a grain buyer to Canadian Grocer in summing up the present situation in the grain market. "Up to the present however, we feel that the real fundamental reason for the change has been that prices on wheat, corn and oats declined too fast and too severely, and were, therefore, due for a sharp reaction before finding a proper level. There are

elements in the situation to-day that could readily make the advances to date on wheat appear small. The Argentine crop is not yet harvested, and is reported to be suffering from extremely rainy weather. Our own crop in the North-West is being written down as we go along. Original estimates ran from 225,000,000 to 260,000,000 bushels. If it develops, as it may, that the estimate of 225,000,000 bushels is correct, then we have 35,000,000 bushels of wheat in the North-West less than we figured on. So far as the United States crop is concerned, their exports to date on this crop have been of unprecedented volume, so much so, that it is now estimated that they have only 60,000,000 bushels left for export and for July first carry-over. This, however, is not

a new situation, except that this latest estimate presents an extra situation. As we size up the market to-day, wheat has hardly reacted as far as it should, assuming the Argentine and Australian crops come through all right and the original estimate on our crop was right. If conditions had not been against sane thinking in the last sixty days, wheat at Fort William would certainly not have gone below \$2, and if the Australian and Argentine crops are damaged wheat is going to go considerably higher than to-day's basis."

There is a firmer feeling in the flour market in consequence of the advance on wheat and higher prices on flour are not unlikely.

The original intention of the Retail Merchants' Association of Canada, Eastern Ontario and Ottawa district, was to hold its annual convention on January 11th and 12th, in the town of Brockville, Ont. It has now been decided to extend the convention over another day, continuing its sessions on the thirteenth.

Making Sales of Christmas Hampers

Fancy Baskets Filled With Dainties in Grocery Lines, Such as Jam, Olives, Maraschino Cherries, Fruits, etc., Are Ideal Gift Suggestions.

DURING last Christmas season a merchant in a western Ontario city made quite a hit by suggesting hampers filled with eatables as a Christmas gift. Fancy baskets were filled with an assortment of goods such as jam, preserves in cans and bottles, canned vegetables, olives, catsup, sardines, maraschino cherries, shelled nuts, boxes of chocolates, jars of jelly, layer raisins, figs, dates, and other delicacies. Other plain baskets were filled with an assortment of regular groceries such as tea, sugar, packages of cereals, coffee, biscuits, cream cheese in packages, etc. The smaller articles were wrapped in tissue paper with a holly design. On top of each basket was placed a twig of holly and tied to each basket handle was a bow of red ribbon.

A Popular Basket

One basket that was especially popular was a small one that contained just a single glass jar of preserved fruit or a jar of jelly. The jar was wrapped in red tissue paper and the handle of the basket had tied to it a nice bow of red ribbon, also an address tag with a Christmas Greeting printed on it. This basket was a favorite with the young men who sent them to their mother or grandmother. A nearby factory conceived the idea of sending to each employe that had home responsibilities, a basket of groceries as a Christmas gift instead of the regulation turkey. Needless to say it was the merchant mentioned above that received this business.

The factory employed some seventy-five hands, of which fifty were married or supporting homes. The head of the factory personally looked after the list to whom baskets were to be sent. He made out a list, noting opposite to each name, some special article that he wished put into the basket and the balance made up by the merchant's own judgment. Some of the employees had sickness in their home, the baskets going to these homes being arranged accordingly, containing a chicken, a jar of jelly or some other article that would appeal to the sick. Each basket was nicely packed, using red tissue paper, green cord and a sprig of holly.

Fruit in Fancy Baskets.

There is a retail merchant in London, Ont., who for the past two years has made a specialty of packing fruit in fancy baskets. This idea is used the year round, but it is during the Christmas season that the firm enjoys the greatest turnover on this line. Baskets are arranged with a variety of fruits, grapes,

There is nothing that would be more appreciated as a Christmas Gift than a

Basket of Fresh Fruit

These are beautiful, fancy baskets that can be used in the home for many purposes. Filled with assorted fresh fruits, they bring exclamations of joy from the recipient.

Another gift that will be a welcome one in many homes is

A Hamper of Groceries

These come in a variety of assortments. Containing figs, dates, nuts, bottles of jam, olives, table raisins, and even the ordinary every-day groceries. The prices are arranged according to the style and size basket.

Be sure and see the cute little basket holding just one single jar of preserved fruit. It looks real Christmassy in its red wrapper and Santa Claus Greeting.

Phone 4600 and your selection will be carefully packed and delivered.

Jones & Company

A suggestion for an advertisement that would stimulate sales on fancy baskets of fruits.

oranges, pears, apples, bananas, pomegranates, tangerines, pineapples and other fruits.

Sometimes a bottle of maraschino cherries or a small box of shelled nuts is nestled among the fruit. These baskets are sent as a remembrance to friends who might be ill, to a lady friend from a young man in place of a box of chocolates, or to the old folks at home. This merchant said that during the last Christmas season they sold some six hundred fancy baskets filled with fruit.

All Sold But Three

Last Saturday afternoon as a Canadian Grocer representative was strolling through the grocery department in a

large departmental store in Toronto, he noticed a large table upon which were three fancy baskets filled with assorted fruits. Making enquiries he found that this table was loaded with baskets of fruit in the morning, possibly 150 baskets in all were displayed. During the day all with the exception of three were sold. These baskets ranged in price from 50 cents up to \$4.50.

There is a wonderful opportunity for the retail grocer to swell the volume of the Christmas turnover by some such method as stated in the experience of the above merchants. The goods used are articles that are regularly stocked, so that the merchant takes no chance in moving them off. It is just another method of salesmanship by display and suggestion.

Selling Sugar at Thirteen Pounds For One Dollar

Ottawa, Dec. 7.—Although there was no change in the wholesale quotations of sugar this week, a record retail price has been set by one store in this city, offering sugar, 13 lbs. for \$1.00 or less than 8 cents per pound. This is the lowest figure that the commodity has reached for over two years. It is but an isolated case, however, and the prevailing price of sugar in the grocery stores here is 13 cents and 14 cents per pound.

WILL RECEIVE 1920 FIG CROP ON CONSIGNMENT

The Peach Association of Fresno, California, is reported to be making arrangements to receive the 1920 fig crop on consignment. When the association expanded and took in the fig growers it was not in the plan to handle the 1920 crop. On account of the lack of a market, many members asked the officials to lend their help this Fall. One of the packing houses in Fresno has been given over to the fig work, a crew of women put to the packing work and is now progressing favorably. No price has been quoted as yet, and it is not possible to arrange payments to the growers until the fruit has been sold. The association did not take on this responsibility until it was certain that a better net profit would be received by the growers through this system of handling.

Stocks of Salt Are Dangerously Low

A Crisis in the Salt Industry, According to Reports, is Not Unlikely—A Rational Order of Supplies by the Retail Trade is Advisable.

THERE are indications that something like a crisis in the salt industry is at hand, due to production declining through a long period of small orders, and the stocks of ready manufactured salt in the country are dangerously low. A cure for this condition would be rational ordering of supplies by the retail trade with a view to getting a fair and proper supply of stock on hand instead of placing panic orders at the last moment which the producers by reason of their enforced inactivity cannot fill.

"People who remember the 'Salt Famine' scare of 1917 will recollect that the acute shortage in this commodity was not due to any shortage of production, but to overbuying on the part of the public," stated one manufacturer.

"Again, following the armistice in November, 1918, there was a general suspension of buying on the part of the wholesale trade which was waiting for lower prices. Many jobbers reduced their stocks of salt to almost nothing before ordering more and when they found that prices were not going down, but up, the salt manufacturers were so flooded with business, that they could not begin to fill their orders promptly.

"The ensuing collapse in railroad service helped still further to create a salt shortage in certain localities, not because of any shortage in production but because of difficulties in distribution. Just as overbuying by the public in 1917 created an artificial shortage in many sections, so underbuying on the part of the wholesalers late in 1918 brought its own penalty the following year.

Reduction is Unlikely

"Today, however, a situation exists in the salt industry which is more likely to create an actual shortage than was the case in 1917 or 1919. To further complicate the situation, the wholesale grocery trade throughout the country, as was the case two years ago, have been buying on a hand to mouth basis for several months, fearing a general decline in prices. Many of the jobbers have lost heavily on sugar, and, no doubt, fear that a similar collapse will happen in salt. They overlook the fact, however, that salt, unlike sugar, was never a speculative commodity and that while the manufacturers are now paying the highest price for coal they have ever known, there is not much likelihood of any reduction in the price of salt."

May Be Ready for 1921 Exhibition

More Progress Made in Connection With New Food Building—Manufacturers Will Soon Be Asked to Sign Contracts for Exhibit Space.

TORONTO, Dec. 8.—(Special)—Further progress was made during the week in connection with the proposed new Pure Food Building in the grounds of the Canadian National Exhibition. A joint meeting between representatives from the Exhibition and the executive of the Food Products Association was held, presided over by the chairman of the latter, H. N. Cowan.

G. T. Irving and H. W. Watters represented the Canadian National Exhibition. Mr. Irving pointed out that the total payments on building to cost \$150,000 would be \$278,200. It was figured this would mean that exhibit space in the building would have to realize \$18,000 per year to cover interest, sinking fund and maintenance. This was divided, \$13,910 per year for interest and sinking fund, and \$4,100 for maintenance. The sinking fund charge would be \$8,900 and the interest \$5,000.

On a basis of 30,000 square feet this figured out at 60 cents per square foot annual rental fee. The building would be

under the control of the Exhibition. He spoke about plans being prepared and tenders let so that the building could be begun about April, and that the work of erecting booths might have to be proceeded with rapidly in order to have everything ready for next year's Exhibition. The above mentioned rate applies only to exhibit space, selling privileges being extra and are arranged direct with the Exhibition.

The meeting discussed form of contract to be drawn up. This was left in hands of Mr. Irving and when completed will be given to the Food Products Association to obtain signatures for the reservation of space for a term of ten years. It is now hoped that the new building will be erected in time for next year's Exhibition.

The other members of the executive present were Joseph Ruddy, Canada Starch Co.; H. C. Scully, Christie Brown Co.; W. G. Patrick; George Hortop, The Borden Co.; M. Lennox, Gunns, Limited; Thos. Shortice, Quaker Candy Co., and the secretary, B. T. Huston.

For Plum Puddings And Mincemeat

Making these now means better plum puddings and better mincemeat. All the new fruits are here now, strictly fresh and at their best. The Valencia raisins are specially nice, large in size, very juicy and extra fine in flavor. Then our currants are thoroughly cleaned, going through a mill that brushes each currant. If you bring your recipe in we will carefully fill it for you, and we're sure you will be perfectly satisfied.

Valencia Raisins, 30c lb.

Cleaned Currants, 25c lb.

Finest Currants, 28c lb.

New Seedless Raisins, 35c lb.

New Seeded Raisins, 33c lb.

Finest New Dates, 30c package.

Extra Fine Figs, 45c lb.

New Shelled Almonds, 75c lb.

New Shelled Walnuts, 90c lb.

Candied Cherries, 30c a quarter lb.

Lemon Peel, 60c lb.

Orange Peel, 60c lb.

Citron Peel, 90c lb.

Fresh butter comes to us every day. You can get it fresh and good the first of the week as well as the last. Buy as you need it—63c a lb.

Malcolmson's
Limited

An example of seasonable advertising that is effective and gets trade. This is the time of year when the busy housewife's thoughts turn to the necessities for the Xmas baking. This ad. outlines in an interesting way the fact that the advertiser has the goods that will appeal to her.

Are All Bankrupts Dishonest?

No One Will Go so Far as to Say That Every Man Who is Unable to Meet His Obligation is Dishonest—New Bankruptcy Act Will Accomplish Much Good for the Trading Public—How It Will Work Out

Written by A. E. NASH, for Canadian Grocer

A GOOD DEAL has been said in past years of the man who is unable to meet his obligations, and a good many unnecessarily hard things have been said. The number of men who are unable some time in their lives to meet in full all of their obligations is much greater than many of us realize, but the number of men who cannot tide over a difficult period and eventually pay their debts in full is small. There is always a hard feeling towards the man who cannot do so. While it is a wise thing to be cautious in extending credit to the man who fails to pay all his debts promptly, there are very many cases where a hardship is performed through a too-ready suspicion. No one will go so far as to say that every man who is unable to meet his obligations is dishonest, because of the inability to meet one's obligations comes from a number of sources, of which circumstances beyond the control of the person affected and hard luck are two.

The Bankruptcy Act.

Much will also be said in the next few months about the new legislation covered by Chap. 36 of 1919 and its amendments, officially called "An Act Respecting Bankruptcy" and commonly called "The Bankruptcy Act." This Act has been designed by the Government to take care of the procedure previously covered by the Assignments Act and similar acts and which have failed to entirely meet the necessities of the trading public. The Act as it stands is moulded very much on the English Bankruptcy Act and all the principal points, with the necessary alterations to meet the special requirements of this country, are taken from the English Act. The interpretation of the word "Bankruptcy" is that it is a proceeding under which the Government takes possession of the debtor's property, when the debtor cannot pay his debts or when the creditors of that debtor cannot obtain satisfaction of their claims, by the appointment of a trustee. The property of the debtor is realized and the proceeds distributed among the creditors in proportion to their claims, with the necessary provisions to cover any legal preferences given previous to the date of bankruptcy, and during the proceedings, and, as will be shown, subject to certain exceptions. Forever afterwards, the debtor has complete protection from any legal proceedings that can be instituted by any of his creditors, and can finally obtain a complete discharge

of all obligations and debts, and recommence in business under his own name. The exceptions which are spoken of above, are covered in Section 59 of the Bankruptcy Act, and are briefly as follows:—

The Exceptions Outlined

1. That the assets of the bankrupt do not realize 50c on the dollar of his unsecured liabilities, but this does not apply when the Court can be satisfied that this position has arisen from circumstances for which the debtor cannot justly be held responsible.
2. That the debtor has not kept proper records for three years preceding the date of bankruptcy.
3. That after becoming insolvent and knowing himself to be such, the debtor has continued to trade.
4. That the debtor has not accounted satisfactorily for a loss or deficiency of assets.
5. That the bankruptcy has been brought on by rash and hazardous speculation or unjustifiable extravagances or culpable neglect.
6. That the debtor has not dealt properly with his creditors, but has put them to unnecessary expense by frivolous or vexatious causes.
7. That the debtor has incurred unjustifiable expense by engaging in frivolous or vexatious actions.
8. That the debtor has given undue preference to certain of his creditors within three months of the date of bankruptcy.
9. That the debtor has previously deliberately incurred liabilities in order to affect the creditors' standing.
10. That the debtor has previously made an arrangement for extension with his creditors, or previously been declared a bankrupt.
11. That the debtor has been guilty of fraud or a fraudulent breach of trust.

Not a Dishonest Action.

The above exceptions have been specially mentioned here, because the object of this article is not to describe the Bankruptcy Act in its dealings or workings, but to try to show that an Act of Bankruptcy in itself does not constitute a dishonest action. First of all, if none of the above eleven things has happened, then any time after the adjudication of bankruptcy, the debtor may, upon proper application obtain a discharge, and such discharge in the eyes of the law, is equal to stating that the debtor

is once more free to trade, that he is considered to be an honest man and that he has to the best of his ability discharged his liabilities; that he is a fit and proper person to again receive from the public a share of their confidence. If, on the other hand, he has done any of the eleven things mentioned above, a full investigation as to his integrity is made and the onus is on him to prove that he has acted honestly. He may fail to satisfy the Court that circumstances for which he cannot be justly held responsible have caused his assets to realize less than 50c on the dollar, and for this technical reason he may fail to obtain his discharge at first. He may through circumstances which he has been unable to control, be unable to produce proper records of his business transactions, and by this, his discharge may be delayed, although, provided he can satisfy the Court that the failure to keep the records was no fault of his or that it was an oversight through ignorance, he eventually would obtain his discharge. If, on the other hand, it is proved that he has acted dishonestly, his discharge would be difficult to obtain, and rightly so.

May Examine Affairs of Debtor.

The intention of the Government in providing for exceptions to the discharge of the bankrupt is to assure itself of his honest intentions, and that if he has done any of those things, that they have been done through ignorance and not by deliberate act, so that when the debtor obtains his discharge he may be able to hold up his head and say to the public, "While it is true that I became a bankrupt, it is also true that I have done everything in my power to meet my liabilities, that I unfortunately failed and that my assets were not sufficient to pay everybody in full, but the Court has satisfied itself that I have done nothing wrong, fraudulently or otherwise, and that my bankruptcy was the result of bad luck or misfortune, and has satisfied itself that I am a fit and proper person to continue in business, and, therefore, that I am an honest man." The assumption here is reasonable. The British law treats every man as honest until he is proved dishonest, and through the medium of the Bankruptcy Act, the Court has in its power the means of thoroughly examining the affairs of every debtor in bankruptcy, and the Court will not grant to a debtor a discharge from bankruptcy until it is satis-

fied that everything in the power of both the debtor and the Court through the trustee has been done.

Obtaining Discharge Not Easy

The obtaining of a discharge from bankruptcy is not quite as easy as a lot of people may think, and the reason is that the Court is supposed to satisfy itself as to the future bonafides of the debtor before it allows him to again commence trading. He may at any time after he has been adjudged a bankrupt apply for his discharge. First of all, he must get a certificate from the trustee, giving full details of the creditors, to whom notices will be sent that the application for discharge will be heard in Court, and the trustee will appear and present his statement of the conduct and affairs of the bankrupt. There is no reason to suppose that when no good purpose can be obtained and no additional benefit accrue to the creditors by keeping a man in bankruptcy, that the discharge will be refused, because the State holds that the refusal of a discharge or the granting of it subject only to almost impossible conditions, imposes too great a burden and discourages the man to a degree where it would not be in the interests of the country. For certain reasons the discharge may be suspended instead of being altogether refused, and either the refusal or the suspension must be given if any of the above eleven things have been committed, and the suspension may be for a period of two years, or it may be for such time until a dividend of not less than fifty cents on the dollar has been paid to the creditors, or it may be provided the bankrupt agrees to allow a judgment to be registered against him for the amount of the unpaid balance of his debts.

A discharged bankrupt is, therefore, in the eyes of the law and must be in the eyes of the public, an honest man, but an undischarged bankrupt may in the same manner be just as honest, for the discharge may in some cases be delayed only for the purpose of further investigation and more complete particulars, and if he is honest he will eventually get his discharge.

Will Accomplish Much Good

On the whole the Act will work a wonderful good for the community. It is severe on the debtor who does not intend to meet his obligations, but while appearing to be hard on the debtor who is trying to do his best, it is not unjust, and we must remember that the Government should protect the trading public. If legislation such as this Bankruptcy Act was not introduced, business would suffer very materially on account of the dishonest trader. Not only does the Act take care of the creditor by giving him the power to make a debtor a bankrupt and thus enables him to obtain some return for the goods he has supplied, but it will also have the effect of curtailing

the dishonest practices of men who intend deliberately evading their just obligations. The Act is hard, and justly so, on the dishonest man, and this very fact will keep men from dishonest trading in the future.

The Bankruptcy Act coming into force at a time when credits are not easy to obtain and when it looks as if we might be about to pass through a period of tight money, and when prices have reached the highest point they are likely to reach, and we may expect a reduction in almost every line, is a fine thing for the future business stability of the country. It will have the effect of creating much needed caution in many of our business men and will restrict foolish and speculative buying, and the over-loading with stocks. The Act, indeed, could not have come at a better time, and one effect of it will almost surely be that additional care, which is so much required during a period like the present, will creep into our business methods.

Acts of Bankruptcy Defined.

For the benefit of our readers, the following are acts of bankruptcy:—

1. The making of an assignment for the benefit of the creditors.
2. The making of a fraudulent conveyance of property.
3. The creation of a charge on property which would be a fraudulent preference.
4. Absconding with intent to defeat creditors.
5. Allowing an execution in the sheriff's hands to remain unsatisfied, subject to certain limitations.
6. Exhibiting by a debtor to a meeting of creditors a statement of assets and liabilities showing that the debtor is insolvent.

7. Assigning, removing, secreting or disposing of any goods with intent to defraud, delay or defeat any creditors.

8. Making a sale in bulk of one's assets without complying with the Bulk Sales Act.

Results of Order Serious.

The results of a Bankruptcy Order are immediately very serious. For three months after the order is made, the trustee, who is appointed, will receive all the bankrupt's mail, telegrams, etc., and the bankrupt is restricted in his business dealings so that he can do very little without a heavy penalty being imposed in the event of his doing anything contrary to the Act, which includes the inability to borrow more than \$50.00 or obtain credit for five hundred or more without disclosing the fact that he is an undischarged bankrupt. I doubt if any one carefully reading through the Bankruptcy Act will not come to a very sane conclusion, and that is, that the punishment meted out to a man who has committed grave acts of indiscretion, and has thereby got himself into a position where he is unable to carry on any further, while appearing to be severe, is very just, and moreover that the Act affords as full a measurement of protection as possible to creditors. Another conclusion that I think we will all agree in is that bankruptcy is a thing to be avoided, wherever possible, for the stigma naturally attaching to it must be difficult to overcome.

Editor's Note—Questions on the Bankruptcy Act will be promptly answered to the best of our ability. While not guaranteeing that our opinion will be upheld at law, we have on our staff men qualified to give an opinion. Questions should be addressed to the Editor.

Marked Reductions on Pork Products

Declines Follow Lower Prices in the Market for Live Hogs—Hams Are Now 39 Cents as Compared With 46 Cents Two Weeks Ago.

SUBSTANTIAL reductions on all pork products were again announced this week. Light weight smoked hams are now quoted at 39 cents as against 46 cents two weeks ago, while the heavier ones show a reduction of 9 cents per pound. Bacon, while not showing quite as large a reduction, is down 3 to 5 cents per pound and the same with cooked hams. Shortening and lard are also reduced in price. The lower prices on hog products, although not yet near the pre-war figures, compare very favorably with the 1917 prices, when bacon was quoted at 35 to 40 cents per pound and lard at 25 cents.

These reductions are attributed to the

lower prices on live hogs which have been in a receding market for the past four weeks. When the market first commenced to slump, live hogs were quoted at \$21.25 per hundredweight on the fed and watered basis. From that time packers continued to hammer down prices until at the present the quotation is \$14.75, with packers bidding \$1 less for next week's delivery. Hog receipts have not been heavy during the past week, but packers are only buying for immediate requirements and as hogs are selling in the United States at prices below the Canadian market, packers state that prices here must also be lower.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1866

The Only Weekly Grocer Paper Published in Canada

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

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

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RECORDING THE FACTS

A FEW weeks ago an article appeared in Canadian Grocer dealing with a certain grocer product, in which it was stated that this particular line was being imported into Canada from the Old Country at less than similar Canadian goods were selling,

We have received some criticisms in regard to this article. Our answer is the obvious one, that the matter was printed in Canadian Grocer because it covered the facts of the case. We were not misinforming the trade, but were giving them actual facts as they existed. During the past four or five years when prices were advancing, Canadian Grocer kept abreast of the times and followed the advances and reasons for them as closely as possible. Our subscribers have appreciated this service and have told us in no uncertain terms how valuable it has been to them. When the readjustment period set in our editors all over Canada endeavored to follow conditions as closely as they could and give subscribers a service based on actual facts.

This was the only natural course for us to pursue and this was the reason we covered the situation in the article referred to above. All members of the trade will agree that this is the only basis on which a worth-while business newspaper can be successfully operated. We want subscribers to feel that we give them at all times all the information we can gather. Our editorial staff interviews all over Canada perhaps 200 men in the trade every week. No one subscriber is in position to do this but they pay us our subscription price for this work.

The same information has since been given out through the public press by a manufacturer of this particular kind of products, who addressed the Tariff Commission on the subject of maintaining the tariff.

PARCEL POST RATES

EXPRESS rates and freight rates have been greatly increased, but there has been no increase in the Parcel Post rate. The Railway Commission granted an increase on freight rates after going into the matter very carefully, on the ground that the express companies could not carry matter at their present rates. Parcel Post rates, however, have not been increased and the result is the mail order houses have been able to get a service considerably below cost. This is borne by the general body of taxpayers, of whom the retail merchant is a very important factor.

Since the increase in freight and express rates the amount of matter carried by Parcel Post has increased very materially. On some routes this increase would amount to at least 50 per cent.

The increase in charge for registration from five to ten cents has not caused any decrease in the number of registered parcels; on the other hand there has been an increase.

EDITORIAL BRIEFS

SHOW your skill as a window trimmer by entering your Christmas window display in Canadian Grocer Christmas Window Contest.

* * *

WHEN you hesitate about stocking a new line until there is a considerable demand for it, remember that the merchant who has the goods when the call begins will get the cream of the business.

* * *

IF A customer can ask you questions about the goods you are selling that you cannot answer, then you know less about your business than you ought to know, and you must study up.

Are Goods Priced Too Closely?

Another Inventory is Analyzed—Merchant Believes His Business is Not Going as It Should Even Though Sales Run Over \$150,000 Annually.

By HENRY JOHNSON, Jr.

HERE is another letter I have had too long, but could not get to it before now. Still, it is near inventory time, so maybe my suggestions will be more valuable now than they would have been earlier:

"I am writing you in regard to this business which is not going as it should. I took hold of it in 1910 and did about \$33,000 that year. We have continued to show about 20 per cent. increase in sales each year and it will go around \$140,000 this year if it does not slump next three months. We have always made money until this year, but, while I cannot tell until I invoice the exact figures, I believe we have not made a cent so far this year. We employ two men and two women and extra help Saturday. Our cost of clerks is not as much as the percentage you speak of in your articles. I do not keep a very good system of books but just put down every cent that is paid out and my cost of doing business, considering the amount we sell, is very reasonable. I will give you my September expenses and merchandise bought:

Ad. in local paper	\$ 10.25
Bakery employees' salary	200.00
Clerks	376.00
Coal	23.90
Delivery employee	44.50
Express	64.90
Freight and Drayage	261.38
Ice	20.77
Liability Insurance	45.00
Lights	7.14
Stamps and Supplies	5.50
Miscellaneous	24.65
Trading Stamps	137.50
Phone	8.20
Rent	50.00
	\$1,279.69

As this is for one month only, my delivery cost is just for the boy as we generally buy hay and corn in quantities and some months have larger charges. This does not include employers' salary as we generally draw out \$1,000 apiece whenever we get sufficient surplus.

Sales Running Over \$150,000

"Merchandise bought, \$11,537.00, including \$1,000 flour bought last day of month, also paper, twine, etc. Total sales for month \$12,640. My father, who formerly ran the business, does not help except Saturdays and special times. I believe my trouble is that my business has outgrown me and while I was making plenty of money even before the advance in goods, now it is getting away. I have good ordinary clerks, but not one who is capable of managing any department. I look after my books at night, during the day do probably more waiting on trade than any of my employees. I am on the floor all day and while I do not do much of the rough work, I have to tell them to do it.

"I get a great deal of good from your

articles and if you have time to bother with me, it will be appreciated. I also will be glad to give you any other information you may need. I had thought some of getting a man to systematize my business, as a friend of mine has done with his general store and says it is very successful.

"Yours very truly _____"

That is an interesting letter, surely. But until we have final figures of inventory we cannot say definitely whether my friend is in real trouble or is only "seeing things." It is mighty comforting to know that he is rated at \$50,000 to \$75,000, so there is no danger of his going broke before he has a chance. But is it not also remarkable that a man who has grown to such a competence should be in position of knowing so sadly little about his own affairs?

The question arises: How does he know, or how can he know, that he is not making money now? If I knew what he had January 1st and what he has now, I could tell—and so could he. He does not indicate by what signs he judges; so I must guess that he finds his funds a little tighter than they were a while back, and so concludes that he is running behind.

Are Goods Priced Too Closely?

Undoubtedly many merchants are feeling the pinch now. Those who had a liberal stock when the decline began are feeling it most keenly. If they made money years ago, before the advances of the past three years or more and followed the market up during the high times, they now have a surplus out of which to absorb the decline. It is evident that this man has no such surplus. Instead of piling up a reserve, he and his father have taken out \$1000 whenever it was available—whether clear gain or not—and thus, to all business intents and purposes, it is spent.

But suppose it is true that the business is running behind, what may be the cause thereof? I should guess that prices are too close. Merchandise is, on the whole, marked too low. I guess this because such is a general cause of failure to make money; but in this case I have a sign. That is I find express and freight and drayage figured in the expense account, and that practice is always deceiving.

I do not see by what reasoning any man ever includes these items in expense. What is the object of accounting, anyway? Is it not primarily to ascertain as definitely as possible what it costs to handle any line of goods? All right; then any charge which you can allocate with absolute definite finality to any particular items should be put there at once. Freight and express are items of

cost of merchandise. They should be added to invoices directly. Then they will increase the cost by just so much. Having costs, you figure margins accordingly. Those direct charges are absorbed and you know what you are doing. Why put such charges into a general, indefinite account when you have the one proper place to put them right before you?

To do otherwise is to run serious risk of not including them in the cost of merchandise and thereby pricing your goods too low. To price goods too low is not to get cost and profit out of them. Therefore you sure do fail to make money.

Expenses Do Not Look High

My conviction that I have put my finger on the trouble is strengthened by the fact that this man's expenses are not high. Take the figures given as \$1280; add for feed, \$20; then figure that father and son draw out together \$500 per month. This will make the month's expenses \$1800. Divide that by the month's sales of \$12,640, and you will get less than 14¼ per cent. So even if he were to work on a margin so narrow as one-sixth—sixteen and two-thirds per cent. gross—he would have surplus earnings of around \$300 per month to cover some items he does not now list in expenses, like interest on invested capital, and leave a profit.

Then take out from expenses the \$326.28 he now has in there for express, etc., and see what a fine net showing he would make! He would be showing around four per cent. net on sales—and that would be a wonder.

Now, inasmuch as he evidently is not accumulating money as fast as these figures of mine would indicate, my conclusion is that he is not pricing his merchandise high enough. Just remember that if a can of corn is sold at 15 and you advance it to 16 cents, your advance is equivalent to six and two-thirds per cent. So you can readily see how easy it is to price things enough too low to defeat your purpose to make a profit.

Should this man get in a systematizer? I should say he should! No man can run a business of that size and do detail work in it. Get it systematized and then get in a thoroughly competent accountant who will hand you tabulations every few days that will show you just where you are going, and who can give you special figures any time you ask for them. Then, as you have leisure to watch things, you will be able to direct them into profitable channels and you will soon learn the accountant's methods so well that they will mean more to you every day.

Give me more details and figures any time. I delight to "bother with" just such cases as yours!

CURRENT NEWS OF THE WEEK

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

QUEBEC

A. H. Brittain, president of the Maritime Fish Corporation, was in Ottawa on Wednesday and Thursday of last week in connection with the proposed increase in express rates.

H. R. Grey of Gunn and Langlois, Montreal, was in Ottawa last week representing the produce merchants in connection with the proposed increase in express rates.

ONTARIO

At the coming municipal elections in the City of St. Catharines on New Year's Day, the electors will vote on a daylight savings measure.

At the forthcoming municipal elections in the Town of Newmarket in January, a vote on a daylight savings measure will be taken.

Wm. Porter, for many years proprietor of a general store at Manvers Station, Ont., passed away last week at the age of seventy years. He is survived by his wife and two sons and one daughter.

E. A. Shearer, ex-M.P.P. for the County of Stormont, passed away in Cornwall last week, following an operation. He had been manager of the Cornwall Bottling Works. He is survived by his wife and one son.

Campaigne Bros., Niagara Falls, Ont., who have been in business for the past twenty years, have dissolved partnership. George Campaigne, the manager, has taken over the business, and will continue it in his name.

J. D. Hogarth, who passed away at his home in Norwich, Ont., last week, was formerly in the grocery business before taking over the position of customs officer in the village, which he held at time of his death.

The Kincardine pork curing house has been taken over by D. Biemann in succession to Henry Coleman. Mr. Coleman is retiring on account of illness. Mr. Biemann came from the town of Hanover, where he was a member of the town council.

T. J. Kelly is retiring from the grocery business in Chatham, Ont. He marked the occasion of his retirement by the entertainment of a number of friends at his home. Four years ago he started in the grocery business in Chatham. He is now disposing of his business to Mr. Wildgen, a former employee of the Gray-Dort Motors, Limited. The guests of the evening included the Mayor of Chatham, and a number of prominent business men with whom Mr. Kelly has been connected during his residence in Chatham.

United Farmers Declare Seven Per Cent. Dividend

The United Farmers' Co-operative Co., Ltd., of Ontario, has sent out its balance sheet preliminary to the annual meeting, also a circular letter announcing the declaration of a seven per cent. dividend, on the company's capital stock, and forecasting the presentation for ratification at the annual meeting on the fourteenth of this month, of a bylaw passed by the directors providing for an application to the government for supplementary letters patent authorizing an increase of capitalization to \$1,250,000.

The business statement presented to the shareholders shows that the company has been operating on an overdraft with the Imperial Bank of \$435,474.49. The profit and loss statement shows a balance of \$43,440. Last year it was \$18,214.

F. W. FEARMAN CO., LTD.

IS NOW INCORPORATED

The F. W. Fearman Company, Limited, Hamilton, Ont., has been incorporated according to the last issue of the Canadian Gazette, for the purpose of carrying on business as pork packers and dealers in provisions and as general merchants, and to manufacture, buy, sell and otherwise deal in canned, smoked,

salted, condensed, preserved and evaporated meats, fruits and vegetables and other food products. Frank D. Fearman and R. C. Fearman are the manufacturers, who with Joseph Baker, manager, William Smye, grocer, and Elizabeth Gillies, secretary, all of the city of Hamilton, are the provisional directors. The company is capitalized at one million dollars.

NEW U. F. O. MANAGER

Toronto (Special)—H. B. Clemes has been appointed general manager of the U. F. O. Co-operative Company. Mr. Clemes has been connected with the produce and provision trade for a good many years. He has been manager for a long time of the wholesale provision part of Gunns, Limited, Front Street. He has ever since its inception been associated with the Canadian Produce Association and has always taken a deep interest in the work of putting the butter and egg business on a quality basis.

FEED COMPANY REORGANIZES

The Canadian Feed Mfg. Co., Limited, Fort William, Ont., has undergone a reorganization of its management. Among the new officers is Wallace J. Baker, manager of the Eastern office of the company, which is located at Toronto. He is secretary-treasurer. Mr. Baker was for a long time connected with the Chisholm Milling Co., prior to which he was with the Canadian Cereal & Flour Mills, Ltd.

Quebec Fruit Growers Discuss Co-Operative System

Grocers Will Benefit by Better Systems of Packing and Handling—N. R. Peete, Rochester, N.Y., Addresses Annual Meeting of Pomological and Fruit Growing Society of Quebec.

MONTREAL, Dec. 8.—Co-operation for the reconstruction of the orchards of Quebec and for the purchasing of the necessary supplies in the marketing of products of the orchard was the keynote of the annual meeting of the Pomological and Fruit Growing Society of the Province of Quebec, which was held last week at MacDonald College, Ste. Anne de Bellevue. There was a good attendance at the opening meeting which included a number of features not ordinarily included in the meeting of the fruit growers.

During the afternoon the meeting at

MacDonald College adjourned to one of the moving picture theatres where an address was given by N. R. Peete, of Rochester, N.Y., manager of the New York State Co-operative Packing Association, on the work that had been done in that State by the co-operative work of the fruit growers. This was illustrated by a series of films which showed the old style of handling fruit with bad picking and packing and other tricks known to the destruction of competition. Following this came a series of films illustrating the change that had come over the business since the Co-operative Association had taken control of the business,

The Christmas Window Contest

For a number of years Canadian Grocer has held a Christmas window contest to encourage good window dressing. This year the policy will be continued but the prizes offered are double the amount of previous years.

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 window. The real essential of a window display is its selling value, and that is not necessarily a matter of elaborate display.

Entries will be judged first on their selling value.

Second on their novelty of idea or arrangement.

Third on their general attractiveness.

The contest is divided into two classes, in order that the merchant in smaller places will not feel that he is placed at a disadvantage.

CLASS A	CLASS B
Towns and Cities Under 10,000 Population	Centres Over 10,000 Population
1st Prize \$10.00	1st Prize \$10.00
2nd Prize 5.00	2nd Prize 5.00
5 Prizes of \$1.00 each.	5 Prizes of \$1.00 each.

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

with standardized methods of packing and sorting and the adoption of a standard label which indicated to the purchaser exactly the grade of quality of the fruit they were paying for.

Explains Methods

Considering the ambitions of the Quebec Province fruit growers to form exactly such a co-operative system the address by Mr. Peete proved exactly what they wanted, and he was kept busy for nearly two hours explaining methods and showing just what advantages the New York growers of such fruit as apples, peaches and pears, had gained from this method of handling their products. The mechanical methods by which the New York association handled their output with country stores, buildings, sorting machines, and other methods of assuring consumers that they would get the best returns for their money, proved of great interest, since it is hoped

that the Quebec fruit growers will ultimately adopt similar methods for handling their crop.

The work of the first day was mostly of a technical nature. The presidential address was given by C. M. Peck, of Hemmingford, who talked on spraying and dusting orchards. This was followed by a discussion of the co-operative movement with the possibility that further steps will be taken to consolidate the co-operative movement in this Province. An address was given by Prof. Desbarats Lochhead of McDonald College on the methods of combating insect pests.

It is stated by those interested in the fruit business that anything that can be done to hasten this co-operative movement among the fruit growers and a better system of standardization of fruit products on the market will benefit not only the consumer but all fruit dealers throughout the country.

FORMER MANAGER OF W. PAUL'S STORE IN MONTREAL PASSES

Montreal.—The death occurred on Saturday morning, Dec. 4th, of John Richard Grant at the Royal Victoria Hospital, Montreal, after a short illness. The late Mr. Grant was in his fifty-eighth year and had been in the grocery business in Montreal since 1880. For thirty years he was manager of Walter Paul's grocery on University Street. In January, 1918, he started in business for himself, opening a grocery at the corner of Mackay and St. Catherine Streets West. This business has steadily grown until it is now among the leading grocery stores in this city. He is survived by his widow and four sons, John Lawson of Detroit, Alex. Morton, Charles Leslie and George Stewart of Montreal. The funeral took place from the family residence, 20 Fort Street, Monday, Dec. 6th.

NEWS FROM WESTERN CANADA

WESTERN

L. Moreau & Co., Edmonton, Alberta, are opening a grocery store.

J. Duggan is discontinuing his grocery business at Vancouver, B.C.

H. A. Garrett is opening a grocery business at Nanton, Alberta.

The Jubilee Grocery has begun business in Winnipeg, Manitoba.

John Partyka is about to open a grocery store in Winnipeg, Manitoba.

W. W. Brown, of Edmonton, Alberta, has succeeded the Royal Grocery.

W. D. Harrington is starting in the grocery business at Vancouver, B.C.

People's Market Co., grocers, etc., Victoria, B.C., are endeavoring to sell out.

C. Mondor has started in the grocery business at St. Boniface, Manitoba.

W. J. Corbett has sold his grocery store in Winnipeg, Manitoba, to P. E. Lalonde.

J. R. Schmerch is about to start in the grocery business at Winnipeg, Manitoba.

Mann's Grocery, of Prince Albert, Sask., has been taken over by H. Garish.

Phillips and Rodgers are opening a grocery business at East Kildonan, Manitoba.

Stanley Merzack has sold his grocery store at Cedoux, Sask., to the Sedoux Mercantile Co.

Henry Grandmont has succeeded R. Fisher in the grocery business at Winnipeg, Manitoba.

Jennie Nichsten has succeeded Ethel Pollock in the grocery business at Winnipeg, Manitoba.

H. W. Colquhoun has succeeded The Mulvey Grocery and Confectionery at Winnipeg, Manitoba.

Carey and Hamilton, of Weyburn, Sask., have sold their grocery store to Dickson and McKennett.

Norman Ewart, of the city sales staff of Malkins, Vancouver, joined the beneficiaries last week.

A. Shapero, who operates a grocery store in Calgary, Alberta, is advertising his business for sale.

E. W. Bonner, who operated a grocery store at Edgerton, Alberta, has sold out to Bonner & Smalley.

Everitt and Duncan, grocers, etc., at Dollarton, B.C., have sold out to B. C. A. and C. A. A. Heeney.

M. B. Dale succeeds A. Dragon as proprietor of the grocery store at 3520 Main Street, Vancouver, B.C.

S. M. Stromsen, Wetaskiwin, Alta., has disposed of his grocery business to J. E. Gullbey of the same town.

Ernest Franklin has been succeeded by E. A. Watterstrom, in the grocery business at Edmonton, Alberta.

Thoburn Grocery (Sarah Gould), of Victoria, B.C., have sold fixtures and lease to Harry and Ethel B. Cox.

McMillan, Rivers and Nemetz, general merchants, of Watrous, Sask., are now doing business under the name of the "Whitehouse."

Birks, Crawford & Co., Vancouver, have been appointed B. C. agents for the Elizabeth Lazenby line of English fancy groceries.

Co-operative stores which have been operating in Weston, North Winnipeg, Fort Rouge and Morse Place, have amalgamated, it is announced, and are now trading under the name of Manitoba Traders. A central warehouse has been opened on Henry Avenue, Winnipeg.

The Vancouver sales branch of the Ogilvy Flour Mills Co., Ltd., has moved from the Dominion Building to larger quarters in the Carter-Cotton Building, Vancouver.

A number of the retail merchants in Watrous, Sask., have agreed to conduct their business on a strictly cash basis, on and after the first of December.

The staff of W. H. Malkin & Co., Vancouver, is conducting a series of dances

which are attended almost 100 per cent. by the Malkin employees and their friends.

ASSOCIATED COMMERCIAL

TRAVELLERS HOLD MEETING

The Associated Commercial Travelers met at the Board of Trade rooms in Calgary the other day, and decided that in future the meetings of the association will be held on the first Saturday of each month at the Board of Trade rooms in connection with luncheon at the noon hour. Charles Hering, president of the association was in the chair, and Ernest R. Ford, chairman of the publicity committee of the association, detailed prospective work for the coming year, and applications for membership in the association were handed out with prospects of good results therefrom.

J. Eoll was nominated one of the board of directors for the Alberta branch of the North West Commercial Travelers' Association.

"System of Distribution is on the Defensive"

H. H. Cooper, of Macdonald Cooper Limited, Edmonton, Alta., in Letter to Canadian Grocer Points Out That Price Competition Must Be Restored to Preserve the Wholesaler and Retailer.

THE following letter has been received from H. H. Cooper, of Macdonald Cooper, Limited, Edmonton, Alta.:

"Edmonton, Alta.,
"Nov. 11th, 1920

"The Editor,
"Canadian Grocer,

"In a recent issue of the Canadian Grocer we note the reference to the proposal of the grocers' section of the Ottawa Retail Merchants' Association to establish their own co-operative buying organization. This is a development which is to be looked for. It is the natural and inevitable outcome of the policy which is being followed by the wholesale grocers as indicated by the activities of their various organizations.

"Practically everyone who gives any serious thought to present social and economic conditions is demanding the elimination of all waste and unnecessary expense, and points out the imperative necessity for more efficient and economical distribution of products from manufacturer to consumer, particularly foods. Dissatisfaction is manifest in many directions with the present system of distribution through the whole-

saler and retailer. That system must justify itself by economical and efficient service, otherwise other forms of distribution will inevitably be developed. Such development is already well under way in the United States. Within the last few years the huge mail-order enterprise and mammoth chains of stores have eliminated one step in the process of distribution and are doing business totaling billions, which was formerly done by the wholesaler and retailer.

Is on the Defensive

"It does not necessarily follow from this that the wholesaler and retailer are going to be eliminated—though the chairman of the U. S. Federal Trade Commission, says they will soon disappear as a factor in the grocery trade; but the present system is on the defensive, and must justify its continued existence by greater efficiency and economy of operation. The spread between the manufacturer's price and the cost to the consumer must be lowered. The retailer need not necessarily work for a smaller net profit, but by greater efficiency, more care in buying, more rapid turnover, elimination of waste, and re-

duction in the cost of delivery and other service given the consumer, and particularly in the shortening or elimination of credit, he must lower his cost of operation. The wholesaler on his part must be prepared to operate so as to add only the irreducible minimum to the manufacturer's price when reselling to the retailer. It will not meet the situation to ignore or defy the growing demand for more economical distribution.

Price Competition Essential

"The one outstanding factor imperatively necessary to the preservation of the existing medium of distribution is price competition. Without competition the functions of distribution cease to be efficiently performed at the minimum cost. Even if that were not actually the case, without the competitive factor, there at once develops suspicion and lack of confidence, and movements such as that proposed by the Ottawa Retail Grocers are inevitable.

"But there is a good deal more than suspicion to justify the Ottawa movement. Instead of endeavoring to justify their existence by more economical service, the wholesale grocers are devoting the activities of their organizations to the elimination of competition by the operation of combines and price agreements, the existence of which has been admitted before the Board of Commerce by all parties concerned. The effect of these combines and price agreements is to ensure to the wholesale grocers a scale of profits on the lines so controlled, which are greater than are necessary to the successful operation of an efficiently conducted wholesale grocery business. In many instances profits which this house is compelled to take on these lines are double the margin which we or the ten other 'Macdonald' grocery houses with which we are affiliated, find necessary or desirable. Is it any wonder under these circumstances if the retail grocers become restive, and the public demand less costly distribution?"

Restore Competition

"The remedy is not reduction of the margin of profits which these price agreements permit some and compel other wholesalers to take; but rather the elimination of all price agreements and the complete restoration of the competitive factor. With that factor in full operation, the situation would speedily adjust itself. Those wholesalers who cannot or will not operate economically and efficiently would see their trade gradually transferred to those who can and will. The wholesale grocery trade would be on a sounder and healthier basis; and the retail trade and the public would benefit by reduced cost of distribution.

"MACDONALD COOPER, LIMITED,
"H. H. Cooper,
"Vice-President."

Confectionery Industries Before the Tariff Board

C. J. Bodley, Presents the Case of the Confectionery, Biscuit and Chocolate Industries Before the Tariff Commission—J. A. Ross of Wm. Wrigley Co., Declares Protection is Absolutely Necessary.

TORONTO, Dec. 7.—C. J. Bodley, secretary of the Confectionery, Biscuit and Chocolate Industries in Canada, appeared before the Tariff Commission in Toronto this week, and in a long brief, asked for a continuance of the tariff. He quoted figures to show that biscuits and chocolates are selling cheaper here than in the United States, and it was shown that the industry has to face competition with Great Britain with discriminating freight rates against the Canadian shipper. Biscuits and confectionery, it was pointed out, are carried from the United Kingdom to Canada at straight rates per pound, while the Canadian shipper has to pay per cubic foot. This procedure, it is urged, while defended by the steamship companies as being perfectly correct, according to the volume of traffic, is nevertheless protection.

Mr. Bodley further pointed out that the Canadian shipper had to pay double the transportation charge to enter Great Britain than the Englishman had to pay to enter Canada. In the case of chocolates the Canadian had to pay at the rate of five to one compared with the rates for a similar article entering Canada.

The Situation in Gum

J. A. Ross, general manager of the Wm. Wrigley, Jr., Co., Ltd., of Canada, in addressing the tariff commission said:

"Eleven years ago I sat in conference in Chicago with the president of a large American concern that supplied the United States and foreign countries with the article known as Wrigley's gum. If the product under discussion had been any one of a hundred other articles, the fundamental principles underlying this talk would have been the same. The conference was one of a series held in an effort to arrive at some determination with regard to further development of Canada as an export field for the American Wrigley Company. Without the 35 per cent. ad valorem duty into Canada, it would have been possible to ship from the United States factories, but when that duty entered into consideration it was impossible to offer gum to the Canadian consumer for 5 cents—at which price some considerable competition was to be met. Although the fundamental principle that the cost of producing a unit is inversely proportional to the volume or number of that unit produced was particularly pertinent to the production of gum, and therefore all production, and good sense dictated sup-

plying the smaller demand in Canada from the larger and lower-cost American plants, there was no alternative but to establish a plant in Canada to make Canadian gum for the Canadian people. Consequently, such portion as was necessary to obtain the Canadian market, of the resources of the large American corporation, was placed in my hands in 1909.

"With the present tariff the Canadian Wrigley Company has grown, and, in so far as one moderately sized industry may do so, has materially assisted in Canada's development. Originally, American capital was invested, and American received a profit and interest on that investment, but simultaneously Canadians also derived a material aid in the development of Canada. Without sufficient protection Canada could not compel the retention of our investment and continuous expenditure."

792,000 ACRES IS SOWN TO FALL

WHEAT FOR THE SEASON 1921

The total area sown to fall wheat in Canada for the season of 1921 is estimated at 792,000 acres, as compared with 846,800 acres, the area sown in 1919 and 1920, and with 814,133 acres, the area harvested. On the whole, excellent progress has been made this Fall in the plowing of land intended for next year's crop. For the whole of Canada the percentage is 71, as against 66 last year, this year's percentage being larger than in any year since 1914, when the same percentage of 71 preceded the bumper harvest of 1915.

NOT EXACTLY

Two old school chums chanced to meet again, and spent an interesting hour exchanging reminiscences. "But, I say, old chap," began one suddenly, "you say you are in the grocery line, I thought you wanted to go on the stage." "So I did," confessed the other, sheepishly; "but—er I—discovered I wasn't suited for it." "A little bird told you, I suppose?" The other man hesitated, and his face slowly flushed. "Well, no, not exactly," he said; "but they might have been birds if they had been allowed to hatch."

A CORRESPONDENCE COURSE

C. Theo. Lemoine, Sorel, Que., writes:—"Canadian Grocer is of great value to me. It is a real correspondence course."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

GENERALLY speaking, the trend of grocery commodities continues easy. The outlook for Christmas business is very encouraging; both wholesalers and retailers report a fairly heavy movement on all Christmas lines. The feature of the markets is probably the stiffening of the wheat market which is reflected on flour causing that commodity to have a decidedly strong undertone.

MONTREAL—Lower quotations on hogs this week have affected the whole pork market with lower prices on hams and bacon. Some cooked meats are also affected and the weakness is reflected on lard and shortening. The butter and cheese market shows weakness but the prices quoted are unchanged. Eggs are holding very firm at the high quotations and there is a tendency to make a slight advance in the price of graded eggs. Poultry is holding firm with a very good demand, and fish prices are unchanged. The sugar market appears to be more stable at the eleven dollars price and some of the refineries report that they are about through with the expensive raws that they have been running. There is a firmer tone to the flour market this week as a result of the higher wheat market. The tea market continues to show improvement. There is a big decline in the price of pearl hominy this week and lima beans are reduced. One of the mills has reduced the price quoted on package oats and porridge wheat but none of the other millers have followed as yet. Cotton twine has taken another decline of three and five cents per pound and due to increased cost of freight handling coarse salt is thirty cents per 140 lb. bag dearer. Oranges are lower again and bananas are also reduced in price. The feature of the vegetable market this week is the supply of Ontario celery that is offered in Montreal and the scarcity of cranberries which are very high this year. There is an excellent demand this season for nuts and dried fruit and in both cases the fear is expressed that the supply will not meet the demand. Peanuts are reduced in price. The Christmas trade seems to have every prospect of being very brisk with many lower quotations at this season.

TORONTO—There are few price changes in general grocery commodities. The wheat market has taken a decidedly upward turn during the week and in consequence

flour has developed a strong situation. The consensus of opinion amongst millers is that wheat, corn and oats receded to a lower level than the conditions warranted and that prices were bound to go higher before they settled at a stabilized level. Rolled oats showed another decline but manufacturers state that this reduction is caused more by competition than by the real condition of the market; they point out that to-day's cost of milling a bag of rolled oats is very close to the price quoted to the retail trade. Sugars are unchanged but a better movement is noted from the refineries. Beans are weak with lower prices quoted under a limited inquiry. There are still large stocks of low grade teas held in British warehouses but the stocks are soon expected to be considerably lessened as production is greatly cut down. High grade teas are in scant supply and are holding at high prices. Southern rices continue easy with quotations reduced. On the other hand Eastern rices are ruling at fairly high figures, in fact the poorest grade is now quoted higher than the finest grade Southern rice. Prices on canned vegetables are very irregular, quotations ranging far below the canners' list prices. Shelled almonds for January delivery are quoted eight cents per pound under present prices on spot. The crop of pecan nuts this year is only about twenty-five per cent. of normal, with the result that pecans are in a very strong position with a tendency for reaching higher prices. Raisins, currants and peels are holding steady to firm with no prospect for lower prices for this year at least. Potatoes continue with an easy undertone with prices again shaded downward.

WINNIPEG—Business has been rather slow throughout Manitoba during the past week. Speaking of the slowness of business, Dr. Magill, Sec. of the Grain Exchange, said that "The wheat situation has less to do with it than anything else. This slackness is due chiefly to the lack of demand for cattle, hogs, hay, etc. Farmers are holding their commodities trusting that the market will firm up and for this reason collections have been exceptionally poor and money remains very tight. Lower prices do not seem to bring any greater demand for food stuff and it is only a question of time until a reaction must set in and firmer prices be established."

QUEBEC MARKETS

MONTREAL, Dec. 8.—Market quotations this week show many declines in prices. The sugar market shows more stability at the eleven dollar price and it is not likely that it will be any lower for some time at least. The molasses market is unchanged. On account of the steady improvement to the wheat market there is a firmer tone to the flour market. The price on package oats and porridge wheat has been reduced by one of the millers and others may follow. Pearl hominy is reduced in price. The tea market shows further strength but there is no change in quotations. Oranges are cheaper with the arrival of Porto Rico oranges on the market which are selling at \$5.00 per case. Bananas are also cheaper but there is an advance of seventy-five cents on lemons. Cranberries are very scarce and dear this year and dealers state that there are no Nova Scotia berries this year. Lima beans are reduced one half cent per pound. Ontario celery is very popular locally and is underselling the California celery. Cotton twine is again reduced in price. Coarse salt, owing to the increased cost of transportation during the winter is advanced in price thirty cents per bag of 140 lbs.

Sugar Fairly Stable at \$11

Montreal.
SUGAR.—The sugar market appears to be steadying up at the \$11 price. The market is not very active, due to the fact that buyers are still very cautious in their purchasing. St. Lawrence sugar refineries are still quoting officially 12 cents per pound. At the present time it is a race to unload the expensive raws which nearly all the refineries have. Acadia reports their supplies rapidly diminishing so that they expect in the very near future to begin on the new sugar which will altogether ease off market conditions and stabilize the market since buying will be freer.

No Change in Molasses

Montreal.
MOLASSES.—Following the drop in the price of molasses last week the market remains steady without further changes this week. It seems hard to predict the future for molasses just yet but there is little indication that prices will be any lower than they are at present. There is no change in the quotations made on corn syrup this week.

Corn Syrup—

Barrels, about 700 lbs.	9 09
Half barrels, about 350 lbs.	9 09 1/2
Quarter barrels, about 175 lbs.	9 09 3/4
2 gal., 26-lb. pails, each	2 85
3 gal., 35 1/2-lb. pails, each	4 25
5 gal., 65-lb. pails, each	6 85

White Corn Syrup—

2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, 1/2 doz. in case, case	7 15

Prices for

Barbadoes Molasses—

Island of Montreal	
Punchoons	1 20
Barrels	1 23
Half barrels	1 25
Punchoons, outside city	1 15

Fancy Molasses (in tins)—

2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	6 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Rice Market Unsettled

Montreal.
RICE.—The rice market continues in its unsettled state with a varying demand. Quotations given are hardly stan-

dard since they vary from time to time according to conditions under which sales are made.

RICE—

Carolina, extra fancy	.....	.....
Do. (fancy)	.....	.....
Rangoon "B"	.....	12 50
Rangoon "CC"	.....	12 25
Broken rice, fine	.....	8 00
Bell rice, fine	.....	16 00
Bell broken rice	.....	10 00
Texas rice	.....	10 50
Siam	.....	7 00
Tapioes, per lb. (seed)	0 11 1/2	0 12
Do. (pearl)	0 11 1/2	0 12
Do. (flake)	0 11	0 12 1/2
Honduras	.....	0 07
Siam	.....	0 14 1/2

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Canned Goods Steady

Montreal.
CANNED GOODS.—There is no change this week in the quotations made on canned goods. Prices just remain steady with a very good movement of stock.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	.....	6 85
Asparagus, imported (2 1/2)s	.....	6 65
Beans, golden wax	.....	2 15
Beans, Refugee	.....	2 15
Corn, 2s	.....	1 57 1/2
Carrots (sliced), 2s	.....	1 45
Corn (on cob), gallons	.....	7 09
Spinach, 2s	.....	2 95
Squash, 2 1/2-lb., doz.	.....	1 50
Succotash, 2 lb., doz.	.....	1 80
Do., Can. (2s)	.....	1 80
Do., California, 2s	.....	3 15
Do. (wine gals.)	.....	8 00
Sauerkraut, 2 1/2-lb. tins	.....	1 60
Tomatoes, 1s	.....	1 45
Do., 2s	.....	1 45
Do., 2 1/2s	.....	1 75
Do., 3s	.....	1 90
Do., gallons	.....	6 50
Pumpkins, 2 1/2s (dos.)	.....	1 50
Do., gallons (dos.)	.....	4 00
Peas, standards	.....	2 05
Do., Early June	.....	1 92 1/2
Do., extra fine, 2s	.....	3 00
Do., Sweet Wrinkle	.....	2 00
Do., fancy, 20 os.	.....	1 57 1/2
Do., 2-lb. tins	.....	2 75
Peas, New Pack—	.....	.....
Standard, 2-lb.	.....	1 82 1/2
Choice, 2-lb.	.....	1 87 1/2
Early June, choice	.....	2 05
Do., standard	.....	2 00
Fine French, 2-lb.	.....	2 80
Asparagus Tips	.....	4 10

CANNED FRUITS

Apricots, 2 1/2-lb. tins	.....	6 10
Apples, 2 1/2s, doz.	.....	1 40
Do., 3s, doz.	.....	1 67 1/2

Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	.....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	.....	4 00
Do., 2 1/2-lb.	.....	7 00
Do., 2-lb.	.....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	.....	3 75
Peaches, heavy syrup—	.....	.....
2-lb.	.....	3 50
2 1/2-lb.	.....	.....
1-lb.	.....	.....
Pears, 1s	.....	.....
Do., 2 1/2s	.....	5 00
Do., 2-lb.	.....	3 70
Greengage Plums, heavy syrup	.....	2 90
Pineapples (grated and sliced), 2 1/2-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	.....	2 50
New Pack Strawberries—	.....	.....
Standard No. 2, per doz.	.....	4 00
Choice grade	.....	4 70
Fancy Preserved	.....	5 50
New Pack Cherries, choice	.....	4 00
Rhubarb, preserved	.....	2 80
Canadian Pineapple (sliced)	.....	4 90
New Blueberries, 2 lbs.	.....	3 25
Do., 1 gal.	.....	12 00

Better Market for Tea

Montreal.
TEA.—The tea market continues unchanged as far as quotations go, but there is more strength shown from week to week until as is expected the price on the best grade teas will be advanced and Japan teas are expected to be even scarcer when the new crop is marketed. The very cheap grades that have flooded the market are rapidly disappearing and the better grades are taking their place.

Ceylons and Indians—

Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60

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 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—

Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40

Javas—

Pekoes	0 44	0 45
Orange Pekoes	0 45	0 45
Broken Orange Pekoes	0 45	0 45

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

Some Package Oats Lower

Montreal.
PACKAGE GOODS.—A reduction is announced this week in the price of Robin Hood package oats and porridge wheat. This is the only firm to reduce their prices this week. Their quotation is now \$5.60 for the large sized rolled oats and \$2 for small sized rolled oats. Porridge wheat, package, family size, is selling at \$6.50 and the regular size, 36 to a case, is selling at \$6.40 per case. It may be expected that following this other manufacturers will reduce their price on package oats, but this is by no means certain.

PACKAGE GOODS

Breakfast food, case 18	.....	3 50
Cocanut, 2 oz. pkgs., doz.	.....	9 75 1/2
Do., 20-lb. cartons, lb.	.....	9 96
Corn Flakes, 3-doz.	3 50	3 65
Corn Flakes, 36s	.....	4 25
Oat Flakes, 20s	.....	5 40
Rolls oats, 20s	.....	5 80
Do., 18s	.....	2 12 1/2
Oatmeal, fine cut, pkgs., case	.....	6 75
Puffed rice	.....	5 70
Puffed wheat	.....	4 25
Farina, case	.....	2 35

Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Do., self-rising, doz.	1 60
Wheat Food, 18-1½s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36c, case	6 40
Do., 20s, case	6 50
Self-raising Flour (8-lb. pack.)	
doz.	3 00
Do. (6-lb. pack.), doz.	5 90
Corn Starch (prepared)	0 11½
Potato flour	0 13
Starch (laundry)	0 09½
Flour, Tapioca	0 15
Shredded Krumbles, 30c	4 35
Shredded Wheat	4 95
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs.	
case	4 30
Celluloid Starch, 45 pkgs. case	4 70
Package Cornmeal	4 25
Malt Breakfast Food (26 pkgs.)	12 50

Pearl Hominy Lower

Montreal.

CEREALS.—A reduction is announced this week in the price of pearl hominy. It is now quoted as low as \$4.50 per 98 pound bag to the retail trade. There is no change in quotations on rolled oats or oatmeal in bulk this week. Lima beans are reduced ½ cent per pound to 12 cents per pound.

Oatmeal, gran., fine standard	5 50
Rollod oats, 90 lbs.	4 10
Pearl Hominy	4 50
Cornmeal, Gold Dust Brand	8 00
Graham Flour, 95 lbs.	7 55
New Buckwheat Flour	6 75
Pot Barley	6 00
Pearl Barley	7 25
Benns, Ont.	4 25
Do., Can.	4 00
Do., California	3 75
Lima Beans	0 12
Green Peas, dried	0 17

Cotton Twine Still Lower

Montreal.

COTTON TWINE.—There is a reduction of from 3 to 5 cents this week in the price of cotton twine in balls. Four ply balls are reduced 5 cents per pound to 55 cents and the 3 ply is reduced 3 cents per pound to 49 cents per pound. This is a result of lower prices on cotton.

Coarse Salt Higher

Montreal.

SALT.—There is an advance this week in the price of coarse salt. This is due almost entirely to higher cost of freight during the winter months. Coarse salt is now selling at \$2 per 140 pound sack. This is an advance of 30 cents per sack.

Peanut Prices Take Big Drop

Montreal.

NUTS.—The only change that is reported this week is a drop in the price of peanuts amounting to one cent per pound on Bon-ton, making them 23 cents and Sun drop to 15 cents. Jumbo are quoted at 15½ cents. These are responsible for the drop in the peanut market since they have come in with a big reduction. There is also a drop in quotations on salted peanuts as a result of the break in the peanut market. Reds are now quoted at 21 cents and whole at 38 cents. There is a big demand for nuts at this season and like the dried fruit market it is doubtful of the supply will be sufficient to meet the demand. Walnuts

are reported scarce and as a result their quotations are very strong.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	0 75	0 85
Brazil nuts (new)	0 38	0 48
Chestnuts (Canadian)	0 27	0 37
Filberts (Sicily), per lb.	0 18	0 28
Do., Barcelona	0 17	0 27
Hickory nuts (large and small),		
lb.	0 10	0 15
Peanuts, Jumbo	0 15½	0 20
Do., shelled, No. 1 Spanish	0 18	0 29
Do., Java No. 1	0 17	0 27
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	0 38	0 48
Fancy splits, per lb.	0 35	0 45
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 00	0 00
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	0 20	0 30
Marbot Walnuts	0 25	0 35
Do., new Naples	0 26	0 36
Do., shelled, Manchurian	0 50	0 60
Do., Bordeaux	0 58	0 68
Do., Chilean, bags, per lb.	0 33	0 43
Do., Spanish, shelled	0 57	0 67

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

Dried Fruits in Demand

Montreal.

DRIED FRUITS.—No changes are reported this week in dried fruit quotations. The demand is excellent at the present time for the Christmas trade, and it is even reported that supplies of raisins and currants may not be sufficient to meet the demand. There are more shipments now on the way to Montreal, but it is very doubtful if they will be on the market for the Christmas trade.

Apricots, fancy	0 38	0 48
Do., choice	0 34	0 44
Do., slabs	0 30	0 40
Apples (evaporated)	0 16	0 26
Peaches (fancy)	0 28	0 38
Do., choice, lb.	0 28	0 38
Pears, choice	0 30	0 40
Peels—		
Choice	0 26	0 36
Ex. fancy	0 30	0 40
Lemon new pack	0 46	0 56
New pack—		
Orange	0 45	0 55
Citron	0 75	0 85
Choice, bulk, 25-lb. boxes, lb.	0 22	0 32
Peels (cut mixed), doz.	0 25	0 35
Raisins (seeded)—		
Valencias	0 23	0 33
Muscatsels, 2 Crown	0 27	0 37
Do., 1 Crown	0 25	0 35
Do., 3 Crown	0 23	0 33
Do., 4 Crown	0 23½	0 33½
Turkish Sultana, 5 crown	0 27	0 37
Fancy seeded (bulk)	0 25	0 35
Do., 16 oz.	0 25	0 35
Cal. seedless, cartons, 12 ounces	0 21	0 31
Do., 16 ounces	0 27½	0 37½
Currants, loose	0 00	0 00
Do., Greek	0 10	0 20
Dates, Excelsior (36-lbs), pkg.	0 15½	0 25½
Fard, 12-lb. boxes	3 25	4 25
Packages only	0 19	0 29
Dromedary (36-40 oz.)	0 19	0 29
Packages only, Excelsior	0 20	0 30
Loose	0 16	0 26
Figs (lover), 10-lb. boxes, 2s, lb.	0 40	0 50
Do., 2½s, lb.	0 45	0 55
Do., 2½s, lb.	0 48	0 58
Do., 2½s, lb.	0 50	0 60
Figs, white (70 4-oz. boxes)	5 40	6 40
Do., Spanish (cooking), 22-lb.		
boxes, each	0 11	0 21
Do., Turkish, 8 crown, lb.	0 22	0 32
Do., 5 crown, lb.	0 28	0 38
Do., 7 crown, lb.	0 30	0 40
Do., 10-lb. box	2 75	3 75
Do., mats	3 00	4 00
Do., 22-lb. box	1 90	2 90
Do. (12 10-oz. boxes)	2 20	3 20
Prunes (25-lb. boxes)—		
20-30c	0 33	0 43
30-40c	0 30	0 40
40-50c	0 27	0 37
50-60c	0 25	0 35
60-70c	0 22	0 32
70-80c	0 20	0 30
80-90c	0 19	0 29
90-100c	0 17½	0 27½
100-120c	0 16	0 26

Pepper Further Reduced

Montreal.

SPICES.—Although the spice market is rather quiet at the present time and dealers have all their supplies bought until the new year, there are a few reductions reported this week in this market. Pepper has been easier in price for the last few weeks and another reduction is reported in the price of black pepper amounting to 5 cents, making the price now 30 cents per pound, and white pepper is reduced to 40 cents per pound. Cream of tartar is also reduced 10 cents per pound.

Allspice	0 20	0 30
Cassia (pure)	0 32	0 42
Cocoanut, pairs, 20 lbs. unsweet-		
ened, lb.	0 46	0 56
Do., sweetened, lb.	0 26	0 36
Chicory (Canadian), lb.	0 18	0 28
Cinnamon—		
Rolls	0 35	0 45
Pure, ground	0 35	0 45
Cloves	0 60	0 70
Cream of tartar (French, pure)	0 65	0 75
Do., American high test	0 75	0 85
Ginger (Jamaica)	0 40	0 50
Ginger (Cochin)	0 31	0 41
Mace, pure, 1-lb. tins	0 90	0 90
Mixed spice	0 28	0 38
Do., 2½ shaker tins, doz.	1 15	1 15
Nutmegs, whole—		
Do., 64, lb.	0 40	0 50
Do., 80, lb.	0 38	0 48
Do., 100, lb.	0 35	0 45
Do., ground, 1-lb. tins	0 60	0 70
Pepper, black	0 30	0 40
Do., white	0 40	0 50
Do., Cayenne	0 35	0 45
Pickling spice	0 25	0 35
Do., package, 2 oz., doz.	0 35	0 45
Do., package, 4 oz., doz.	0 65	0 75
Paprika	0 65	0 75
Turneric	0 28	0 38
Tartaric acid, per lb. (crystals		
or powdered)	0 95	1 00
Cardamon seed, per lb., bulk,		
nominal	2 00	3 00
Caraway (nominal)	0 25	0 35
Mustard seed, bulk	0 55	0 65
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Honey Plentiful But High

Montreal.

HONEY.—There is no change in quotations made on honey this week. Supplies of white clover honey seem to be very plentiful in this locality but prices are holding up. The market for honey is very firm at the present time.

Buckwheat honey	0 18	0 19
White clover honey	0 25	0 26

No Change on Coffee

Montreal.

COFFEE.—There is no change in the quotations on coffee, but the market continues in its easy tone.

Oranges Are Lower

Montreal.

FRUIT.—Oranges are much cheaper this week and with the arrival of Porto Rico oranges for the Christmas trade it is likely that there will be a further decline in the prices. Florida oranges are quoted as low as \$6.50 per crate and California navel oranges at \$8.50 for the best. The Porto Rico oranges, while they are small, are reported to be of fine quality and will sell as low as \$5 for crates that will weigh around 85 pounds. Lemons are higher and it is rumored that the growers are allowing the fruit to rot rather than putting it on the market, since they claim that they are not now getting a big enough price. Prices

this week show an advance of 75 cents on quotations of last week. Bananas are cheaper but it is feared that this will not last until the Christmas week and that when the big demand comes the banana supply will be short and the prices high.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	7 50
Do., No. 2, per bbl.	7 00	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening, per bbl.	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	5 00	5 00
Do., Florida, 54, 64, 80, 96.	6 00	6 00
Lemons, Messina	3 75	4 75
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 00	10 00
Cal. Navel Oranges, 126-250s	8 50	8 50
Do., Florida, 150-216s	6 50	6 50
Jamaica Oranges, 176, 200, 216.	6 50	6 50
Pineapples crate	8 50	8 50
Pears, Keiffers, per hamper	3 00	3 00
Cantaloupes, crate (45)	9 00	9 00
Tokay Grapes, per box	5 00	5 00
Blue Grapes, 6 qts.	0 55	0 55
California Grapes, in drums	7 50	7 50
Almerias Grapes, in kegs	9 50	9 50
Cranberries, per bbl.	14 00	14 00

Cranberries Scarce

Montreal.

VEGETABLES.—Ontario celery arriving in Montreal is the feature of the vegetable market this week. The quality is said to surpass the California celery and it is about half the price. It is feared however that an increase in freight rates here will bring the price much higher. At the present time Ontario celery is selling at \$4.50 per case, while California celery is selling at \$9. Cranberries are

very scarce this year and dealers report that there are no Nova Scotia berries on the market. The large berries are quoted at \$22 and the smaller "pie berries" at \$14.

Beets, per doz.	0 25
Cucumbers, Montreal, per doz.	0 20
Cabbage, Montreal, doz.	0 60
Chicory, doz.	0 50
Carrots, doz.	0 25
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Mint	0 40
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20
Peppers, green, doz.	0 60
Potatoes, Montreal (90-lb. bag)	1 40
Do., sweet hamper	3 50
Spinach, box	0 75
Turnips, per doz.	0 40
Montreal Tomatoes, per box	2 50
Cauliflower, per doz.	0 90
Spanish Onions, per case	6 00
Yellow Onions, per cwt. bag	1 50
Red Onions, per cwt.	2 50

Flour Market Stronger

Montreal.

FLOUR.—There is no change this week in the quotations made on either spring wheat flour or winter wheat flour. The wheat market holds more strength this week and this strength is reflected upon the flour market, but no change in the price has resulted as yet. The sales in flour are very active and good demand from local and country buyers. There is no change in quotations on white corn flour, for which a demand is somewhat limited. Quotations on this are made at \$9.50 to \$9.70 per barrel in jute.

ONTARIO MARKETS

TORONTO, Dec. 8.—There are not many price changes in the market for general grocery commodities this week. Sugar is holding steady on a basis of \$11.00 per hundred. Molasses is firm and both corn and cane syrups are steady. Rolled oats are again reduced but it is the opinion of some manufacturers that rolled oats are a good buy at present prices in view of the higher prices in the grain market. Shelled almonds are quoted for January delivery; pecans are firm with a tendency for higher prices. The heavy stocks of low-grade teas which have predominated in the British tea market are gradually being reduced as production is cut down. Fine teas of quality continue scarce at high prices. Southern rices continue easy with quotations on spot stocks reduced. The potato market rules easy with prices shaded lower. The flour market is firm with a tendency for higher prices.

Sugar Unchanged

Toronto.

SUGAR.—There is no change in the sugar market. Although the Eastern refiners' list price for granulated is unchanged, sales are being made on a basis of \$11.00 per hundred.

St. Lawrence, extra granulated, cwt.	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Dom. Sugar Refinery, extra granulated	11 21
Canada Sugar Refinery, granulated	12 21

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c. Acadia granulated, advance over basis: gun-

nies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Molasses Market Firm

Toronto.

SYRUPS—Both corn and cane syrups are ruling fairly steady at unchanged quotations. Molasses is firm and unchanged.

Corn Syrups —

Barrels, about 700 lbs., yellow	0 60
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 15
Cases, 5-lb. tins, white, 1 doz. in case	6 85
Cases, 10-lb. tins, white, 1/2 doz. in case	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	5 65

Cases, 5-lb. tins, yellow, 1 doz. in case	6 25
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95
Cane Syrups—	
Barrels and half barrels, lb.	....
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over.	
Cases, 2-lb. tins, 2 doz. in case	7 00 9 60

Molasses—

Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	1 35
New Orleans, bla., gal.	0 50
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60 6 95

Rolled Oats Are Lower

Toronto.

CEREALS—The cereal market is fairly steady with the exception of rolled oats, which are now quoted at \$3.80 per sack, a reduction of 20 cents. The grain market has shown considerable strength which in the opinion of some cereal manufacturers is sure to react on cereals.

	Single Bag Low F.o.b. Toronto
Barley, pearl, 98s	7 75
Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	4 25
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	....
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90s	3 80
Rolled Wheat, 100-lb. bbl.	7 50
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 66s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07
Graham Flour, 98s	5 50
Whole wheat flour	5 25
Wheat kernels, 98s	7 25
Farina, 98s	6 20

Shelled Almonds Lower

Toronto.

NUTS—Shelled almonds for January delivery are quoted at 40 to 45 cents per pound as against 48 to 55 cents for present spot stocks. Pecans are firm at \$1.15 per pound with a tendency for even higher prices in view of the very short crop this year. Nuts in the shell are ruling steady.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	0 25	0 24
Walnuts, Grenobles, lb.	0 22	0 23
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 14	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	9 50	9 50
Cocconut, unsweetened, lb.	6 00	6 00
Do., unsweetened, lb.	0 42	0 42
Do., shred	0 30	0 30
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 55	0 55
Peanuts, Spanish, lb.	0 15	0 15
Do., Chinese, 30-32 to ca.	0 13	0 13
Do., Java	0 14	0 14
Brazil nuts, lb.	1 20	1 20
Pecans, lb.	1 15	1 15

Cabbage, Can., per bbl.	1 25
Carrots, per 75-lb. bag	0 75
Turnips, per 75-lb. bag	0 65
Farnips, bag	1 25
Onions, 100-lb. sack	2 00
Do., Spanish, large crate	6 50
Potatoes, per bag	2 00
Sweet Potatoes, hampers	2 90
Celery, crates, 6 to 7 doz.	4 00
Hot House tomatoes, lb.	0 40
Mushrooms, 3-lb. bskt.	3 00
Cal. Head Lettuce, 4 doz. crate	5 00
Cauliflowers, crate 2 doz.	6 00

Holly \$8.50 a Case

Toronto.
HOLLY—Shipments of holly are now arriving and quoted at \$8.50 per case. Holly wreaths are quoted at \$3.00 to \$3.50 per dozen.

Fruits Hold Steady

Toronto.
FRUITS—There is practically no change in quotations on fruits. The market is holding steady and good supplies are promised for the Christmas trade. The first shipment of Florida navel oranges have arrived, and are all the larger sizes, mostly 64s and 126s and are quoted at \$8.50 per case.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	6 50	7 00
250s	6 75	7 00
288s, 324s	5 00	5 50
Cal. Navels, per case	6 75	8 00
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons	0 09 1/2	
Lemons, Cal.	4 50	
Do., Messina, 30s	4 50	

WINNIPEG MARKETS

WINNIPEG, Dec. 8.—There are not many price changes this week although the markets generally continue with an easy tone. Granulated sugar is holding at \$12.00 and in some cases as high as \$13.25. Syrups, starches and package cereals are unchanged. Bulk cereals are weak, with a tendency for lower prices. Navel oranges are quoted lower with other fruits and vegetables in plentiful supply at unchanged quotations.

Sugar Quoted at \$12.00

Winnipeg.
SUGAR—The refined sugar situation is very irregular. Local wholesalers' quotations for granulated sugar is from \$12 to \$13.25 per cwt. It is now thought that prices are running close to replacement value. Wholesalers and retailers continue to buy on the hand-to-mouth basis.

Syrups Unchanged

Winnipeg.
SYRUPS—There is no change in either corn or cane syrups, the market is steady under a fairly active demand.

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, 1/2 doz. in case	6 95
Cases, 20-lb. tins, white, 1/4 doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 35
Cases, 20-lb. tins, yellow, 1/4 doz. in case	6 35

Pears, Oregon, per box	6 50
Grapes—	
California Emperors	8 50
Do., drums	11 00
Malagas, bbls.	15 00
Apples, Ontario—	
Spies, No. 1s	7 00
Spies, No. 2s	6 00
Baldwins, No. 1s	6 00
Baldwins, No. 2s	5 00
Greenings, No. 1s	6 00
Greenings, No. 2s	5 00
B. O. in boxes	3 85
Granberries, 1/2 barrels	9 50
Pomegranates, half box	4 50
Pineapples, per crate	8 00
Tangerines, Florida	5 75

Flour Market Firmer

Toronto.
FLOUR—The flour market has developed a firmer tone with a tendency for higher prices in view of the higher prices on wheat.

FLOUR—

Patent Firsts, in jute bags, per barrel	11 10
Do., seconds, in jute bags, per barrel	10 60

Honey Unchanged

Toronto.
HONEY—There are no changes on honey quotations. Stocks are fairly large under a limited inquiry.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	0 25	
10 lb. tins, per lb.	0 26	
5 lb. tins, per lb.	0 27	

MAPLE SYRUP—

Pure, 2 1/2s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of 1/2 doz.	23 25

TABLE SYRUP—

Maple flavor, 2 1/2s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of 1/2 doz.	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 25
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

Molasses quotations subject to 5% discount.

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starch Remains Steady

Winnipeg.
STARCH—There has been no change in the starch situation. The market still remains weak.

Cereals Steady

Winnipeg.
CEREALS—Rolled oats, oatmeal and cornmeal are very weak and the market generally has a tendency for lower prices on these lines.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square 2 kts.	4 85	6 25
Do., 18s, case	2 40	3 15
Corn Flakes, 36s, case	3 85	4 15
Cornmeal, 2 doz. case, per case	3 80	4 40
Puffed Wheat, 3 doz. case, case	4 40	5 70
Puffed Rice, 3 doz. case, case	5 70	6 00
Cream of Wheat, 3 doz. case, case	3 00	2 85
Grape Nuts, 2 doz. case, per case	2 85	3 75
Package Peas, 3 doz. case, case	3 75	

BULK CEREALS

Rolled Oats, 80s, per bag	3 55
Do., 40s, per bag	1 85
Do., 20s, per bag	0 96
Do., 10-8s, per bale	4 25
Do., 15-6s, per bale	5 15
Oatmeal, 98s, gran. or stand., bag	5 50
Wheat Granules, 98s, per bag	7 30
Do., 16-6s, per bale	3 00
Peas, whole, green, 100-lb. bag, per bush	4 75
Do., split, yellow, 98s, per bag	3 45
Do., split, yellow, 40s, per bag	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55
Do., Lima, 100-lb. bag, per lb.	0 15 1/2
Barley, Pot, 98s, per bag	5 50
Do., pearl, 98s, per bag	7 00
Cornmeal, 98s, per bag	4 00
Do., 24s, per bag	2 05
Do., 10-10s, per bale	5 10
Buckwheat grits, whole, 99-lb. bags, per bag	10 50

Tea Market Firmer

Winnipeg.
TEA—Teas generally have been marketed below the cost of production. Reports from the London primary tea market state that there has been an advance of 2 to 4 pence per pound on high grade and medium teas. If production of low grade teas is curtailed higher prices no doubt will be expected.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70

JAVAS—

Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Coffee is Firmer

Winnipeg.
COFFEE—High grade coffees in primary markets are reported firmer. Reports from Brazil state that this country has negotiated their loan, and if this is so, coffee no doubt will show a much firmer tendency. At present the market is dull.

COFFEE—

Bio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Santos, lb.	0 42	0 44

COCOA—

In 1-lb., per doz.	6 80
In 1/2-lb., pe rdos.	3 40
In 1/4-lb., per doz.	1 75
In small size, per doz.	1 30

Spice Market Dull

Winnipeg.
SPICE—Spice grinders are buying only for immediate requirements. Spot stocks are being gradually used up.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 33
Do., China, per lb.	0 25
Chillies, per lb.	0 35
Do., No. 1, per lb.	0 33
Cinnamon, Ceylon, per lb.	0 35
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65

Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 00
Mace, extra bright Penang, lb.	0 80
Nutmeg, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 60
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 60
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28

GROUND SPICE	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 16
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Do., No. 1, 4 oz. cartons	1 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Ginger, No. 1, bulk, per lb.	0 65
Do., No. 1, 2 oz. cartons	1 35
Do., No. 1, 4 oz. cartons	2 05
Do., No. 2, bulk, per lb.	0 45
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2 oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 82
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 85
Black pepper, No. 1, 2 oz. cartons	0 85
Do., No. 1, 4 oz. cartons	1 60

Rice Market Weak

Winnipeg. RICE.—The primary rice market continues weak. Lower prices on rice are being looked forward to after the first of the year.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 14 3/4
Do., 50-lb. sacks, lb.	0 14 3/4
Siam, Elephant, 100-lb. bags.	0 11 1/2
Do., 50-lb. bags, lb.	0 11 3/4
Sago, sack lots, 120 to 150 lbs., per lb.	0 10 1/4
Do., in less quantities, lb.	0 11 1/4
Tapioca, pearl, per lb.	0 08 3/4

Canned Goods Unchanged

Winnipeg. CANNED GOODS.—Canned goods have shown no change during the week. It is reported that the sale of canned fruits and fish is only fair while canned vegetables such as peas, tomatoes, and corn are moving more freely.

CANNED FISH	
Shrimps, 1s, 4 doz. case, doz.	2 70
Finnan Haddie, 1s, 4 doz. case.	9 35
Do., 1/2s, 8 doz. case, case	10 50
Herring (Can.), 1s, 4 doz. case, cs	7 25
Do., imported, 1/2s, 100 doz. case	30 00
LoBSTERS, 1/2s, 8 doz. case, doz.	3 35
Do., 1/2s, 4 doz. case, doz.	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60
Do., 2s, 8 oz., 2 doz. case, case	7 60
Pilchards, 1s, tall, 4 doz. case, case	7 35
Do., 1/2s, flat, 8 doz. case, case	10 00
Salmon—	
Sockeye, 1s, tall, 4 doz. case.	per case 22 60
Do., 1/2s, flat, 8 doz. in case.	23 75
Red Spring, 1s, tall, 4 doz. case	15 75
Do., 1/2s, flat, 8 doz. case.	16 25
Coho, 1s, tall, 4 doz. case.	18 00
Do., 1/2s, flat, 8 doz. case.	16 00
Pink, 1s, tall, 4 doz. case.	9 60
Do., 1/2s, flat, 8 doz. case.	11 00
Humpback, 1s, tall, 4 doz. case	8 60

CANNED FRUIT (Canadian)	
Per case	
Apples, 6 tins in case, per case.	8 00
Peaches, 2s, 2 doz. case.	7 15
Cherries, 1s, 4 doz. case.	8 25

Peaches, 2s, 2 doz. case.	7 00	7 65
Pears, 2s, 2 doz. case.	8 30	9 00
Plums, Greengage, 2s, 2 doz. case.	6 45	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case.	5 05	
APPLES—		
Raspberries, 2s, 2 doz. case.	10 50	11 00
Strawberries, 2s, 2 doz. case.	9 75	10 00

CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case.	13 85	
Peaches, 2 1/2s, 2 doz. case.	13 25	
Peaches, sliced, 1s, 4 doz. case.	15 00	
Do., halved, 1s, 4 doz. case.	15 00	
Do., 2s, 2 doz. case.	10 00	
Corn, 2s, 2 doz. case.	3 80	4 20

CANNED VEGETABLES		
Per case		
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75	
Beans, Golden Wax, 2s, 2 doz. case.	4 75	
Beans, Refugee, 2s, 2 doz. case.	4 75	
Pears, 1s, 4 doz. case.	17 00	
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75
Peas, Early June, 2s, 2 doz. case.	4 50	4 80
Sweet Potatoes, 2 1/2s, 2 doz. case.	7 00	
Pumpkin, 2 1/2s, 2 doz. case.	3 00	
Sauer Kraut, 2 1/2s, 2 doz. case.	4 90	
Spaghetti, 2 doz. case.	2 15	
Tomatoes, 2 1/2s, 2 doz. case.	4 00	4 60
Spinach, 2 1/2s, 2 doz. case.	6 75	7 25

Dried Fruits Unchanged

Winnipeg. DRIED FRUITS.—There is a shortage of raisins among all jobbers. The demand is greater than the supply. Currants remain firm and prices are considered reasonable in comparison with raisins. Dates remain steady while other dried fruit continues weak.

DRIED FRUIT		
Evaporated Apples, per lb.	0 18	
Currants, 90-lb., per lb.	0 22	
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15 1/2	0 16 1/2
Dates, Hallowee, bulk, lb.	0 20	
Do., Tunis, bulk, lb.	0 26 1/2	
Do., Package, 3 doz. case, lb.	0 15	
Figs, Spanish, per lb.	0 15	
Do., Smyrna, per lb.	0 23	
Do., black, cartons, per carton	1 00	
Loganberries, 4 doz. case, pkt.	0 85	
Peaches, standard, per lb.	0 25	
Do., choice, per lb.	0 27 1/2	0 28 1/2
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton.	1 68	
Prunes—		
30-40s, 25s, per lb.	0 28	
40-50s, 25s, per lb.	0 26	
50-60s, 25s, per lb.	0 23 1/2	
60-70s, 25s, per lb.	0 20 1/2	
70-80s, 25s, per lb.	0 19	
80-90s, 25s, per lb.	0 17	
90-100s, 25s, per lb.	0 16 1/2	
In 5-lb. cartons, per carton.	1 25	
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 5 doz. to case, per pkg.	0 29	
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27	
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 25	
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 23	
Cal., bulk, seeded, 25-lb. boxes	0 23	
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 23	
Do., bulk., seedless, 25-lb. boxes, per lb.	0 27 1/2	
Apricots, choice, 25s, lb.	0 45	
Do., 10s, lb.	0 47	
Do., Standard, 45s, lb.	0 40	
Do., choice, 10s, lb.	0 42	
Do., fancy, 45s, lb.	0 50	
Do., do., 10s, lb.	0 52	

Shelled Nuts in Demand

Winnipeg. NUTS.—There has been an increased demand in the shelled nut market, especially for Bordeaux shelled walnuts, halves. The more reasonable figures as compared with last year's have appealed to the buyers with the result that walnuts have firmed up considerably. Almonds for future are slightly easier but prevailing prices on spot stocks show no change. The shelled Brazil market re-

mains firm, but importers anticipate a decline after the first of the year. No. 1 Spanish shelled peanut quotations are slightly easier this week.

Flour Unchanged

Winnipeg. FLOUR.—The flour market continues steady with no change in prices. Best quality Manitoba flour is quoted at \$10.85 per barrel, while 98 pound jute sacks are being quoted at \$5.42 1/2.

Navel Oranges Lower

Winnipeg. FRUIT.—Large shipments of navel oranges are arriving and are now being quoted at \$8 to \$8.50 per case. Bananas are arriving more freely and still remain at 15 cents per pound. Japanese oranges have arrived and price quoted for same is \$2.50 per bundle. Winter apples are in good demand.

ORANGES—	
Navel, 176 and smaller, case.	8 50
150s, per case.	8 25
125s, per case.	8 00
Lemons, California, per case.	7 00
FLORIDA GRAPE FRUIT—	
64-72s, 80s and 96s, per case.	8 00
54s, per case.	7 00
Bananas, per lb.	0 15
PEARS—	
Winter Nelles, per case.	5 50
B.C. Wagners, unwrap., per cs.	3 25
10 case lots, per case.	3 15
McIntosh Reds, No. 1, per box.	4 00
Wagners No. 1, per box.	4 00
Delicious, No. 1, per box.	5 25
Do., No. 2, per box.	4 50
Ont. Spys, No. 1, per bbl.	9 50
Baldwins, No. 1, per bbl.	8 50

Vegetables Steady

Winnipeg. VEGETABLES.—California head lettuce and cauliflower are in good demand as well as B. C. celery. Quotations on vegetables remain unchanged.

Cheaper Grade Candy is Now Showing a Reduction

Montreal.—Hard plain candy is cheaper since the price of sugar has come down, but high grade chocolates will not drop in price until after the Christmas trade is over, according to reports from the local manufacturers and retailers. Those confections of which the greater part is sugar are now nearly ten cents a pound cheaper than they were one month ago. Hard candy, which one month ago was sold by one of the large departmental stores in this city at 55 cents per pound, is now quoted at 45 cents and the cheaper chocolates are reduced in price accordingly. The leading chocolate manufacturers in the city state that the gay Christmas boxes of chocolates will cost just about the same this year as they did last. They expect, however, that with the New Year they will be in a position to make reductions in the prices. Some retailers predict that the reduction will be as much as 25 per cent. but the manufacturers refuse to make an estimate as to the effect the reduced price of sugar will have on the cost of chocolates.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 8.—Cluster raisins will be scarce before Christmas, according to several jobbers. Small additional orders have been ordered forward, but some dealers may be disappointed. Currants are also in good demand and very light supply. The demand for jam is particularly light. It is thought that rice prices have hit bottom. In fact prices are now quoted ten dollars a ton higher than last week. There will be no new factor in the rice market till new crops are harvested early next year. Pearline declined 25 cents a case, and Ivory soap and P&G Naptha 50 cents. Smyrna figs have been selling very freely and will likely be cleaned up well in advance of Christmas. The prices range from 25 to 33 cents per pound. The market is bare of Dromedary dates at present, but a shipment will probably be distributed next week. The price is \$8.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 8.—Creamery butter dropped two cents per pound, now quoted 58 cents. Large Ontario cheese is quoted 30 to 31 cents per pound. Lard is down one cent per pound. Cooked hams have been reduced to 58 cents per pound. Soda biscuits in bulk are down two cents per pound. Canned tomatoes 2s are now \$4.25 to \$4.50 per case. Canned peaches 2s are \$7.45 to \$7.90 per case. One brand of canned coffee is down three cents per pound. Manchurian shelled walnuts are 48 cents to 54 cents per pound. Some B.C. new laid eggs are arriving and selling at \$27 per case.

Beans, B.C.	7 25	7 50
Rolled oats, 80s		3 60
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.		13 02
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins		0 30
Do., large		0 29½
Butter, creamery, lb.		0 58
Do., dairy, lb.		0 48
Lard, pure, 2s		18 60
Eggs new laid, local, case		27 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85

Corn, 2s, case	8 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case		4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do., 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10½	0 11
Do., 70-80s	0 13½	0 14½
Potatoes, local, ton		45 00
Walnuts, per lb.		0 30
Pecans, lb.		0 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 8.—There are few price changes on the local markets this week. The trade is buying light, but prospects are encouraging for Christmas business. Cornmeal is lower, granulated now quoted at \$4.60 and ordinary at \$3.30. Pure lard is down slightly, now quoted at 30 cents. Fresh eggs have advanced to 90 cents per dozen and storage to 75 cents.

Flour, No. 1 patents, bbls., Man.	13 35
Cornmeal, gran., bags	4 60
Do., ordinary	3 30
Rolled oats	10 50
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	15 00
Molasses	1 15
Sugar—	
Standard, granulated	11 10
No. 1, yellow	10 35
Cheese, N.B.	0 29½
Eggs, fresh, doz.	0 90
Do., case	0 75
Lard, pure, lb.	0 30
Do., compound	0 21½
American clear pork	54 00
Tomatoes, 2½s, standard, case	4 20
Beef, corned, 1s	4 00
Breakfast bacon	0 42
Butter, creamery, per lb.	0 65
Do., dairy	0 60
Do., tub	0 58
Peaches, 2s, standard, case	7 15
Corn, 2s, standard, case	3 90
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Potatoes, per bbl.	3 50
Lemons, case	6 00
Oranges, case	9 00
Bananas, lb.	0 13
Grapefruit, case	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 8.—There are few changes reported in the markets. Different grades rice quoted \$9.50 to \$12.50.

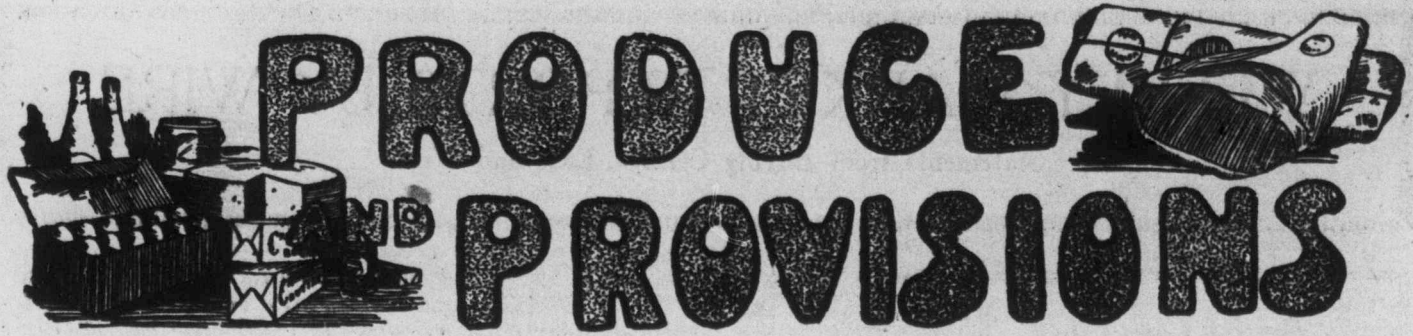
Tapioca takes a further drop of \$2, making present price \$13. Rolled oats show a decrease of 10 cents per bag. Potatoes remain firm at \$2. White beans are selling at \$4.25, a reduction of 25 cents. Molasses, which has been showing a downward trend, is now \$1.15 per gal.

Flour, No. 1 patents, bbl.	14 50
Cornmeal, bags	3 50
Rolled oats, per bag	4 90
Rice, Siam, per 100 lbs.	9 50
Tapioca, 100 lbs.	13 00
Molasses (extra fancy Barbadoes)	1 15
Sugar, standard, granulated	11 00
Do., No. 1, yellow	10 25
Cheese, Ont., twins	0 28
Eggs, fresh, doz.	0 90
Lard, compound	0 22½
Lard, pure, lb.	0 31
American clear pork, per bbl.	52 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 50
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 40
Roll bacon	0 35
Butter, creamery, lb.	0 57
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 30
Corn, 2s, standard, doz.	2 90
Peas, standard, doz.	1 92½
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	
Do., Pinks	9 00
Do., Cohoes	15 00
Do., Chums	7 00
Evaporated apples, per lb.	0 16
Dried Peaches, per lb.	0 29
Potatoes, Natives, 90-lb. bag	2 00
Beans, white	4 25
Do., yellow eye	7 25
Bananas, lb.	0 10½
Lemons, Cal.	9 00
Oranges, all sizes	11 00
Grapefruit, Florida, case	6 50
Do., Jamaica	5 50
Apples—	
Kings, No. 1	7 00
Do., No. 2	6 50
Do., Dom.	6 55
Do., No. 3	4 50
Oats, per bush.	1 05

MORE ARTICLES ADDED TO LIST OF EXEMPTIONS FROM SALES TAX

Ottawa, Dec.—More articles have been added to those exempt from sales tax. They are: Bread, yeast, salt, malted foods for infants' use, real estate and buildings, hominy, cooked meats not canned, gluten flour, rolled wheat, poultry feed, stearine, oleo oil, cotton seed oil and corn oil, when used in the manufacture of oleomargarine or any substitute for butter, or as a substitute for lard or for the production of cottolene; edible tallow, for use solely in the production of butter or any substitute therefor, or as a substitute for lard, jams, jellies, marmalade, and preserves; bees, manila fibre, for use only in the manufacture of rope for holding traps in lobster fisheries.

The above exemptions apply only to articles sold on or after November 26th, and are not retroactive.



PRODUCE AND PROVISIONS

Fish and Produce Men Oppose Increase

Believe That Prices of Fish and Produce Will Be Affected if Express Increase of Forty Per Cent. is Granted—A. H. Brittain of Maritime Fisheries Appears Before the Board.

MONTREAL, Dec. 8.—(Special)—The interests of the produce merchants of Eastern Canada were represented before the Railway Board in Ottawa at the hearing of the Dominion Express Company's application for a forty per cent. increase in express rates by A. H. Brittain, president of the Maritime Fish Corporation, and by H. R. Gray, manager of Gunn, Langlois, Montreal. The general opinion among the merchants in this city is that certain concessions with regard to express rates should be made to the Dominion Express Company but that the forty per cent. increase is too big an addition to the cost of handling food products.

Will Hurt the Industry.

The producers of fish on the Atlantic Coast, as represented by Mr. Brittain, before the Railway Commission, objected to the increase in rates on fresh and mildly cured fish from the Atlantic Coast, on the grounds that the product is a low priced food, intended for the masses; that the increase of forty per cent. on the present commodity rates will practically kill the development of this industry between the Atlantic Coast and the large centres in Quebec and Ontario. The producers of fish on the Atlantic Coast are in accord with the suggestion issued by the Board of Railway Commissions in March last, in reference to the commodity rates.

In speaking to a Canadian Grocer representative Mr. Brittain stated that the express rate on fish, since fish is selling at such a low price, is equal to between twenty-five per cent. and forty per cent. of the value of the product. Therefore, the cost of the fish to the retailer is made up of at least twenty-five per cent. or thirty per cent. by the express. An additional forty per cent. to this cost would so boost the price of fish that Mr. Brittain claims the fresh fish industry would be killed. "Already the fishing industry is in a serious condition," continued Mr. Brittain, "since

the prices obtained by the fishermen are so very low. There is no doubt that a further increase in the cost of putting the fish on the market would only curtail the sale of the fish and cut down what little revenue the fishermen have at the present time.

Fishermen Seek Help

"In some parts of Canada the fishermen have found it necessary to approach the Government for help and in other cases they have been forced to sell out their equipment. It is interesting to note that on some lines of merchandise, particularly millinery, dry goods, and such lines, the express rates only total from one per cent to one and one-half per cent. of the cost. In the application of the Dominion Express Company to the Railway Commission, the company did not or was unable to state what proportion of the increased cost of their service was charged against the handling of food products."

There is an interesting feature in the application of the Dominion Express Company in that 63 per cent. of the earnings go to the Canadian Pacific Railway for their share in the cost of carrying on this express service. The Canadian Express Company pay fifty per cent. of their earnings to the Canadian National while the National Express Company pay forty per cent. of their earnings to the railway for carrying their goods.

Bad for Trade in Produce Lines

In substantiating the claims made by the produce merchants against an increase in express rates, Mr. Brittain claimed that the increased rates would seriously damage the business done in many of the produce lines which have to be handled by express. Mr. Brittain said: "I am ready to admit that the value of all commodities has very greatly increased since the commodity rates first came in, and that one of the elements in rate making relates to the value of the commodity carried and to the increased risk undertaken. Or articles of daily necessities,

there is no difficulty in the express company justifying a reasonable increase. I do not think, however, that the matter ought to be considered at the moment. The company will obtain a fair measure of increase in their first and second class rates. That increase, it is hoped will prove sufficient to properly maintain the company and the business, but whatever increase is placed on these commodities would form a reason (a comparatively small one it is true in most instances but still a reason), for further increase in the charge made to the consumer."

From the Standpoint of the Fish Companies

In expressing the attitude taken by the fisheries in particular Mr. Brittain said: "If it is found that the express companies require further revenue, the producers of Atlantic sea fish feel that this revenue should be placed on articles of general merchandise, placed on the list of the first class commodities where the increase would not be materially felt, and not on low priced food commodities such as fresh and mildly cured fish from the Atlantic coast, which is the food of the public, who cannot afford to buy high priced food products. In the last judgment issued by the Board, the delivery service performed by the express companies at point of destination was cancelled and the rates on carload service are now exclusive of wagon service, whereas in the past the express company performed this service. It is claimed by the express companies, that this cartage service at points of origin and destination was a source of great expense to them and this in itself meant considerable savings to the express companies involved. The movement of fish by express is absolutely necessary to the welfare of this great natural resource, also to effect regularity in the movement which is not feasible by freight shipment. For this reason I feel that it is to the interest of the fishing industry,

the grocer and the retail merchants who handle the fish, and of the consumer, that this forty per cent. increase in the freight rate and consequently a proportional increase in the cost to the consumer, should not be allowed since it is detrimental to the people of Canada and

to our natural resources. If the grocers and those interested in this business would stand together and express strongly their opinion in this matter it would do much to prevent this increase from being permitted by the Railway Board."

November Fish Trade Shows Increase

More Grocers Are Now Stocking Fish, is the Principal Reason for the Gain—Also the Fact That a Great Many New Varieties Are Being Offered.

Written by D. B. DRYSDALE

THE month just passed, which really marks the start of the fish season, as compared with the corresponding month for last year has shown a very appreciable increase in business.

This may be due to various causes, but possible the most reasonable one is that a great many more grocers are carrying a stock of fish. Then again this season there are no less than seventeen new varieties, which gives the retailer a better chance to serve one's appetite.

The New Varieties.

These new lines are made up as follows: Pan frozen yellow pickerel, Manitoba pan frozen whitefish, rainbow salmon, fresh frozen mackerel, sweet briar fillet, Restigouche salmon, Scotch kippers, fresh frozen haddock, pickled lake herrings, fancy fat Cape Breton salt mackerel, English plaice, fresh frozen Georgian Bay whitefish, goldeyes, fresh frozen Lake Ontario whitefish, new single frozen sea herrings, and large fresh frozen lake herrings.

The higher price of whitefish is, no doubt, due to the strike of the fishermen while the run was on.

The first day of December marks the start of the Advent season, both Wednesday and Friday are special fast days throughout this season which continues until the 24th of the month.

Considerable difficulty is sometimes caused in filling orders for salmon, owing to the fact that although there are only six different kinds caught on the Pacific coast each one is known by possibly two or three names. Now British Columbia Chinn salmon has been known to the trade in Ontario for the last 20 years as Qualla. Red Springs known in Washington and Oregon as Chinooks, and in Northern British Columbia as King salmon. White springs are also known as Pink Chinook and Royal Chinook; Cohoes, in some localities called Silvers; Sockeyes, used exclusively for canning, and having several local names, and Humpbacks, small quantities used in fresh and frozen state, but nearly all canned, also known as Pinks and Humps.

Each individual variety varies slightly in size, outside appearance and color or meat, according to the locality and season in which they are caught.

Yield of Turnips and Other Roots

The total yield for Canada of turnips and other roots is estimated at 114,081,000 bushels from 290,286 acres, as against 112,288,600 bushels from 317,296 acres in 1919.

Hay and clover yield was 13,378,800 tons from 10,379,292 acres as compared with last year's record total of 16,348,000 tons from 10,595,383 acres. The yield per acre this year is 1.30 tons as compared with 1.55 tons last year and 1.50 tons the decennial average.

The total area under root and fodder crops, including potatoes, turnips, etc., hay and clover, alfalfa, fodder corn, and sugar beets amounted to 12,317,943 acres, as compared with 12,494,584 acres in 1919. The total value of these crops at local prices paid to farmers was \$594,634,500 as compared with \$560,151,800 for 1919.

MEAT EXPORTS SHOW BIG DROP IN VALUE DURING LAST YEAR

Exports of meat from Canada for the year ending October show a decrease compared with last year of the large total of 127,829,500 pounds. The decrease represents a value of over \$48,000,000 on the year's trade. The export figures for two years, reported by the Dominion Bureau of Statistics, are given below:

Bacon and Ham..	1919	208,906,038 lbs.
	1920	148,674,000 lbs.
Pork	1919	18,002,313 lbs.
	1920	4,851,200 lbs.
Beef	1919	129,944,411 lbs.
	1920	85,916,000 lbs.
Canned Meats ...	1919	11,398,393 lbs.
	1920	980,458 lbs.

There was an offset of rather less than a million dollars in the increase of "other meats" exported, a classification that includes game and poultry.

Comparative Yields of Potatoes and Turnips

Potato Harvest in Canada This Year Totals 138,527,000 Bushels as Compared With 125,574,900 Bushels Last Year—Some Figures on Turnips Too.

THE potato harvest in Canada this year totals 138,527,000 bushels, from an area of 784,544 acres, as compared with 125,574,900 bushels from 818,767 acres in 1919. The average yield per acre for 1920 was 176½ bushels, which compared with 153½ bushels last year, and with 146 bushels the decennial average for the period 1910-19. By provinces the yield per acre of potatoes is well over the decennial average throughout the Maritime Provinces, Quebec and Ontario. In the western provinces the yield per acre is below average for Manitoba, Saskatchewan and British Colum-

bia, but is above average for Alberta. In Manitoba the potato season was particularly poor, and the average yield per acre was only 91 bushels, as against 126 bushels last year, and 156 bushels, the decennial average.

Total Value \$134,693,000

The total value to the farmers of the potato crop of Canada is estimated at \$134,693,000 as compared with \$118,894,000 in 1919, the price per bushel ranging from 65 cents in Prince Edward Island, to \$1.39 in Manitoba. For all Canada the average price per bushel is 97 cents, as against 95 cents last year.

SHORTAGE OF FLOUR REPORTED IN NEWFOUNDLAND

St. John's, Nfld., Dec.—Owing to the falling markets and the general depression prevailing here, Newfoundland is faced with a serious shortage of flour this month, before its end. Imports have been smaller than usual, and the shortage on November 30 amounted to 40,000 barrels.

Included in the imports were large shipments from Montreal, and the closing of navigation from there will considerably reduce future shipments.

It is estimated that the shortage at the end of December will be about 100,000 barrels, as compared with normal years. Distributions around the extensive seaboard of this colony after New Year's Day will be difficult, and some remote settlements will have but a meagre supply until Spring.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 8.—Lower quotations are made on hogs this week as a result of the continuing improved supply. This has affected the whole pork market and in sympathy with it lower quotations are made on smoked meats. Wiltshire bacon is quoted one cent per pound lower throughout. Lower prices are also given on cooked meats as far as pork is concerned. A weakness is also lent to the lard market which is reflected on shortening also. There is, however, no change in the prices quoted on the last two mentioned. Butter is unchanged but shows weakness. This is also the case with cheese. The egg market is unchanged and holds at the high quotations which, however, are not as high on strictly fresh eggs as they were at this date last year. There is no change in the fish market. Poultry quotations are unchanged and there is reported an excellent demand on this market.

Lower Prices on Pork

Montreal. **FRESH MEATS**—This week has shown a further decline in the prices paid for hogs on the local market. This drop amounts to from 1¼ to 1½ cents per pound on hogs weighed off the cars. There has been a very good offering of hogs lately and this is mainly responsible for the decline. Quotations are now from \$16.00 to \$16.25 per cwt. There is little or no change in the beef market. Offerings locally are still light but western cattle are arriving in sufficient numbers to meet the demands. There is no change in these quotations.

FRESH MEATS			
Hogs, live (selected)	0 16	0 16½	
Hogs, dressed—			
Abattoir killed, 65-90 lbs.	0 23	0 29	
Fresh Pork—			
Legs of pork (foot on)	0 33		
Loins (trimmed)	0 38	0 39	
Bone trimmings	0 28	0 28	
Trimmed houlders	0 28	0 29	
Untrimmed	0 26½		
Pork sausage (pure)	0 25		
Farmer sausage	0 20		
Spring lamb, carcass	0 22	0 26	
Fresh sheep, carcass	0 16	0 18	
Fresh Beef—			
(Cows)		(Steers)	
\$0 16 \$0 23	—Hind quarters..	\$0 18 \$0 26	
0 10 0 14	..Front quarters..	0 10 0 16	
0 24 0 34	Loins	0 30 0 42	
0 16 0 26	Ribs	0 16 0 30	
0 10 0 14	Chucks	0 10 0 16	
0 20	Hips	0 23	
Calves (as to grade)	0 18	0 30	

Lower Prices on Barrel Pork

Montreal. **BARRELLED MEATS**—While there is not a very big demand at the present time for barrelled meats there is a decline this week in the price quoted on barrelled pork amounting to fifty cents per barrel. This is due to the general reductions on the price of pork.

BARRELLED MEATS	
Barrel Pork—	
Canadian short cut (bbl.), 30-40 pieces	56 00
Clear fat backs (bbl.), 40-50 pieces	48 50
Heavy mess pork (bbl.)	38 50
Plate Beef	25 00
Mess Beef	23 00

Lower Prices on Bacon

Montreal. **SMOKED MEATS**—In sympathy with

the lower quotations on hogs this week there are a number of reductions in the quotations made on smoked meats. A reduction of one cent per pound is quoted on all Wiltshire bacon, on some S. P. breakfast bacon the reduction is as much as four cents per pound and averages two and one-half cents. Eight to ten pound hams are selling as low as 38 cents per pound. Smoked breakfast bacon is selling at from 37 to 45 cents per pound.

BACON—			
Breakfast, best	0 37	0 45	
Smoked Breakfast	0 46	0 47	
Cottage Rolls	0 38	0 38	
Picnic Hams	0 30	0 30	
Wiltshire	0 43	0 46½	
MEDIUM SMOKED HAMS—			
Weight, 8-14, long cut	0 38		
Do., 14-20	0 38		
Do., 20-25	0 32		
Do., 25-35	0 29		
Over 35 lbs.	0 28		

Pork Tongue Lower

Montreal. **COOKED MEATS**—There is a noticeable falling off in the demand for cooked meats at this season. On account of the easier feeling throughout the pork market and the smaller demand for cooked meats there are a number of lower quotations made this week. Jellyed pork tongues are reduced five cents. Bologna is reduced also.

Jellyed pork tongues	0 40
Jellyed pressed beef, lb.	0 37
Ham and tongue, lb.	0 42
Veal	0 33
Hams, cooked	0 61
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 63

Shortening Prices Hold

Montreal. **SHORTENING**—Following the lead of the lard market the shortening quotations are unchanged, but reflect the uneasy feeling that is a result of the lower quotations on hogs and as might be expected a weaker feeling throughout the pork market.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 21½

Tubs, 50 lbs., per lb.	0 22
Pails, 20 lbs., per lb.	0 22½
Bricks, 1 lb., per lb.	0 24

Butter Prices Steady

Montreal. **BUTTER**—The butter market is practically unchanged this week. The demand for the local trade is only reported as fair. The butter market has been rather weak of late.

BUTTER—		
Creamery prints, qual., new..	0 53	0 54
Do., solids, quality, new....	0 52	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	0 49	

Cheese Market Unchanged

Montreal. **CHEESE**—Following the easier prices quoted on cheese last week there is no change and local quotations are steady. The demand for exportation has fallen off slightly.

CHEESE—		
New, large, per lb.	0 27	
Twins, per lb.	0 27	
Triplets, per lb.	0 27	
Stilton, per lb.	0 37	
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Eggs Cheaper Than Year Ago

Montreal. **EGGS**—There is no change this week in quotations made on eggs. The market locally remains firm, but reports show that the export market is weaker. It is interesting to note that quotations are lower on strictly fresh eggs than they were a year ago this date but the quotations on other grades are higher. In December, 1919, strictly fresh eggs were quoted at from 90 cents to \$1.00 per dozen, as against 85 to 90 cents this year.

EGGS—		
Strictly fresh	0 85	0 90
Selects	0 70	
No. 1	0 66	

Lard Market Weak

Montreal. **LARD**—There is no change in the lard market this week. The demand is reported as somewhat limited for supplies and trade is rather quiet. The price is steady, but in view of the still lower quotations on hogs it is not unlikely that the lard market will be similarly affected.

LARD—		
Tierces, 360 lbs.	0 26	0 28½
Tubs, 60 lbs.	0 27	0 29
Pails, 20 lbs.	0 27½	0 29½
Bricks	0 31	

Good Demand for Poultry

Montreal. **POULTRY**—There is no change in the quotations on poultry this week. The supply and the demand are both very good.

POULTRY—		
Turkeys, per lb.	0 48	0 52
Chickens	0 35	0 40
Fowl	0 25	0 33
Roosters	0 25	0 25
Ducks	0 30	0 35

No Change in Fish Prices

Montreal. **FISH**—There is no change this week

in the fish quotations. The demand for fish is very good indeed and supplies are arriving freely. The list of fresh fish is cut down but there is an increased demand for fresh and cured fish.

FRESH FISH		
Haddock	0 08	0 08
Steak cod	0 10	0 11
Market cod	0 07	0 07
Flounders	0 10	0 10
Live Lobsters	0 60	0 60
Halibut, med.	0 24	0 24
Do., chicken	0 17	0 17
Perch	0 15	0 15
Fresh eels, per lb.	0 15	0 15
Fresh herrings, each	0 07	0 07
Doree	0 20	0 20
Fresh Herrings	0 06	0 06
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 16	0 23
Maakerel	0 15	0 16
Pike, headless and dressed	0 14	0 14
Market Cod	0 00	0 06 1/2

Sea Herrings	0 06	0 07
Salmon dr., Spring	0 25	0 25
Salmon, Cohoes, round	0 20	0 20
Salmon, Qualla, hd. and dd.	0 11	0 11
Whitefish	0 21	0 21
SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	16 00
Sardines, half barrel	5 00	5 00
Salted Trout, half barrel	12 00	12 00
Salted Salmon, barrel	27 50	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box	0 14	0 14
Fillets, 15-lb. box	0 19	0 19
Smoked Herrings	0 24	0 24
Kippers, new, per box	2 15	2 15
Bloaters, new, per box	2 00	2 00
Smoker Salmon	0 35	0 35
BULK OYSTERS		
Standard, No. 1, can	3 00	3 00
Do., No. 3, can	3 75	3 75
Selects, No. 1, can	3 50	3 50
Selects, No. 3, can	11 00	11 00
Jars, 1 doz. box	6 50	6 50
Do., 2 doz. box	12 50	12 50

Wiltshire, middle	0 43 1/2	0 43 1/2
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 29	0 29
Do., av. 80-90 lbs.	0 26	0 26
Clear bellies, 15-30 lbs.	0 31 1/2	0 31 1/2
Fat backs, 10-12 lbs.	0 23	0 23
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	38 00	38 00
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.—		
Lightweight	58 00	58 00
Heavy	55 00	55 00
Above prices subject to daily fluctuations of the market.		

Cooked Hams Lower

Toronto.
COOKED HAMs.—Cooked hams have shown another reduction during the week, now quoted at 59 cents. Boiled shoulders are also down, now quoted at 49 cents per pound. Jellied ox tongues are reduced to 63 cents per pound. Other cooked meats are unchanged.

Boiled hams, lb.	0 59	0 59
Boiled shoulders	0 49	0 49
Head cheese, 6s, lb.	0 17	0 17
Choice jellied ox tongue, lb.	0 63	0 63
Jellied calves tongue	0 56	0 56
Ham bologna, lb.	0 20	0 20
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Market Easy

Toronto.
BUTTER.—The butter market continues easy with a reduction of two cents per pound on the best grade creamery which brings the price down to 56 cents. Some dealers express the opinion that prices will be again reduced in view of the large stocks on hand and the lack of export business.

BUTTER—		
Creamery prints	0 53	0 56

Egg Market Firm

Toronto.
EGGS.—The market for eggs is quite strong with a tendency for higher prices. United States storage eggs continue to arrive for local consumption. Few new laids are offered, with quotations 90 cents to \$1 per dozen.

EGGS—		
Selects	0 76	0 76
No. 1	0 68	0 68
Extra selects in cartons	0 78	0 78
Prices shown are subject to daily fluctuations of the market.		

Cheese Half Cent Lower

Toronto.
CHEESE.—The cheese market is quiet with quotations down one-half cent per pound.

CHEESE—		
Large, per lb.	0 26	0 26
Twins, 1c higher than large cheese. Triplets, 1 1/2c higher than large cheese.		

Lard Down One Cent

Toronto.
LARD.—The lard market continues weak. Quotations are again reduced one cent per pound, bringing the price on one pound prints down to 28 cents and on the tierce basis 25 cents per pound.

LARD—		
1-lb. prints	0 28	0 28
Tierces, 400 lbs.	0 25	0 25
In 60-lb. tubs, 1/2 cent higher than tierces, pails 3/4 cent higher than tierces, and 1-lb. prints, 2c.		

Shortening Market Easy

Toronto.
SHORTENING.—In sympathy with the easy and lower price on hogs and

ONTARIO MARKETS

TORONTO, Dec. 8.—Reductions are again announced on hogs and all hog products during the week. Fresh pork cuts are down one to two cents per pound. Smoked meats are lower, the reduction on some cuts is as much as six cents per pound and on others varies from one cent and upwards. Boiled hams and shoulders are down three cents per pound. Shortening is one half cent lower and lard one cent lower. Live hogs continue weak and it is expected that quotations will be again reduced before the week is ended. Beef is holding firm under light receipts of the previous week. Dealers expect that the run of Christmas cattle will commence next week and are looking for slightly higher prices on this grade. Butter continues easy with quotations down two cents. Eggs are firm with a tendency for higher prices. Fish and poultry are arriving freely with quotations unchanged.

Pork Cuts Further Reduced

Toronto.
FRESH MEATS.—Following the declining market on live hogs, a further reduction of from one to two cents per pound is announced on fresh pork cuts. The present price on pork loins is 40 1/2 cents per pound as against 45 cents two weeks ago. Live hogs declined another dollar during the week under a fairly heavy run. As we go to press the market for hogs is holding at \$14.75 per hundred on the fed and watered basis, but it is predicted that lower prices will prevail before the week is out. Receipts of cattle at the Union Stock Yards were very light during the week, only amounting to about half the previous week. The general opinion expressed by dealers is that the bulk of the poor grade grass fed cattle is cleaned up and that farmers having good grades are holding them back for the Christmas trade, which is expected to open during the next week. The market for beef is firm and slightly higher prices are expected.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	16 00	16 00
Live, fed and watered, per cwt.	15 75	15 75
Live, f.o.b., per cwt.	14 50	14 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 29 1/2	0 29 1/2
Loins of pork, lb.	0 40 1/2	0 40 1/2
Fresh hams, lb.	0 31 1/2	0 31 1/2
Tenderloins, lb.	0 63	0 63
Spare ribs, lb.	0 21	0 21
Picnics, lb.	0 23	0 23

New York shoulders, lb.	0 27 1/2	0 27 1/2
Boston butts, lb.	0 33	0 33
Montreal shoulders, lb.	0 27 1/2	0 27 1/2
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 24
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 15
Above prices subject to daily fluctuations of the market.		

Cured Meats Down Again

Toronto.
PROVISIONS.—A reduction of from one to six cents per pound is noted all along the line of provisions. The largest reductions are on the heavy cuts, for instance, smoked hams weighing from 20 to 35 pounds are quoted at 32 cents per pound as against 38 cents last week, while small hams are quoted at 39 cents as against 42 cents last week. The market is weak, coinciding with the condition of the hog market.

Hams—		
Small, to 12 lbs.	0 39	0 39
Medium, 12 to 30 lbs.	0 37	0 37
Large, 20 to 35 lbs. each, lb.	0 32	0 32
Heavy, 35 lbs. and upwards	0 29	0 29
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.	0 67	0 67
Bacon—		
Breakfast, ordinary, per lb.	0 44	0 44
Breakfast, special trim	0 57	0 57
Roll, per lb.	0 28 1/2	0 32 1/2
Wiltshire (smoked sides), lb.	0 37 1/2	0 37 1/2
Wiltshire, three-quarter cut	0 42 1/2	0 42 1/2

WINNIPEG MARKETS

cotton seed oil, shortening prices are further reduced. One pound prints are now quoted at 23 cents per pound, a reduction of one-half cent. On the tierce basis quotations are unchanged.

SHORTENING—

1-lb. prints	0 23
Tierces, 400 lbs.	0 19
In 60-lb. tubs $\frac{1}{2}$ cent higher than tierces, and in	
20-lb. pails $\frac{3}{4}$ cent higher than tierces.	

Margarine Unchanged

Toronto.

MARGARINE.—The margarine market is holding fairly steady. Quotations are unchanged.

MARGARINE—

1-lb. prints, No. 1	0 35
Do., No. 2	0 35
Do., No. 3	0 30
Nut Margarine lb.	0 35

Fish in Brisk Demand

Toronto.

FISH.—Supplies of fish are arriving freely with a brisk demand for all lines. Quotations are unchanged.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.		0 09
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium m.	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins		4 20
No. 3 tins		12 30
No. 5 tins		20 00
Glass jars, doz.		6 50
Shell Oysters—		
600 count, per bbl.		20 00
800 count, per bbl.		18 00

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	0 08	0 09
Do., headless and dressed		0 09
Salmon, Cohoe	0 23	0 24
Do., Red Spring	0 28	0 28
Sea Herring	0 07 $\frac{1}{2}$	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 12	0 13
Fillets, lb.		0 13
Kippers, box	2 25	2 75
Bloaters		3 00
Boneless Digbys, box		2 00
Bundies, Digby		1 20
Ciscos, lbs.		0 22
Salmon Snacks, lb.		0 24

PICKLED FISH

Labrador Herrings, kegs, 100 lbs.	6 50
Do., bbl., 20 lbs.	12 00
Do., pails, 20 lbs.	2 25
Salt Mackerel, 20-lb. kit.	3 25
Holland Herrings, Milchers	1 35
Do., mixed	1 25

Poultry Prices Unchanged

Toronto.

POULTRY.—Receipts of both live and dressed poultry are reported heavy and a large proportion of the arrivals is moving into the freezers. Turkeys are fairly plentiful and it is thought that prices will remain around present quotations for the Christmas trade.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	\$0 38	\$0 45
Roosters	0 18	0 21
Fowl, over 5 lbs.	0 25	0 28
Fowl, 4 to 5 lbs.	0 21	0 25
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 25	0 30
Guinea hens, pair.	1 25	1 50
Spring chickens, live.	0 20	0 27

Prices quoted to retail trade—

	Dressed
Hens, heavy	0 30
Do., light	0 26
Chickens, spring	0 30
Duckling	0 30

WINNipeg, Dec. 8.—There has been very little change in the provision and produce market during the week.

Wholesalers and retailers report that the demand is fairly active. Little or no change has been reported on quotations for fresh meats. Hog packers were bidding \$13.50 for selects, this is a decline of 25 cents from last week. Cooked meats have shown a slight decline and a very good demand is reported for this time of the year. Cooked hams are quoted from 59 $\frac{1}{2}$ to 61 $\frac{1}{2}$ cents per pound, while bacon is lower. The butter market remains steady with the best grade creamery butter selling at 60 cents per pound. The egg market continues to hold firm, and new laid eggs are being quoted at 80 to 85 cents per dozen. The cheese market is unchanged. Poultry receipts are heavier with no change in prices. The fish trade is reported brisk and prices are well maintained.

Fresh Beef Firmer

Winnipeg.

FRESH MEATS.—Trading on the cattle market at the Union Stock Yards found sales being completed at prices generally the same as last week's, there being little or no change reported in quotation. Choice heifers were in demand, while fair to good kinds also found a ready market. The sheep and lamb market was active at firmer prices. Hog packers were bidding \$13.50 for selects, this being a decline of 25 cents.

HOGS—

Selected, live, cwt.	13 50
Heavy, cwt.	10 50
Light, cwt.	11 50
Sows, cwt.	6 00

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 24	0 29 $\frac{1}{2}$
Spare ribs, lb.		0 23 $\frac{1}{2}$
Loins of pork, lb.	0 36 $\frac{1}{2}$	0 39 $\frac{1}{2}$
Fresh hams, lb.	0 26	0 31 $\frac{1}{2}$
Picnics, lb.		0 26 $\frac{1}{2}$
Shoulders, lb.	0 23	0 27

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18

Mutton—

Choice, lb.	0 16
Lamb—	
Choice, 30-45 lbs., lb.	0 23

Cooked Meats Lower

Winnipeg.

COOKED MEATS.—Cooked hams are quoted from 59 $\frac{1}{2}$ to 61 $\frac{1}{2}$ cents per pound with roast ham at 61 $\frac{1}{2}$ cents. Cooked shoulders are now quoted at 46 cents per pound. Jellied ox and pork tongues with a limited supply on hand remain unchanged in price.

Hams, best quality, skinned, lb.	0 61 $\frac{1}{2}$
Do., roast, lb.	0 61 $\frac{1}{2}$
Bolled shoulders	0 49
Head Cheese, in 1-lb. tins	0 18
Jellied Beef, Tongue, lb.	0 65
Jellied Pork Tongue, lb.	0 61 $\frac{1}{2}$
Baked Luncheon Loaf, lb.	0 28

Bacon Prices Lower

Winnipeg.

PROVISIONS.—Good quality hams have declined during the week and are now quoted from 40 $\frac{1}{2}$ cents to 43 cents per pound. Boneless hams are quoted at 46 $\frac{1}{2}$ cents, while skinned are bringing from 41 $\frac{1}{2}$ to 44 cents according to weight. Bacon still remains scarce and best quality is now 64 $\frac{1}{2}$ cents per pound. Boneless cottage rolls are quoted at 40 $\frac{1}{2}$ cents per pound.

8 to 16 lbs., per lb.	0 48
16 to 20 lbs., per lb.	0 46 $\frac{1}{2}$
Boneless, 8 to 15 lbs., per lb.	0 46 $\frac{1}{2}$

Skinned, 14 to 18 lbs., per lb.	0 44
Do., 18 to 22 lbs., per lb.	0 41 $\frac{1}{2}$
BACON—	
Backs, 5 to 12 lbs., smoked	0 64 $\frac{1}{2}$
Do., 12 to 16 lbs., smoked	0 64 $\frac{1}{2}$
Do., 10 to 14 lbs., skinned and	
peamealed	0 63 $\frac{1}{2}$
Do., 4 to 10 lbs., sliced	0 66
Cottage rolls, boneless	0 40 $\frac{1}{2}$

Butter Market Steady

Winnipeg.

BUTTER.—The butter market continues steady, best grade creamery is now 60 cents per pound, with the lower grades around 53 cents. The dairy butter situation remains unchanged.

BUTTER—

Creamery, best table grade	0 60
Dairy, best table grade	0 50
Margarine	0 37

Lard and Shortening Steady

Winnipeg.

LARD.—There is no change in the lard and shortening market since the decline which was reported in our last week's issue.

Pure Lard, No. 1, quality, per lb.	0 28 $\frac{1}{2}$
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails	6 30
Shortening, wooden pails, 20-lb. pails	
per pail	4 30
Shortening, tierces of 400 lbs., per	
lb.	0 19

Eggs Are Firmer

Winnipeg.

EGGS.—The egg market continue to hold firm. Fresh new lays from the country are very scarce and are quoted at 80 to 85 cents per dozen. Storage eggs are being heavily drawn on for local consumption. Farm eggs are now quoted at 70 cents per dozen, with candled eggs remaining firm at 63 cents.

Cheese Unchanged

Winnipeg.

CHEESE.—The cheese market continues unchanged. Large cheese is quoted at 28 $\frac{1}{2}$ cents per pound. Twins are $\frac{1}{2}$ cent higher than large, and triplets $\frac{3}{4}$ of a cent higher than large. Stilton is being offered to the trade at 32 cents per pound.

Ontario, large, per lb.	0 28 $\frac{1}{2}$
Do., twins, per lb.	0 29
Manitoba, large, per lb.	0 27
Do., twins, per lb.	0 27 $\frac{1}{2}$

Poultry Receipts Heavy

Winnipeg.

POULTRY.—Chickens, ducks, geese and turkeys are arriving very freely and the demand is exceptionally good. There is no change in prices.

Smoked Hams For Christmas Trade—

Means Big Business

This is the season to feature Smoked Hams. There should be one in every home, for they are one of the most reasonable of Smoked Meats, and are usually identified with Christmas. Try a shipment now, so that you will be in a position to supply the Christmas demand.

Be sure you get—

DAVIES' "SUNSET BRAND" HAMS

A truly mild cured Ham, which has that fine rich flavor which soon makes itself a general favorite in the household. You will find real profit in the sale of this line. We are also makers of

"DIALSTONE BRAND" BACON

Write us for prices and particulars;
or ask our salesman when he calls.

THE **DAVIES** COMPANY
WILLIAM LUMES

MONTREAL

TORONTO

HAMILTON

Say!



If you're not selling
"EASIFIRST SHORTENING"

—you're missing a lot of easy profit. EASIFIRST sells itself, and brings many repeat orders. Place your order now.

Phone Junction 3400

Gunns
 LIMITED

WEST
 TORONTO

M
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D



M
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L
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"The Greatest Seller of Its Kind in the World"
MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
 Toronto and Ontario
 Winnipeg and Manitoba

JAS. DALRYMPLE & SON
 Montreal and
 Province of Quebec



Drop us a card for Sausage and Smoked Meat quotations; satisfaction guaranteed on all Mail Orders.

HAMS

33c.
PER LB.

33c.
PER LB.

(Special price for large quantities)

**MILD SWEET CURE—
REALLY SMOKED**

No. 1. Quality; Any weight
Returnable if not satisfactory

**J. M. Schneider & Sons,
LIMITED
KITCHENER, ONTARIO**



SALT PLANT, WINDSOR, ONTARIO

THE BEST SALT

For years the Canadian Salt Company products have been leaders. Quality and purity characterize—

WINDSOR TABLE SALT

(For general household use)

REGAL TABLE SALT

(Free-running—Sold in cartons)

WINDSOR DAIRY SALT

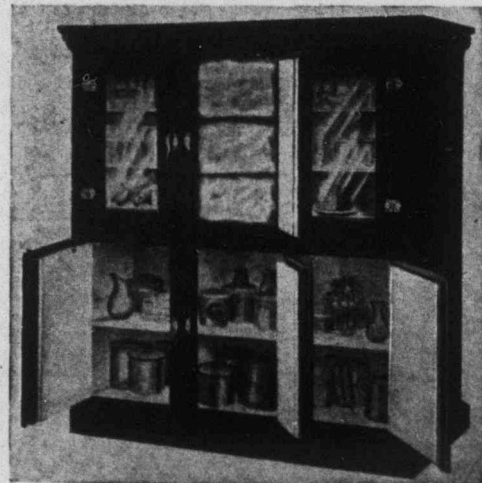
WINDSOR CHEESE SALT

The best equipped plant in the Dominion, and scientific skill have combined in making our salts famous throughout Canada for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co., Ltd.
Windsor, Ontario

HANSON'S GROCER OR INSTITUTION REFRIGERATORS



Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL



Sea Food Profits

Brunswick Brand Sea Foods have been proven by a recent official Government test to be superior in Quality and Food "Calories" to any imported lines.

Think what a great selling point this is, Mr. Merchant.

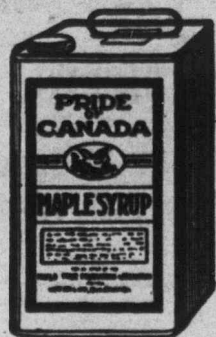
First Quality Sea Foods like these will boost your profits by increasing your sales of sea foods and by attracting the better class of trade to your store.

Prepare now for the big cold weather demand for wholesome Sea Food Products. Stock up with "Brunswick," both you and your customers will be satisfied.

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



Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.



100% PURE Pride of Canada Maple Syrup



Every Can and Bottle Guaranteed
This is the time of the year for big Sales

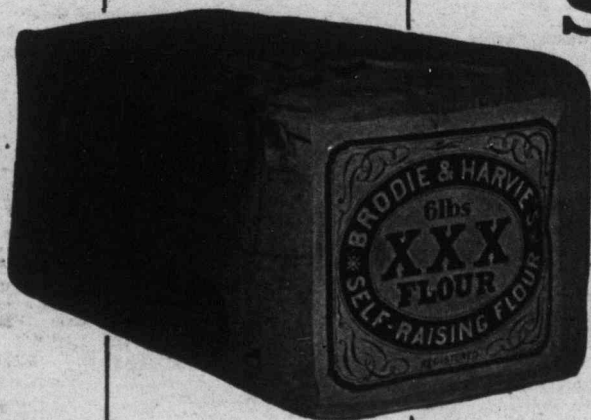
REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL

The Social Season Means More Home-Baking

Brodie's Self-Raising Flour



For the many little afternoon-teas and social evenings this fall and winter your customers will require a dependable high quality flour that will assure them of successful results in their baking operations. You can highly recommend **Brodie's XXX Flour** for making dainty, light, appetizing tea biscuits, muffins, etc., and its high standard, uniform quality will make it a sure repeater.

Display Brodie's prominently and get after this social trade—It will mean extra profits for you.

Brodie & Harvie, Limited
MONTREAL

Ontario Representatives: Chadwick & Co., 34 Duke St., Toronto.
Quebec Representatives: J. B. Renaud & Cie, Incorp., Quebec.

Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
LEMON CURD

SAUSAGES (All kinds.)
PIES (Genuine Melton Mowbray.)

Price Lists and further Particulars:—

Tebbutt & Co.

"Established upwards of a Century."

London Offices:
45, Chancery Lane, London, W.C. 2.

Also—
A. C. Chapman, 93 Durocher St., Montreal

The Works, Melton Mowbray.



When Customers Enquire— Say "Marsh's"

You can safely recommend *Marsh's* Grape Juice, Unfermented Port, Black Cherry Wine or Raspberry Vinegar at all times. Served with tea biscuits or cake at luncheons it is delicious.

Marsh's will help to boost your Christmas sales.

The Marsh Grape Juice Company
 NIAGARA FALLS - ONT.
 Agents for Ontario, Quebec and Maritime Provinces
 The McLaren Imperial Cheese Company, Limited
 Toronto and Montreal

N. B.

Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
 HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
 180 St. Paul St. West
 Montreal, Can.

CONDENSED MILK
 Terms—Net 30 days.

Eagle Brand, each 48 cans...\$12 50
 Reindeer Brand, each 48 cans 12 00
 Silver Cow, each 48 cans... 11 50
 Gold Seal, Furity, ea. 48 cans 11 35
 Mayflower Brand, each 48 cans 11 35
 Challenge Clover Brand, each 48 cans 10 60

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans\$7 90
 Jersey Brand, Hotel, each 48 cans 7 90
 St. Charles Brand, tall, each 48 cans 8 00
 Jersey Brand, tall, each 48 cans 8 00
 Peerless Brand, tall, each 48 cans 8 00
 St. Charles Brand, Family, 48 cans 7 60
 Jersey Brand, Family, each 48 cans 7 60
 Peerless Brand, Family, each 48 cans 7 60
 St. Charles Brand, small, each 48 cans 3 70
 Jersey Brand, small, each 48 cans 3 70
 Peerless Brand, small, each 48 cans 3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans\$9 00
 Reindeer Brand, small, each 48 cans 9 00
 Cocoa, Reindeer Brand, large, each 24 cans 6 25
 Reindeer Brand, small, 48 cans 6 50

W. B. BROWNE & CO.
 Toronto, Ontario

Wheatgold Breakfast Cereal Packages, 28-oz., 2 doz. to case, per case\$6 00
 98-lb. jute bags, per bag ... 8 00
 98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag ... 8 50
 5-lb. tins, 1 doz. in case..... 7 15

HARRY HORNE & CO.
 Toronto, Ont.

Per case

Cooker Brand Peas (3 doz. in case) 4 20
 Cooker Brand Popping Corn (3 doz. in case) 4 20

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

Boxes—

40-lb. Canada Laundry.....\$0 09½
 100-lb. kegs, No. 1 white.. 0 10½
 200-lb. bbls., No. 1 white.. 0 10½
 40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs. 0 11½
 40-lb. Benson's Enamel (cold water), per case 4 10
 Celluloid, 45 cartons, case... 4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn 0 10
 (Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 13
 (20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. 0 11½
 40 lbs. Canada Corn Starch, 1 lb. packages, per lb. .. 0 10
 40 lbs. Challenge Corn Starch, 1 lb. packages,

per lb. 0 10
 40 lbs. Argo Corn Starch, 1 lb. packages 0 10
 40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. 0 13
 (20-lb. boxes ¼c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....\$6 15
 5-lb. tins, 1 doz. in case.... 6 25
 10-lb. tins, ½ doz. in case... 6 55
 20-lb. tins, ¼ doz. in case. 6 00
 Barrels, about 700 lbs..... 0 08½
 Half barrels, about 350 lbs.. 0 08½

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case....\$5 55
 5-lb. tins, 1 doz. in case.... 6 25
 10-lb. tins, ½ doz. in case... 6 95
 (5, 10 and 20-lb. tins have wire handles.)

GELATIN

Cox's Instant Powdered Gelatine (3-qt. size), per doz... \$1 00

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley— Doz.
 1-lb.
 ¼-lb.
 Robinson's Patent Groats—
 1-lb.
 ¼-lb.

CANADIAN MILK PRODUCTS, LIMITED
 Toronto and Montreal

KLIM

3 oz. tins, 4 dozen per case...\$12.50
 16 oz. tins, 2 doz. per case... 11.50
 10 lb. tins, 6 tins per case... 25.00

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.K., ¼-lb.
 D.S.F., ¼-lb.
 D.C.F., 1-lb.
 F.D., ¼-lb.

Per jar

Durham, 1-lb. jar, each ..
 Durham, 4-lb. jar, each.

BLUE

Keen's Oxford, per lb. 0 27
 In cases, 12 12-lb. boxes to case 0 27

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1 25
 Doz.

White Jeaner (liquid)\$2 00
 Card Outfits — Black, Tan, Toney Red, Dark Brown .. 4 00
 Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 00

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s. lb..... \$1 24
 Bobs, 12s 1 18
 Currency, 12s 1 18
 Stag Bar, 9s, boxes, 6 lb.... 1 08
 Pay Roll, thick bars 1 06
 Pay Roll, plugs, 16s, 6-lb. ¼ caddies 1 25
 Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 25
 Great West Pouches, 9s, 2-lb. boxes, ½ and 1-lb. lunch boxes 1 34
 Forest and Stream, tins, 9s, 2-lb. cartons 1 44
 Forest and Stream, ¼s, ½s, and 1-lb. tins 1 50
 Master Workman, 2 lbs. 1 25
 Master Workman, 4 lbs. 1 25
 Derby, 9s, 4-lb. boxes 1 50
 Old Virginia, 12s 1 77
 Old Kentucky (bars), 9s, boxes, 5 lbs. 1 25

Every day the demand increases for



You could not have a finer, fairer article to trade.
Let us repeat the whys and wherefores:

FIRSTLY

The public demand increases all the time and is greater than the demand for any other tea.

NO DEAD STOCK

SECONDLY

Because it is easily handled, easily financed and easily obtained. It is never sold by peddlers and rarely cut in price.

THE PROFIT IS FAIR

THIRDLY

The sale is positively *guaranteed*. You can have your money back at any time for any reason. Ask any grocer if we stand back of this.

NO POSSIBLE LOSS.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such a service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments, write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends.

Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

143 University
Avenue

THE FINANCIAL POST

TORONTO
Canada

BOOKSELLERS: FEATURE THIS PERIODICAL ON YOUR NEWS-STAND. Published Weekly

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. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

DOES ANY READER KNOW?

Please give me information on the following: McGuire, Paterson & Palmer, Ltd., address, head office, Montreal. Would you please state full address of this firm, street, etc. Also name of president and general manager, and any other particulars regarding them.

ADVERTISER.

Answer—We have been unable to obtain any information regarding this firm; perhaps some reader may know.

1921 CALENDAR.

Will you kindly tell us where we can get calendars made with firm name on, etc.

GREGORY BROS.,
General Merchants,
Capleston, Ontario.

Answer—You would be able to have these made by the following firms: Lithographed Products, Ltd., 151 King St. West, Toronto, Ontario; Rolph, Clark, Stone, Ltd., Carlaw Ave., Toronto, Ontario; The Standard Lithographic Co., 100 Sterling Rd., Toronto, Ontario.

AGENTS FOR SCOTTISH AND ENGLISH MANUFACTURERS OF TWINE.

Please give us addresses of Scotch or English firms making twine for fishing purposes, or address of their agents in Canada.

HUGH DALLYN,
St. Thomas, Ontario.

Answer—For agents in Canada for Scotch or English firms making twine for fishing purposes, we refer you to Mr. Cooper of A. D. Grimmond Co., Toronto, Ontario.

AGENTS FOR HUNTLEY & PALMER BISCUITS

Will you please advise us who are the agents in Toronto for Huntley & Palmer biscuits?

IROQUOIS FALLS MERCHANDISING CO.,
Iroquois Falls, Ontario.

Answer—Agents in Toronto for Huntley-Palmer biscuits are MacLaren Imperial Cheese Co.

MANUFACTURERS OF TOOTHPICKS

Will you kindly give us the names of two or more firms in Canada, who sell or manufacture tooth picks?

THE WADE DRUG CO., LTD.,
Perth Junction, N.B.

Answer—You could buy toothpicks in Canada from Walter Woods & Co., Hamilton, Ont., and Keenan Woodenware Co., Owen Sound, Ont.

CHEESE KNIVES.

Would you please tell us where we could buy cheese knives (not cheese cutters)?

F. E. POPE,
Richmond, Que.

Answer—If you mean the small cheese knives for table use, you could purchase these from the following cutlery firms: McGlashan Clarke Co., Niagara Falls, Ont.; Wm. Rogers Mfg. Co., Niagara Falls, Ont.; Standard Silver Co., Toronto, Ont.; Crescent Silver Co., Toronto, Ont. For knives for cheese cutter, probably the following firms could supply you: E. C. Atkins & Co., Hamilton, Ont.; Henry Disston & Son, Ltd., Toronto, Ont.; H. Waters & Sons, Mfg., Hull, Quebec; Whitman & Barnes Mfg. Co., St. Catharines, Ont.

BEESWAX

Kindly give me the name and address of one or two firms who sell beeswax.

H. J. PARNOLL,
Newbury, Ont.

Answer—You could purchase beeswax from the National Drug and Chemical Co., 240 Richmond St., Toronto, or Lyman Bros. Co., Ltd., 71 Front St. E., Toronto.

CHRISTMAS TOYS AND PICTURE POST CARDS.

Where can I buy Christmas toys and picture post cards.

W. S. DILLON,
Thornbury, Ont.

Answer—Nerlich & Co., 146 Front St., Toronto, Ont.; Pugh Specialty Co., Ltd., 78 Clifford St., Toronto, Ont.; Harold A. Wilson Co., Ltd., 299 Yonge St., Toronto, Ont.

PAPER BAGS.

I would like to get the address of several manufacturers of paper bags.

WM. G. COWAN,
2743 Mt. Stephen Ave.,
Victoria, B. C.

Answer—E. B. Eddy Co., Hull, Que.; Buntin-Gillies & Co., Ltd., Hamilton, Ont.; Dominion Paper Co., Montreal; Don Valley Paper Co., Toronto, Ont.; Lincoln Paper Mills Co., Merriton, Ont.; H. T. Reason & Co., London, Ont.; St. Lawrence Paper Bag Co., Quebec; The J. C. Wilson & Co., Ltd., Montreal, Que.; Canadian Bag Co., 100 Paton Rd., Toronto, Ont.; Specialty Paper Bag Co., Toronto, Ont.

HEADCHEESE AND SAUSAGE.

Will you kindly give recipe for making headcheese and sausage?

H. GOUGEN,
177 Bonacord St.,
Moncton, N.B.

Answer—Headcheese: Boiled calf's or pigs' feet cut either into moderate sized discs or into long, thin dice, tongues (whole or cut), and a variety of other items—salted hearts, cheek meat, bone trimmings, pigs' snouts or ears, etc. All cooked, skinned and cut into pieces about three-quarters of an inch square, flavored with spices, onions and herbs. Stuffed into a hog's stomach and pressed under boards after cooking. A cut headcheese if well made is a good ornament for show windows.

Sausage—One recipe consists of minced prime fresh meat, either beef or pork, or both, cured, spiced, stuffed into casings, and, usually smoked. All sausages other than those for immediate disposal, should be kept, preferably hung, in a cool, dry place. To be enjoyed at their best, they should be sold and consumed as soon as possible after their full preparation is completed. In general manufacture, the coarsely chopped meat is first mixed with sugar, salt, and a little saltpetre, and allowed to rest or "cure" for a few days. Then a second finer mincing, next the addition of spices or herbs, or both, and finally filling into beef, sheep or hog casings and smoking—the last named being identical in process with that for ham. Cheaper grades may contain a considerable percentage of potato flour, rice, bread or cracker meal, coloring matter being frequently employed to obtain the red hue desired. The casings are generally thoroughly cleaned in intestines of steers, sheep and hogs.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

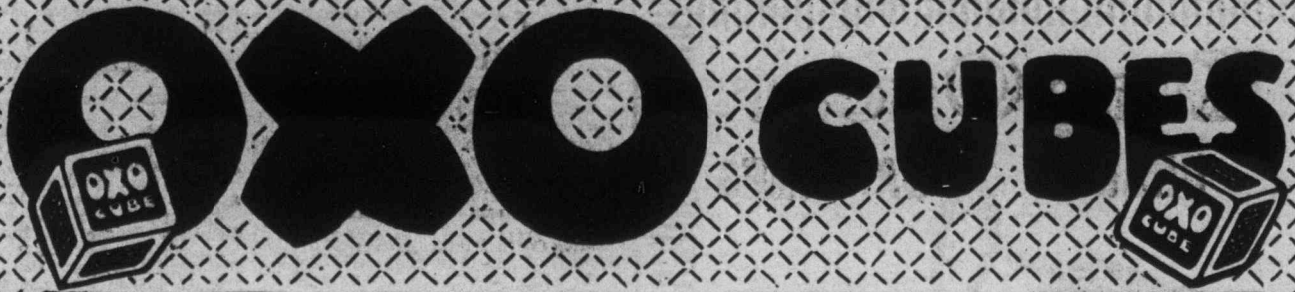
Date.....1920..

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

Address

.....

.....



OXO CUBES

Do you tell your customers of the convenience of OXO Cubes?

Are you backing up our advertising with a good word over the counter? We are helping you to steadily increase your sales of OXO CUBES, by means of our advertisements in the daily papers and magazines. Will you show your good will by displaying OXO CUBES in your windows and by suggesting them to your customers?

This is the kind of weather when people enjoy a cup of hot OXO, and a generous bowl of OXO soup or bouillon at lunch, dinner or supper. Tell your customers about the convenience and economy of these handy food products.

OXO LIMITED - - Montreal, Toronto, Winnipeg



Master Mason

*The Plug Smoking Tobacco which
MAKES AND HOLDS
CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with Master Mason than your customers ever dreamed of.

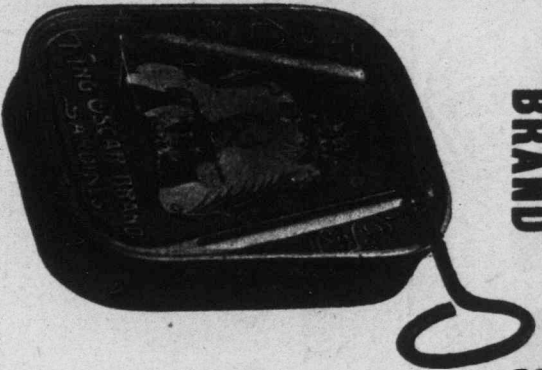
If you're anxious to please them, with excellent profits to yourself, just recommend Master Mason — the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

King Oscar BRAND SARDINES



The finest flavored, highest-grade sardines on the market. King Oscar brand are packed from carefully selected Norwegian caught sardines, in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

THE COWAN CO., LTD.
Sterling Road Toronto, Ont.

COCOA AND CHOCOLATE
COCOA

Perfection Cocoa, 1 and 2 doz. in box, per doz. \$6 25
Perfection, 1/4-lb. tins, doz. 1 70
Perfection, 1/2-lb. tins, doz. 3 25
Perfection, 1 1/2-lb. tins, doz. 1 25
Perfection, 5-lb. tins, per lb. 9 45
Dunlop Breakfast Cocoa, 1/2 lb. jars, 1 and 2 doz. in box doz. 3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb. 9 20

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb. 9 47
Supreme Chocolate, 10c tins, 2 doz. in box, per box 2 25
Perfection Chocolate, 10c tins, 2 doz. in box, per box 2 00

SWEET CHOCOLATE

Eagle Chocolate, 1/4, 1/2, 1-lb. boxes, 28 boxes in case, 9 28
Eagle Chocolate, 1/4, 1/2, 1-lb. boxes, 28 boxes in case, 9 28
Diamond Chocolate, 1/4, 1/2, 1-lb. boxes, 144 lbs. in case, 6 and 12-lb. boxes, 144 lbs. in case, 6 and 12-lb. boxes, 144 lbs. in case, Diamond Crown Chocolate, 28 cakes in box 1 90

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 80 boxes in case, per lb. 80 45
Milk Meditations, 5-lb. boxes, 80 boxes in case, per lb. 9 40
Lunch Bars, 5-lb. boxes, 80 boxes in case, per lb. 9 40
Coffee Drops, 5-lb. boxes, 80 boxes in case, per lb. 9 40
Chocolate Tulips, 5-lb. boxes, 80 boxes in case, per lb. 9 40
Milk Croquette, 5-lb. boxes, 80 boxes in case, per lb. 9 40
No. 1 Milk Wafers, 5-lb. boxes, 80 boxes in case, per lb. 9 40
Chocolate Beans, 5-lb. boxes, 80 boxes in case, per lb. 9 45
Chocolate Emblems, 5-lb. boxes, 80 boxes in case, per lb. 9 45
No. 2 Milk Wafers, 5-lb. boxes, 80 boxes in case, per lb. 9 45
No. 1 Vanilla Wafers, 5-lb. boxes, 80 boxes in case, per lb. 9 45
No. 2 Milk Wafers, 5-lb. boxes, 80 boxes in case, per lb. 9 45
Nonpareil Wafers, 5-lb. boxes, 80 boxes in case, per lb. 9 42
Chocolate Ginger, 5-lb. boxes, 80 boxes in case, per lb. 9 45
Crystallized Ginger, 5-lb. boxes, 80 boxes in case, per lb. 9 60

NET MILK CHOCOLATE, ETC.

Net Milk Chocolate, 1/4, wrapped, 4-lb. box, 56 boxes in case, per box 2 25
Net Milk Chocolate, 1/2, wrapped, 4-lb. box, 56 boxes in case, per box 2 25
Fruit and Nut or Nut Milk Chocolate, 1/4, unwrapped, 4-lb. box, 56 boxes in case, per box 2 35
Net Milk Chocolate, 1/4, unwrapped, 4-lb. box, 56 boxes in case, per box 9 47
Net Milk Chocolate, 1/2, unwrapped, 4-lb. box, 56 boxes in case, per box 9 47
Fruit and Nut Milk Chocolate, 1/4, unwrapped, 4-lb. box, 56 boxes in case, per lb. 9 47
Milk Chocolate, Slabs, with

MISCELLANEOUS

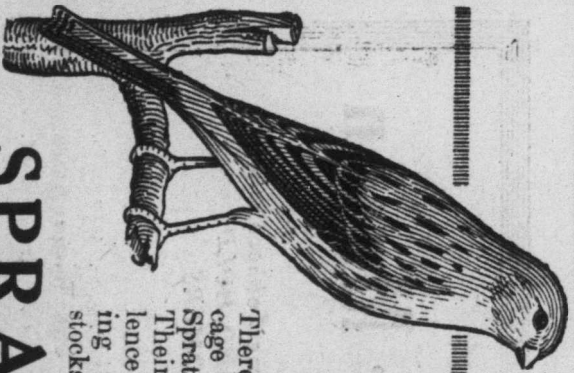
Assorted Nuts, per lb. 9 47
Plain Milk Chocolate Slabs, per lb. 9 47
Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz. 6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz. 3 25
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz. 6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz. 3 25
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz. 4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz. 4 50
Active Service Chocolate, 1/4, 4-lb. box, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/4, 4-lb. boxes, 24 boxes in case, per box 2 05
Triumph Chocolate, 1/2-lb. tins, 4 lbs., 24 boxes in case, per case, per box 2 05
Chocolate Cant Sticks, 1/2 cr. boxes, 30 cr. in case, per gross 1 15
6-lb. Milk Chocolate Sticks, 60 boxes in case 9 80

6c LINES

Pilbert Nut Bars, 24 in box, 60 boxes in case, per box \$0 95
Almond Nut Bars, 24 in box, 60 boxes in case, per box 95
Ginger Bars, 24 in box, 60 boxes in case, per box 95
Fruit Bars, 24 in box, 60 boxes in case, per box 95
Active Service Bars, 24 in box, 60 boxes in case, per box 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, per box 95
Royal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box 95
Royal Milk Cakes, 24 in box, 60 boxes in case, per box 1 00
Cream Bars, 24 in box, 50 boxes in case, per box 95
We pack an assorted case of 60 boxes of bars.

Maple Buds—
60 display boxes
60 pyramid packages, 4 doz. in box
60 gelatine envelopes, per box 1 90
Queen's Dessert, 10c cakes, 24 cakes in box 2 90
W. K. KELLOGG CEREAL CO.
Battle Creek, Mich.
Toronto, Canada.

The Wheat Line
Kellogg's Toasted Corn Flakes Ind. 4 15
Kellogg's Shredded Krumbles Ind. 2 90
Kellogg's Shredded Krumbles Ind. 2 90
Kellogg's Krumbled Bran Ind. 2 25
Kellogg's Krumbled Bran Ind. 2 25
BRODIE & HARVIES, Ltd.
14 Ritzey St., Montreal.
XXX Self-Rising Flour, 6 lbs. packages, doz. \$5 90
Do., 3 lbs. 5 70
Superb Self-Rising Flour, 6 lbs. Do., 3 lbs. 2 90
Crescent Self-Rising Flour, 6 lbs. Do., 3 lbs. 5 80
Buckwheat, 1 1/2 lbs. 1 60
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz. 1 60



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from

F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver

HUGHES & CO., 109 ^{and} Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St. LONDON, E.C. 3, ENGLAND

Kindly Mention
Where You Saw
the Advertisement

Prunes

We have another lot of California Prunes arriving in a few days and are offering from this shipment, best quality fruit at the following:

California Prunes	30 - 40	25s	23
California Prunes	40 - 50	25s	21
California Prunes	50 - 60	25s	18
California Prunes	60 - 70	25s	15½
California Prunes	70 - 80	25s	14
California Prunes	80 - 90	25s	12½
California Prunes	90-100	25s	11

Brazil Nuts

Large Washed	bags about 170 lbs.	37
Med.-Large	“ bags about 170 lbs.	35

Blue Rose Rice

Fancy quality	bags 100 lbs.	10½
---------------	---------------	-----

Send Us an Order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Ask the Man Who Hasn't One

Canadian Grocer is a member of the Audit Bureau of Circulations.

Do you understand what that means to you as an Advertiser?

It means you get a "square deal" when you buy our circulation. It means that the net paid distribution of Canadian Grocer has been verified by the only recognized authority on circulation.

It means all that and more. It means that our circulation is "above board." We have nothing to conceal.

Facts are given in detail in the A.B.C. statements. A copy will be gladly furnished on request to anyone interested. Every publisher with nothing to hide can do the same.

So, ask the man who hasn't one—why?

Canadian Grocer

Vancouver

Winnipeg

Toronto

Montreal

Xmas Fruits

Everything the best
for the Holiday
Trade.

*No Disappointments
Prompt Shipments*

WHITE & CO., LTD.
TORONTO

For Your Christmas Trade

Our Warehouse is now filled to the doors
with *Fresh New Arrivals* ready for our
Xmas Trade.

New California Navels
Bright, Clean and Juicy

New Malaga and Red Emperor Grapes
Crisp and Tempting

Washington Box Apples
Red and Luscious. All Sizes and Varieties

Also—

New Dates, Nuts, Figs, Raisins, Honey,
etc., and a Fresh New Line of the popular
5lb. Boxes Bulk Chocolates, Chocolate Bars,
Krackley Nut, Gum, etc., to complete your
order.

Ask for our *Weekly Bulletin*. Mailed
free on request.

Quality and Prompt Service.

The House of Quality.

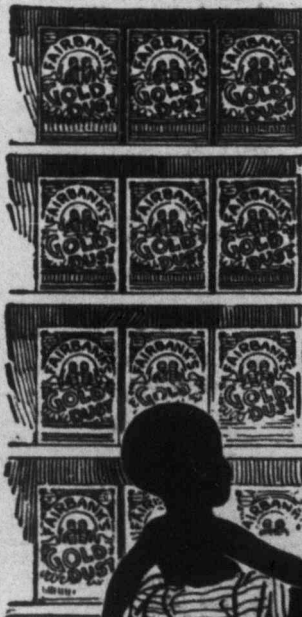
Hugh Walker & Son, Ltd.

Established 1861

Guelph

Ontario

Sells Quick! Why?



*Put Gold Dust packages
where your customers can
see them.*

We have sold women on Gold
Dust. All you need to do now
is to give it a prominent place on
your shelves and complete the
sale.

It pays to sell this "Made in
Canada" product with its quick
turnover and good margin of
profit.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Take advantage of the
New Change in Prices of

WHEAT GOLD

Breakfast Cereal

(Formerly WHEATINE)

Look over your Cereals to-day and replenish your stock of **Wheat Gold** (the attractively Packaged, popular high-grade Porridge Cereal) at these reduced prices.

New Prices

Wheatgold Breakfast Cereal
 Packages, 28-oz., 2 doz. to case, per case....\$4.80
 98-lb. jute bags, per bag 6.00
 98-lb. jute bags, with 25 3½-lb. printed paper
 bags enclosed, per bag 6.50

W. B. Browne & Co.
 Toronto, Ontario

Do you need a good man?

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

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

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

Send along your ad. to-day. Forms close
 Tuesday each week. Rates: 3c word first
 insertion, 2c word for each subsequent in-
 sertion; 5c extra for Box No. per insertion.

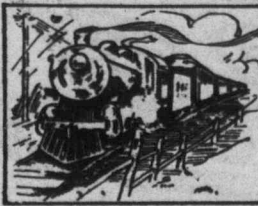
Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

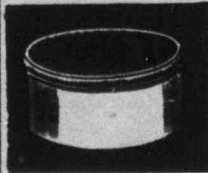
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

as Food Protectors
are needed in every
home.
Place your order
early.
The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

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

**60-62 JARVIS STREET
TORONTO SALT WORKS**

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 259 Kingswood Road
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,
Montreal

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs
Oak, Ash and Gum
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE

CHERRIES - ANGELICA

ASSORTED FRUITS, Etc.

Information

*We can keep you posted with all
daily news and business Tips.*

Canadian Press Clipping Service
143-153 University Avenue, Toronto

SHELLED ALMONDS

LOWER

PECANS FIRMER

Shelled almonds are in an
easy market with quotations
for January delivery
lower than present prices
on spot stocks.

The crop of pecan nuts
this year was only about
twenty-five per cent. of
normal, in consequence
pecans are very firm with
a tendency to reach high-
er prices.

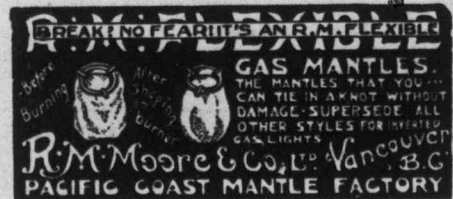
These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

GROCERS

Will secure the very best selected eggs,
creamery butter and fancy dressed poultry
by getting their supplies from

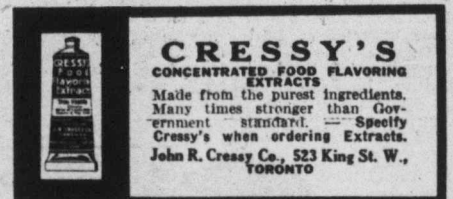
C. A. MANN & CO.
LONDON, ONT.

Phone 1577



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-meat, etc.



30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS

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

THE "WANT" AD.

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

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

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

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

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

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded 5 cents per insertion must be added 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.

POSITIONS WANTED

FIRST-CLASS GROCER DESIRES POSITION in good store. Al vocalist and bandsman. Best References. Box 404, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED—AS CLERK OR SALESMAN, in the Province of Ontario, by smart young man having eight years' experience in general store business. Can give best of references. Full information at Box 402, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day. Nagle Mercantile Agency, La Prairie (Montreal), Que.

FOR SALE

FOR SALE—\$2,500. GOOD GROCERY. PRINCIPAL business section. Also country branch. Owner retiring account age. Suite 408, Bower Building, Vancouver, B.C.

WANTED

WANTED—PARTNER FOR GROCERY STORE. Good live man with \$1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED TO BUY—GOOD GROCERY BUSINESS doing not less than \$50,000 a year. Montreal, Quebec and Three Rivers preferred. Box 414, Canadian Grocer, 153 University Ave., Toronto.

WANTED — SPECIALTY SALESMAN FOR high-class food product known throughout Canada. Reply Box 412, Canadian Grocer, 153 University Ave., Toronto, Ont.



DEPARTMENT OF THE NAVAL SERVICE

Notice of Sale, Provisions.

SEALED tenders addressed to the undersigned and marked "Tender for Provisions" will be received up to 12 o'clock noon of Wednesday, the 22nd day of December, 1920, for the purchase of the whole or any portion of the following:—

Beef Preserved	225,000 lbs.
Mutton Preserved	64,000 "
Rabbit Tinned	29,000 "
Salmon Tinned	12,000 "
Salt Pork	33,000 "

These Provisions may be examined and samples obtained on application to the Naval Store Officers at Halifax and Esquimalt Dockyards.

Samples, except Pork, will be available at the Department, Ottawa, for inspection and test. Tender forms, with full particulars and terms, may be obtained on application addressed either to the Department or to the Dockyards.

The right is reserved to reject any or all tenders.

G. J. DESBARATS,
Deputy Minister of the
Naval Service.

Ottawa, Ont., November 27, 1920.

Unauthorized publication of this advertisement will not be paid for.



RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on

the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price \$1.00 per doz. boxes; \$1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

OPPORTUNITIES ARE OFFERED EVERY WEEK ON THIS PAGE

Watch Them

Business Data

Would it interest you to get all information published from time to time on industrial conditions in certain districts?

Do you ever wish to refer to the advertising of a competitor, the past quotations of certain stocks, the expansion of factories, the fire losses or any data that may assist you in managing your business?

Our service is a decided success in this field and three months' trial will prove to you that having this valuable data at your finger ends is assuredly worth while.

We will be glad to give you rates and suggest a service that you will use daily.

Canadian Press Clipping Service

143-153 University Avenue, Toronto

Now For The Christmas Rush

“You know what that means.” In order that you may receive your share of the Christmas Business, make sure you have the goods.

Should you happen to need goods in a hurry, *wire us at our expense.*

We will ship same day as order received. Try us for Rush Christmas Orders.

Satisfaction Guaranteed.

Lowest Prices.

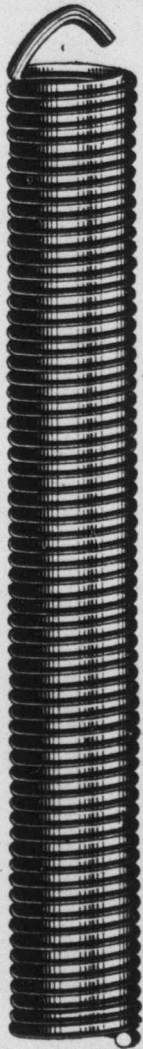
Wire Your Enquiry.

Laporte Martin Cie Limitee

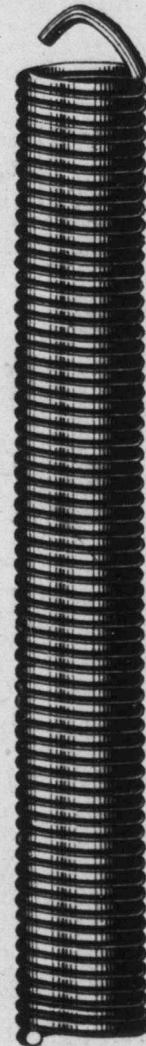
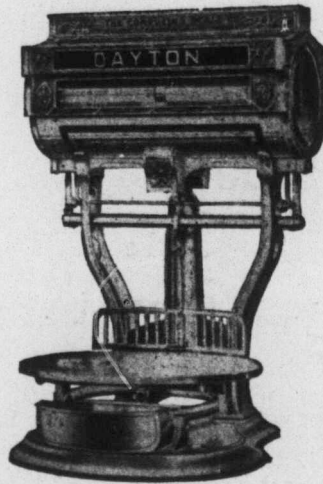
Wholesale Grocers and Wine Merchants

MONTREAL

The "Spring" Scale is the "Honest Weight" Scale



Its superiority recognized by
merchants—Patent Office
Records back their judgment



Competitors first belittled
it—then became imitators;
Public Confidence clings to a
tested and reliable product:

INTERNATIONAL DAYTON SCALES

The superiority of the Spring control principle in scale-building was demonstrated years ago by the unvarying accuracy and the lasting qualities of the International Dayton. Efforts of envious competitors to discredit it by clumsy devices, failed utterly. Public confidence in the "HONEST WEIGHT" DAYTON increased steadily. Then came a reversal of tactics. Competitors, years behind, sought to imitate.

Canadian patent office records will tell you the story—or shall we send you a photographic reproduction of the record showing how a Scale Company, which, for years, had assailed the Spring principle, at length was forced to adopt it?

Like others, "They come to The Spring"—compelled at last to acknowledge publicly its superiority.

SPEEDOMETERS, MICROMETERS, AND MANY OF THE MOST DELICATE AND SENSITIVE SCIENTIFIC INSTRUMENTS ARE OPERATED BY SPRINGS.

International Business Machines Co. Limited

F. E. MUTTON, *Vice-President and General Manager*

Head Office and Factory: 300-350 Campbell Avenue, Toronto

HALIFAX
44 Granville Street

ST. JOHN
18 Germain Street

QUEBEC
506 Merger Bldg.

MONTREAL
1 and 3 Notre Dame St. W.

OTTAWA
190 Queen Street

TORONTO
409 1/2 Yonge Street

HAMILTON
228 King St. East

LONDON
489 Richmond St.

WALKERVILLE
44 Lincoln Road

CALGARY
127 6th Ave. West

WINNIPEG
227 McDermott Ave.

SASKATOON
254 3rd Ave. South

EDMONTON
10118 102nd Avenue

VANCOUVER
110 Water Street

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters