

**PAGES
MISSING**

FEATURING CHRISTMAS ANNOUNCEMENTS

CANADIAN GROCER

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

Vol. XXXII

PUBLICATION OFFICE: TORONTO, DECEMBER 20, 1918

No. 51



*To our many Friends
in the Canadian Grocery
Trade we sincerely
wish a very Happy
Christmas and
abundant Prosperity in
the coming year.*

Scott-Bathgate Co., Ltd.

*Importers and
Manufacturers' Agents*

149 Notre Dame Avenue E., Winnipeg

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

CANADIAN GROCER



DONALD H. BAIN CO.

*Wholesale Grocery Commission Merchants, Manufacturers'
Agents and Brokers*

WINNIPEG
EDMONTON

REGINA

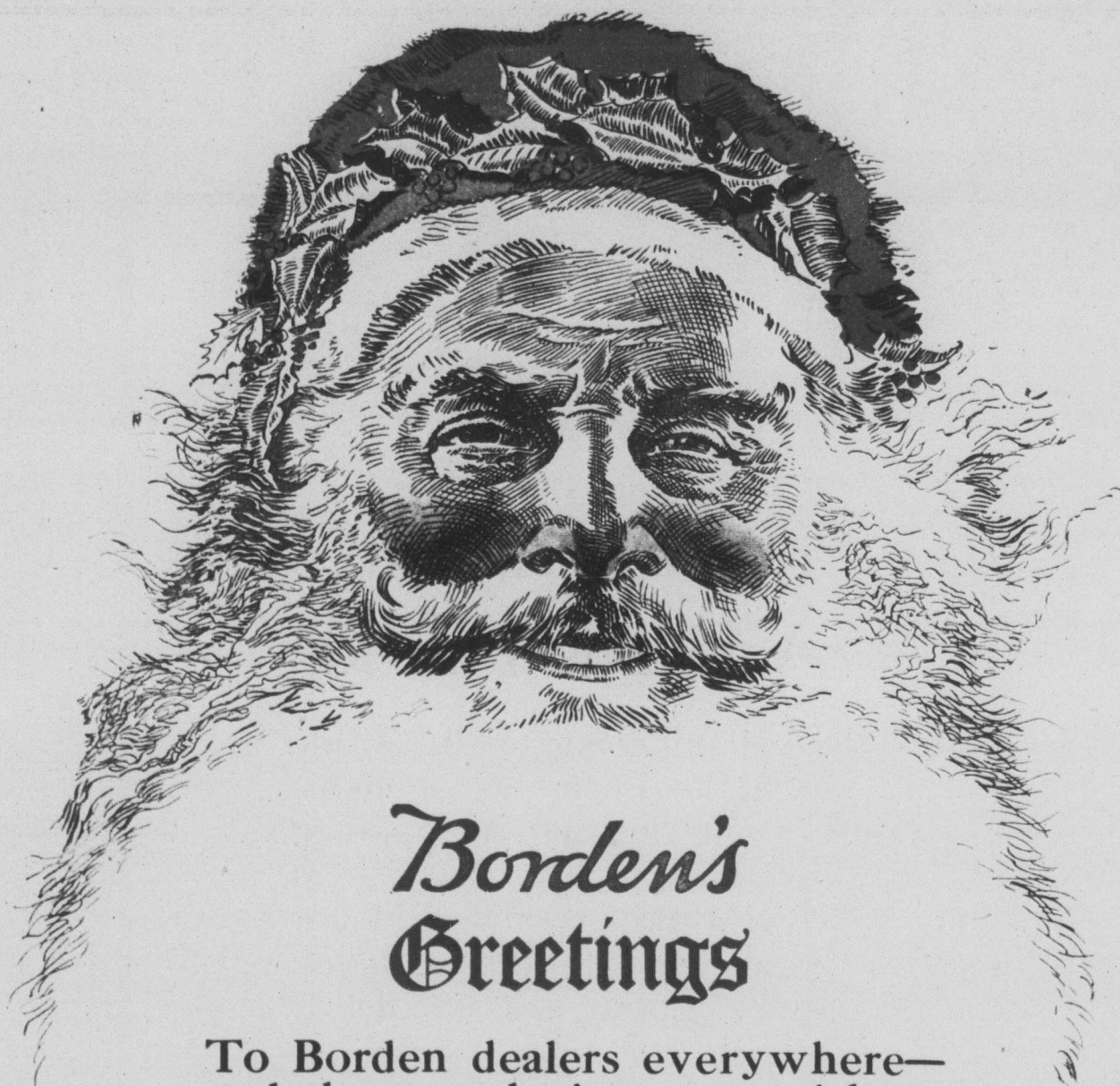
SASKATOON

CALGARY
VANCOUVER



Our sincerest and heartiest
wishes for a Yule-tide full of
gladness and a New Year re-
plete with health, wealth and
prosperity.





Borden's Greetings

To Borden dealers everywhere—
and they are legion—we wish an
abundance of that Christmas joy
symbolized from time immemorial
by the sunny smile of Santa Claus.

For the courtesy of your patronage
in the past year we sincerely thank
you and we anticipate a contin-
uance of those cordial relations
during the coming year.

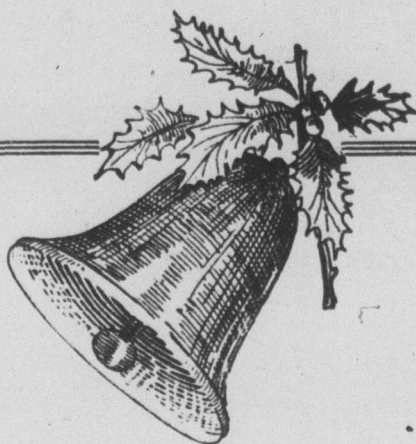
Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: [No. 2 Arcade Bldg., Vancouver, B.C.]

License No. 14-213



We wish you
A Joyous Yuletide

To all our friends in the Trade
—to those firms for whom we
are Car Loading Agents—to
you, manufacturers, who send
your products through our
hands, and to those of you
whose goods we handle as
brokers, we take pleasure in
extending the old, old wish—
A Happy Christmas and a
Prosperous New Year.

May our good relations
continue.

H. L. PERRY CO., LIMITED
WINNIPEG



A Merry Christmas be Yours

If during the past year it has been our privilege to number you among our many grocer friends who have cashed in on the ever growing popularity of Marsh's Grape Juice, or whether you are one of those dealers who have still to learn the true selling value of this delicious product, we extend to you our sincerest wishes for a very Merry Christmas and a Prosperous New Year.



The Marsh Grape Juice Company

NIAGARA FALLS, ONTARIO

Agents: MacLaren Imperial Cheese Co., Ltd., Toronto. Rose & Laflamme, Ltd., Montreal



FEW are the years which have seen events of more far-reaching consequence than those of the past twelve months. Rarely indeed has there been greater cause than now to cry, "Merry Christmas"!

That the commercial trials and mental strain of not only one, but four years, may shortly be but a memory, and that even by means of these a path has been laid to greater attainment and prosperity in the years to come—is our wish, this Christmas of Peace and Victory, to each and every one of our friends and customers, to whom we once more extend the age-old greeting—

*A Merry Christmas
And
A Happy New Year!*



Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

Canada Food Board License Nos. 13-170, 171, 172

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

Story for Week Dated Dec. 20, 1918.

Being No. 13 in the Series

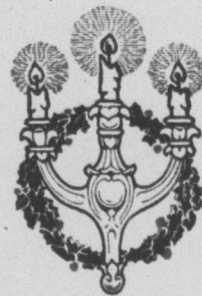
On the Dumoine Lake, Where
 Eddy Company Logs are Cut



ALTHOUGH The E. B. Eddy Company's Organization is to-day one of the most modern, as well as one of the greatest of Canada's Industrial institutions, the very nature of the company's business necessitates the use of one of the oldest methods of transportation known to Canada—the birch-bark canoe.

The remarkably perfect "reflection-picture" given above was taken in the regular course of Eddy Company work on the Dumoine Lake where the lumber is cut for Eddy matches, paper, indurated ware, and other products.

In the canoe are Indians, and a cargo of provisions or other supplies. The Indians, besides assisting in the work of the Eddy Company lumbermen at the camps in the bush, do a good deal of trapping in Season. They are good hunters, and though as smokers, they with other hunters, may light their pipes often in dry bush country, the risk of bush-fire started by a dropped match is greatly lessened by their use of Eddy Company chemically self-extinguishing matches on the very spots where the lumber to make these excellent matches is being cut.



Light the
 Christmas
 Candles
 With



Eddy's Silent 5 Matches

The E. B. Eddy Company

Wish You

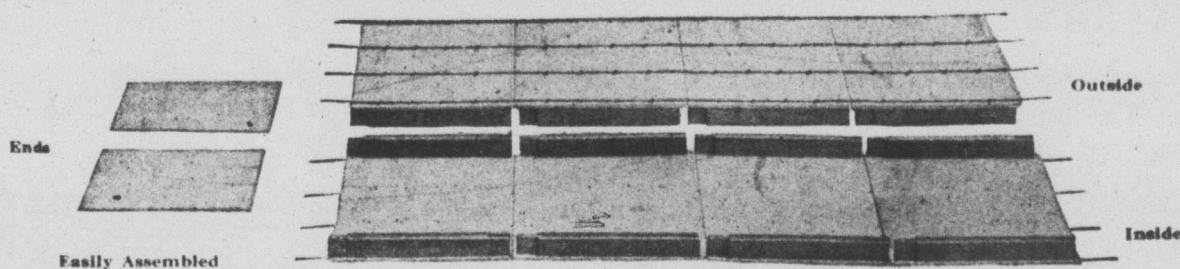
*A Merry
 Christmas*

The Best Christmas Box

4-ONE

WIREBOUND BOX

(Famous for Economy)



VIEW SHOWING BOX IN KNOCK-DOWN

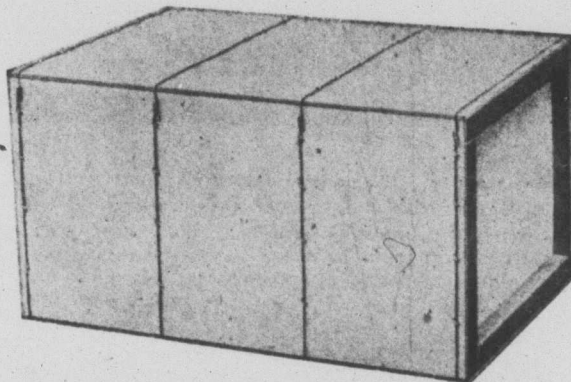
For packing your product at Christmas or at any other time there is no other packing case as **light**, as **strong**, or as **secure** as the 4-One Wirebound Box.

Its **Lightness** means a saving in Freight.

Its **Strength** guarantees goods arriving in good condition thereby eliminating claims.

Its **Security** protects contents against pilfering during transit.

Would you like us to send you samples and prices? State what size (inside measurements)—length, width, depth, and weight of contents.



VIEW SHOWING BOX READY FOR SHIPMENT

*Wishing You the Compliments
of the Season*

CANADIAN WOOD PRODUCTS
TORONTO LIMITED

Mr. Grocer --
You can win
bigger business with



**BARNES
GRAPE
JUICE**



Barnes is the kind of Grape Juice that satisfies the connoisseur — pure, sparkling, invigorating — every drop with that pure Concord Flavor that tickles the palate and creates the come-back sale for you.

Now with the demand for good temperance drinks is increasing, every good grocer should be stocked with such a certain seller as Barnes.

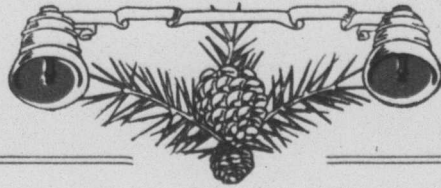
You can depend upon it to win the whole-hearted approval of your trade.

We wish you the Compliments of the Season.

The
Ontario Grape Growing & Wine Mfg. Co.
St. Catharines, Ont.

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

Christmas 1918



We have occasion indeed to be happy this Christmas—to be humbly grateful for the wonderful blessings of Victory and Peace.

May every Canadian Grocer and Grocer's Clerk enjoy the Festive Season to the full, and may their New Year swing wide the portals that lead to Increased Happiness and Prosperity.



The Acadia Sugar Refining Co.

Limited

Halifax

Canada

A MERRY XMAS




A PEACE
Christmas!
A Christmas
with the cause
of Liberty and
the rights of
man vindicated after
four years of herculean
struggle in which
Canada took a glorious
part!

SURELY this should be a
Happy Christmas in every
sense of the word. May each
and every one of you enjoy it
in generous measure and may
the dawn of 1919 but mark the
beginning of a New Year of
greater prosperity for you all.

W. G. Patrick & Co., Limited

Importers

Toronto, Montreal, Winnipeg, New York, Chicago



Thank You, and— A Merry Christmas!

For your patronage during 1918—
for the confidence you have shown
in Furnivall Methods and Furnivall
Quality—we sincerely thank you
and we cordially wish you a real
Merry Christmas and a New Year
that will break all records for suc-
cessful business.

May you continue to find Furni-
vall's Jams and Marmalade the
most dependable customer-pleas-
ers of all.

Furnivall-New, Limited

HAMILTON

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto; H. J. Skyes, 736 Elgin St.,
Ottawa, Ont. Montreal—George Hodge & Sons, Ltd. St. John, N.B.—MacLaren Imperial Cheese
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—
R. M. Griffith. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—MacLaren
Imperial Cheese Co., Ltd. Saskatoon—The H. L. Perry Co., Ltd. Manitoba—The H. L. Perry Co.,
Ltd., Winnipeg.

Canada Food Board License No. 14-167

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

Dule-tide Wishes

May this be a Merry Christmas for every Canadian Grocer—a Christmas full of the joy that every Canadian must experience in the sense of duty well accomplished during the world struggle that is now happily ended.

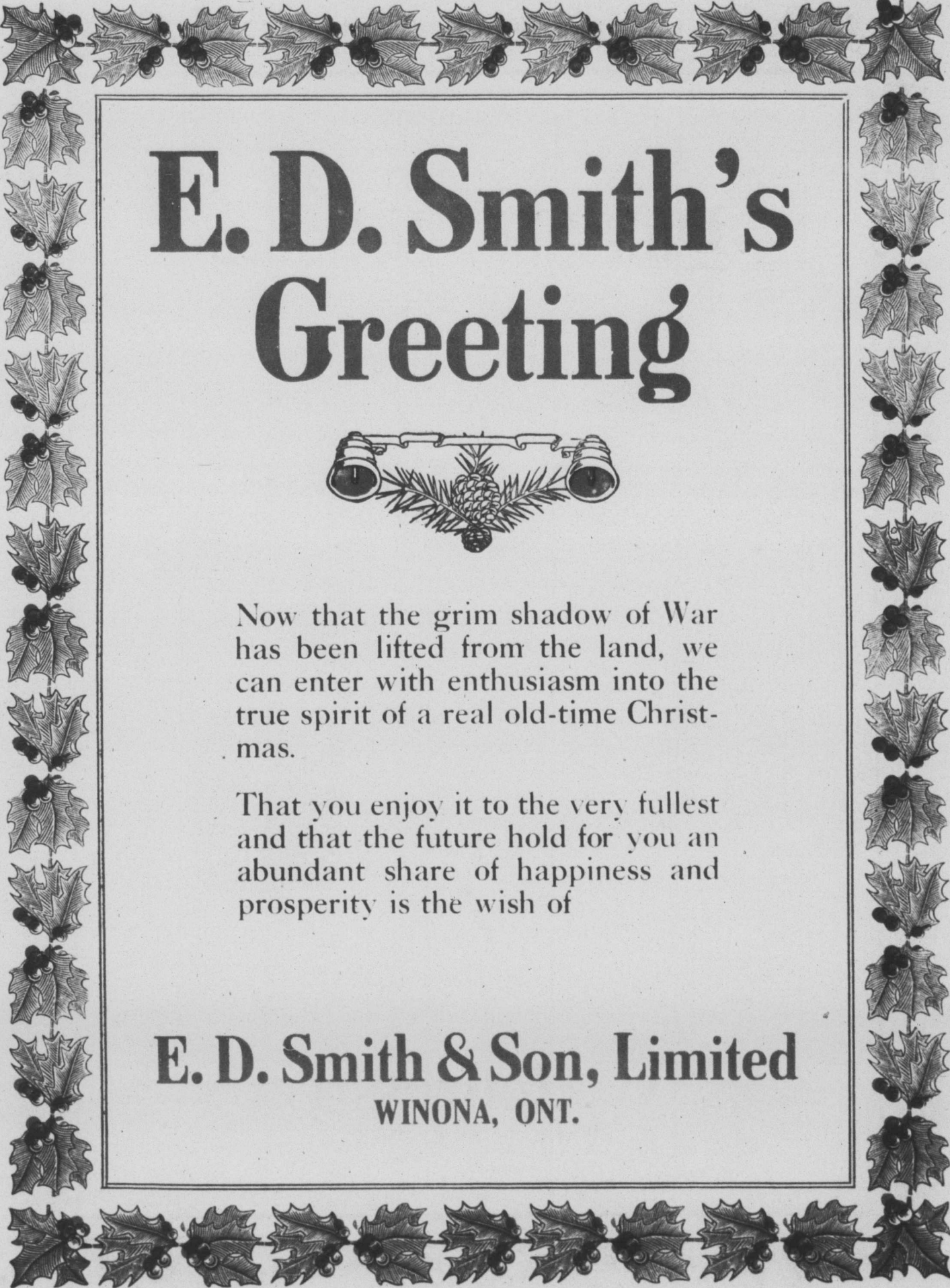


May you find in the future as in the past that "Quality" is the Best Policy—the Quality that keeps the demand for **Olive Butter**, and **Blue Seal Mushroom Cat-sup** always at the highest level.

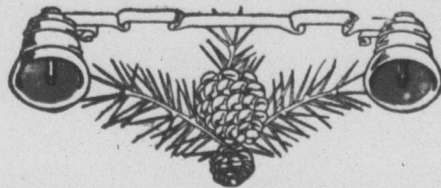


E. W. Jeffress Ltd.

WALKERVILLE, ONT.



E. D. Smith's Greeting



Now that the grim shadow of War has been lifted from the land, we can enter with enthusiasm into the true spirit of a real old-time Christmas.

That you enjoy it to the very fullest and that the future hold for you an abundant share of happiness and prosperity is the wish of

E. D. Smith & Son, Limited
WINONA, ONT.



**A Message
to
Our Friends**

A message of Appreciation and Esteem for your valued patronage coupled with a hearty wish for your Happiness this Christmas and your continued Prosperity in the coming year.

Let us all enjoy the real spirit of a Peace Christmas, confident that a New Year of unprecedented Prosperity is about to dawn on Canada.

S. J. Major, Limited

WHOLESALE GROCERS

Ottawa

- -

Canada

Mr. Grocer!

Here are the goods you are looking for
Pure Spanish Olive Oil, put up in cans of all
sizes.

Olives, Queens and Manzanillas, put up in
pails of 7½ gals., 15 gals., barrels—49 gals.

Salad Oil in gallons, ½ gals., 1 qt. cans.

Romano Cheese

Macaroni

Tomato Paste

Peas and Beans, Imported and Domestic

French Peas, in cans, Petit Pois.



Write us for quotations.

Watch this advertisement each week.

ABOOSAMRA KOURI

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL

TOMATO CATSUP

AYLMER BRAND

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

GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Canada Food Board License No. 14-12

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



The Toilet Soap that everybody likes

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(981)

A Grocer's Advice



is often sought by his customers on such subjects as Poultry Feed. Knowing, as you do, that

PURINA SCRATCH FEED AND CHICKEN CHOWDER

are GUARANTEED to make hens lay more eggs, it is your duty to recommend it.

Order from the mill or from our travellers

Price quoted promptly on request

THE CHISHOLM MILLING CO., LTD.

8 Jarvis St., TORONTO

Canada Food Board Cereal Mill License No. 4-198

"RING out the old, ring in the new"--the new Democracy that has arisen from out this great world war.

Rejoice! and let our rejoicing be a paean of prayer and thanksgiving that the Gods of Justice have brought success to our armies and prosperity to our country.

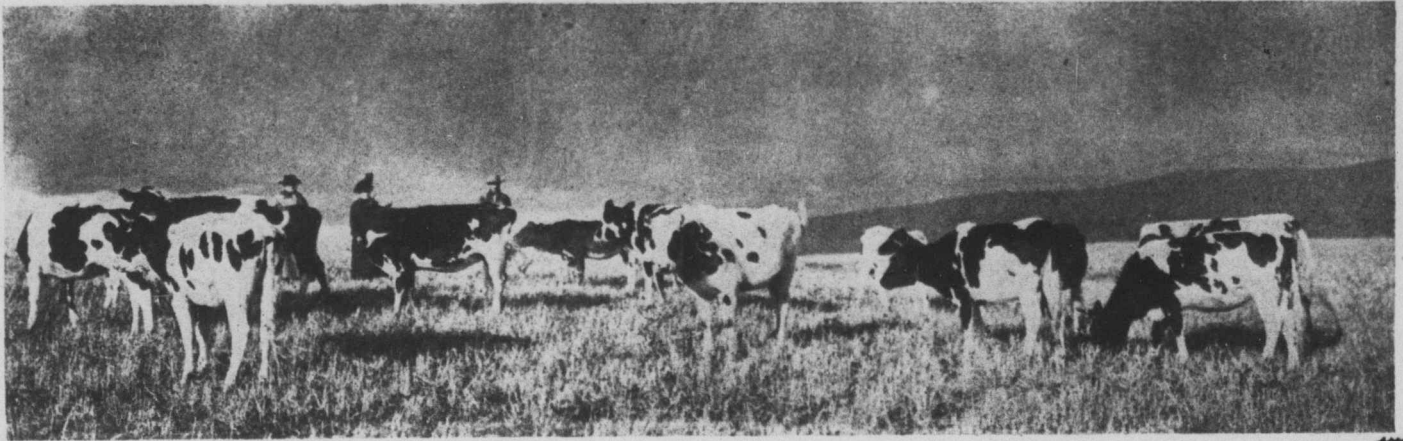
Stevens-Hepner Company, Limited, wish you happiness and prosperity. May your Xmas be a Merry one and your New Year contain all the happiness that "Peace" is bound to bring.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, ONT.

Makers of "Keystone" Brushes and Brooms.

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



Milk used in Malcolm Milk Products comes from healthy cows pastured in one of Canada's finest dairy districts.

That Good Old Wish

A Right Joyous and Merry Christmas, a New Year replete with plenty, prosperity and happiness are the season's wishes to you from the makers of the popular Malcolm Milk Products.

Favorites everywhere these Canadian-made Milk Products will continue to merit your customers' approval because of their unimpeachable purity and goodness.



We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.

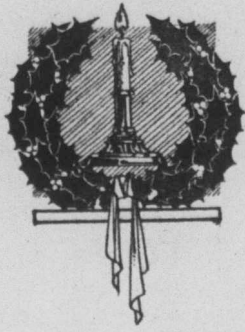
The Malcolm Condensing Co., Limited

All-Canadian Condensed Milk Co.

St. GEORGE,

ONT.

Canada Food Board License No. 14-151



That you may
 enjoy a
Merry
Christmas
 and a
New Year
Full of Prosperity
 is the
 earnest wish of
 The
American Pad & Textile
Company

Chatham :: :: Ontario



Conserve Labor!

Everyone possesses some degree of energy. That energy expressed is labor. Without labor the world would suddenly stand still. Production of any kind would be absolutely impossible. Humanity would perish.

Labor is, and will continue to be scarce. Labor is costly. Expenditure of labor through inefficient methods is a waste, not only of labor, but of time and money, all of which should be expended more profitably.

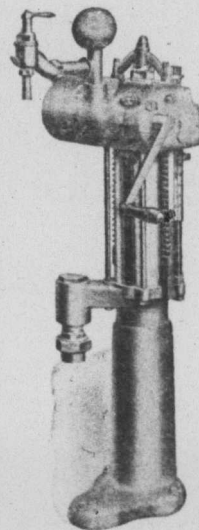


Figure 103—Fastest one-gallon pump made.

for the storing and handling of oil will conserve

70%

of the labor necessarily expended by less efficient methods.

They also conserve:—

- Time
- Capital
- Space
- Machinery
- Lives
- Property
- Material

BOWSER SYSTEMS ARE:

- Leak-proof
- Dirt-proof
- Loss-proof
- Evaporation-proof
- Fire-proof
- Deterioration-proof

An inquiry carries no obligation whatever. Let us help you **CONSERVE LABOR.**

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

Sales Offices in all
 Centres

Representatives
 Everywhere



WE cordially extend to the Trade our very warmest wishes for a real old time Peace Christmas and a prosperous New Year.



In the future as in the past Anchor Cap Sealed Goods in Glass will help our customers to realize the good wishes which we extend.



ANCHOR CAP AND CLOSURE CORPORATION of CANADA, LTD.

50 DOVERCOURT ROAD, TORONTO



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



Xmas 1918

AT the close of one of the world's most eventful years, we take the opportunity of wishing our friends and patrons a joyous and bountiful Xmas and a New Year whose blessings will more than counteract the strain and suffering of those which are happily passed.

W. CLARK, LIMITED

MONTREAL

Canada Food Board License No. 14-216.



If interested tear out this page and place with letters to be answered.

PEANUTS

Write for
BEST CHINESE SHELLED
OF ALL GRADES

JAPANESE "CHERRY"
BRAND UNSHELLED

WALNUTS**BEANS****RICE**

*DIRECT IMPORTERS
FROM
THE ORIENT*

FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING Co., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

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



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



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

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

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

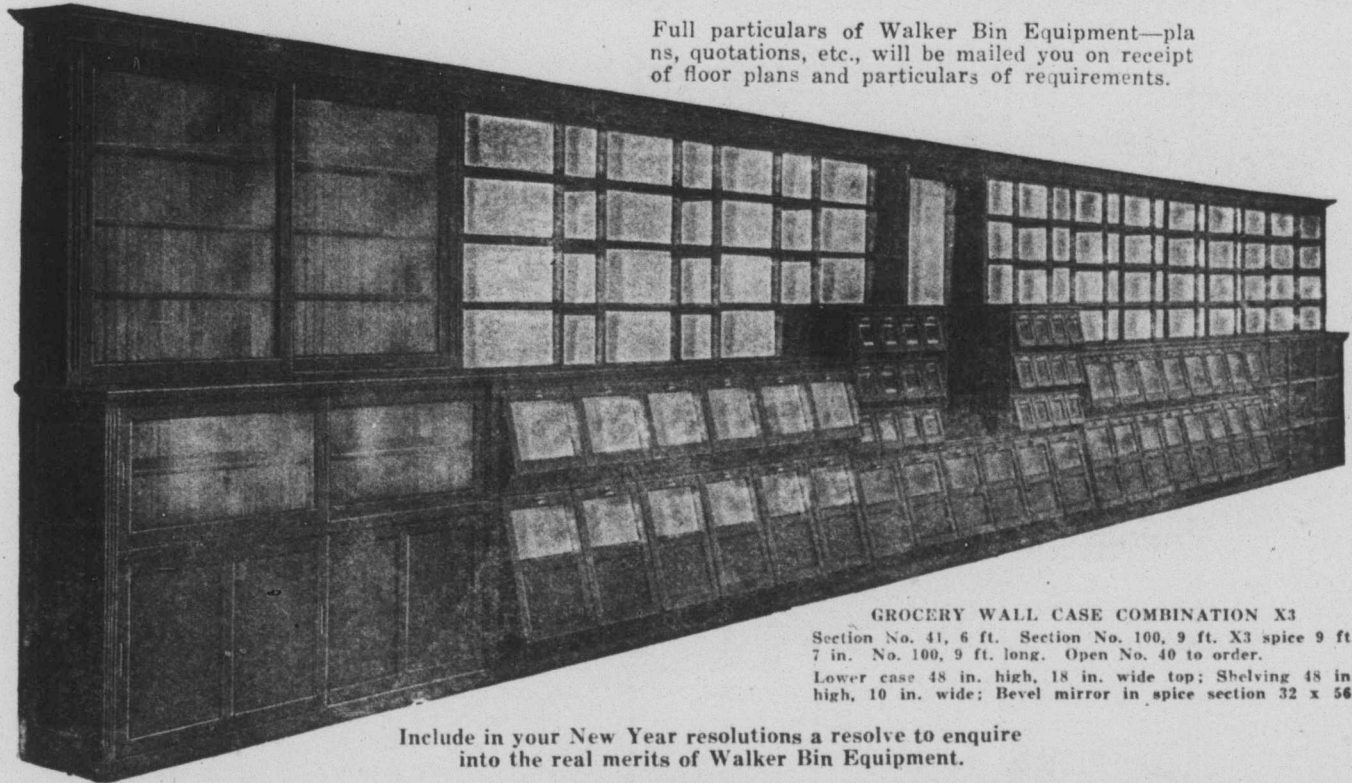
No-Vary Products Co., Limited
 WINNIPEG, CANADA

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



Merry Christmas Mr. Grocer!

And our wish includes you all—those of you who are prepared for the Christmas rush and for bigger business in the New Year through your Walker Bin Equipment as well as for those dealers who are still trying to squeeze “blood out of a turnip”—that is, make money out of a business handicapped with junk—lumber shelving and dust collecting counters. We wish you all a very Merry Christmas and a New Year filled to overflowing with the twin blessings of health and prosperity.



Full particulars of Walker Bin Equipment—plans, quotations, etc., will be mailed you on receipt of floor plans and particulars of requirements.

GROCERY WALL CASE COMBINATION X3

Section No. 41, 6 ft. Section No. 100, 9 ft. X3 spice 9 ft. 7 in. No. 100, 9 ft. long. Open No. 40 to order. Lower case 48 in. high, 18 in. wide top; Shelving 48 in. high, 10 in. wide; Bevel mirror in spice section 32 x 56.

Include in your New Year resolutions a resolve to enquire into the real merits of Walker Bin Equipment.

Walker Bin and Store Fixture Co.

Limited

KITCHENER, ONT.



OYSTERS AND FISH

Get in touch with me for

XXX Oysters
Smelts
Frozen Herring
Frozen Mackerel

Fish is the food of the moment.

EMILE PATUREL

SHEDIAC, N.B.

License No. 1-748.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

“SUPERIOR” BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST



*The First "Peace"
Christmas Since
1913 Ushers in a
New Era for the
World and for Canada*

We look to the new era with confidence. We believe in the future of Canada, in the humanity of our nation, which makes this a good country in which to live, and in the courage, adaptability, good sense and earning power of our people, which make this Dominion a safe and profitable country for trade and commerce.

To the grocers of Canada and their clerks we extend hearty, optimistic Christmas greetings and our sincere good-will. We hope you all will enjoy the holiday.

T. H. ESTABROOKS CO.

Limited

St. John Toronto Montreal
Winnipeg Calgary Edmonton



Tea
"is good tea"

*Lines that are
Always Popular—*

**ROBINSON'S
"PATENT" BARLEY**
and
**ROBINSON'S
"PATENT" GROATS**



Are you selling Robinson's regularly? You **can** sell them. Everywhere the Robinson lines have a reputation for quality that keeps stock moving and puts attractive profits in the cash drawer.

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

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

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

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

Ingersoll Packing Co., Limited
INGERSOLL, ONT.

If interested tear out this page and place with letters to be answered.

CANADIAN GROCER

Vol. XXXII.

TORONTO, DECEMBER 20, 1918

No. 51

Christmas Without a Shadow

IN the years that are newly passed the Christmas season has been robbed of much of the care-free kindly customs that had grown up about the day. There were too many memories of other days, too many sore hearts in the world, the future was yet too uncertain, and the shadow of tragedy always at the door. The day was a day of rejoicing with trembling, and with that hope deferred that maketh the heart sick.

This year's Christmas dawns upon a happier world. The overhanging shadow of war is, it is to be hoped, a thing of the past, never to darken the world again. In many places the boys are coming home, and the place long vacant is again filled. And even where hearts are still turned across the seas, it is not now with that nameless dread of what the day may bring. The old sad days are passed, and the birthday of the King of Kings dawns free from shadow. Surely we have cause for thankfulness, and for making this the happiest Christmas of our lives.



Flour No Lower While Wheat Fixed

Set Price Lapses August, 1919—May Then Have Easier Prices—U.S. Price Set to April, 1920—Similar Action in Canada Would Entail Serious Financial Dangers

THE question as to what will be the trend of prices in wheat products is a vexed one at the moment. In the immediate future there is no possibility of change. The set price for Canadian wheat remains in force till August 31 next, which means that not until flour ground from the 1919 crop is available can there be any decline in costs, that will mean a material reduction in flour prices. As to what will happen after that there is a vast difference of opinion, some authorities prophesy material declines in wheat, but most are of the opinion that world conditions, and the accessible nature of the Canadian crop will assure a satisfactory selling price probably below the present figure, but, nevertheless, at a figure that will assure the producer a substantial return for his investment in money and labor. Even a moderate decline in wheat will have its effect upon the flour market, and so there is the possibility that when once the price set by the Dominion Government lapses, that flour prices will decline, but not before.

The one outstanding fact in the situation at the present moment is the action of the United States in setting the price for wheat at \$2.26 until June, 1920. When this action was taken there was created a problem for Canada that will need careful consideration if the danger of a possible low production is to be met without a dangerous financial strain being laid up on the Government, with the country to the south guaranteeing the price at war figures, and with conditions gradually returning to a peace basis, what action will the Canadian Government take? Will there be an attempt to bolster up production by following the example of the United States? Or will there be a return to the normal situation where the matter of supply and demand will establish the price?

Opinion of Millers

As far as the Canadian milling experts are concerned the general opinion appears to be that any attempt to set a price on a parity with that set in the United States would be to undertake an enormous financial burden. To the United States Government the course taken means the outlay of millions of dollars, and there is no likelihood that the obligation will be enlarged by permitting other countries to dump stocks on their markets. On the other hand the United States is not, first and foremost, an exporting nation. Estimating the coming crop at say 900,000,000 bushels, the first demand will be for home consumption, an item of some 600,000,000 bushels. For this the con-

sumer will have to pay on a line with the \$2.26 set price. It may mean higher prices for flour and bread than in other countries, but will not entail desperate hardship. On the 300,000,000 bushels available for export the United States Government may have to pay the difference, whatever that may be, between the world market price, and the set price. This would be recouped in taxes.

Canada is first and foremost an exporting nation. It is possible that next year there may be a Canadian crop of about 300,000,000 bushels. In rough figures Canada will consume about 40,000,000 bushels of this and reserve approximately the same amount for seed purposes, leaving approximately 220,000,000 bushels for export. If the Canadian Government were to follow the example of her neighbor with the idea of encouraging production, it would mean that she must be able to pay the difference between the world market price and the set price on 220,000,000 bushels, or in other words, assume with a population of something under 8,000,000 people and limited financial resources practically the same obligation as the United States assumes with a population of 110,000,000. The financing of the next season's crop in the opinion of representative milling officials would entail the financing of the entire crop, which would involve the employment of roughly \$600,000,000.

Readjusting Prices

That there will be a downward trend in wheat prices is not doubted in milling circles. Remove the restrictions to-day, said one miller, and May option wheat will be selling in Chicago and Winnipeg at \$1.50 a bushel. The general world situation, in the opinion of the millers, precludes the possibility of a \$2.26 figure for wheat justifying itself as a market figure for next season's crop.

There are substantial stocks of wheat for export in Australia, Argentine, India and Egypt. Moreover, there are large reserve stocks in allied countries; while England and France have enormously increased their home production. It is conceivable that there may be a falling off in this latter item under changed conditions, but unquestionably there will be a heavier production than in pre-war days. Just what they will be willing to pay is a matter in dispute, but there is little difference of opinion among the millers that any suggestion of a set price must be based on a known market figure, and not on the precedent set by the United States.

The great fear is that a failure to set a price will decrease production.

Canadian prosperity is unquestionably largely built up on the success of the wheat crop, and the prices obtained. It could only be a false prosperity, however, that could be built on prices bolstered by Government bonus. It would merely be a matter of taking the money out of the pocket of the average citizen and putting it in the pocket of the wheat producer, with no tangible gain to the country as a whole. Sound business does not recommend a higher price to the farmer than the best which can be obtained in the consuming market.

The World Supply

Egypt, Argentine, and particularly Australia, have pretty large accumulations of wheat which could not be transported during the war time, but which they will be anxious to put on the market at the earliest opportunity. Australia has several hundred million bushels of her old crop, and already forty million bushels of this have been offered for sale at \$1.10 per bushel. Even with the freight added, this could be placed on the Liverpool market at a price considerably lower than that now prevailing. Great Britain and France are negotiating with the Argentine for the purchase of supplies, the Argentine Government agreeing to establish credits for this purpose. The supply there available for export is estimated at around two hundred million bushels. In Canada and the United States there is a surplus available for export of about 350,000,000 bushels. Leaving out Russia, we may see Europe get back to production very rapidly.

When we take into consideration the large amount in addition existing in the shape of flour, and the fact that further large crops will be on the market before shipping accommodation in any large quantity can be secured, it is obvious that Europe's normal average demand of less than five hundred million bushels is already visible.

SARNIA, ONT., SETS PRICES

Robert Hamilton and Alex. Crosbie, who were appointed a fair price commission by the city council, Sarnia, Ont., have decided on a schedule of prices, and any seller asking more than the listed price is liable to punishment. Considerable complaint has been heard for some time about the high prices of produce of different kinds on the city market. Under the new regime the price decided to be fair will be posted prominently in the market place and anyone asking more will be liable to prosecution.

Consumers Association Comes to Life

Windsor, Ontario, Concern Once Again Makes Bid For Business, Despite Cancellation of License—Food Board Will Investigate

Windsor, Ont., Dec. 18.—H. Martin, manager of the Consumers' Association, Windsor, Ont., is still in business, and assures your representative that he is doing a brisk business. His premises are open, and he claims his license, cancelled by the Canada Food Board, is all right again, as he was only restricted from doing business for the duration of the war.

THE CONSUMERS' ASSOCIATION of Windsor, Ont., that was closed some months ago by an order of the Canada Food Board, because of certain infringements of the rulings of the Board relative to the advertising of sugar, is once again, according to reports, doing business in the old way. The literature sent out by the Association is the same as of old, except that the circular that brought them under the disfavor of the Board has been omitted and in its place appears a small "Special Notice" reproduced herewith. The reorganized methods and the new features do not appear on the face of the literature that is again being spread broadcast.

The concern is again advertising through its agents in different localities, though in a more modest way than formerly, for instance, the following from the Brighton, Ont., "Ensign," of recent date:

**Consumers' Association
of
Windsor, Ont.**

Will effect you a considerable saving in purchases of all lines of merchandise. For particulars enquire of the branch manager,
Peter Barrager,
Brighton

Want ads. asking for ladies to fold circulars, appearing in the "Border Cities Star" of recent date signed with the name of the Consumers' Association

were another indication that the irrepresible manager of this concern, who has on various occasions had to desist from business because the Post Office or the Canada Food Board did not see eye to eye with him regarding the methods adopted in his business, is back in business again. The Windsor representative of CANADIAN GROCER informs us that the gentleman in question is to be seen regularly about the premises that bears the name, The Consumers' Association, and that there are signs of activity to be noticed.

A report from CANADIAN GROCER'S Ottawa correspondent, who interviewed Mr. Thomson, the chairman of the Board, on the matter, states that the cancellation of the license of this concern was operative until the end of the war, and that there was no thought of removing these restrictions.

The manager of the Consumers' Association evidently took it for granted that the war ended with the signing of the armistice and decided that there was no reason why he should not be in business again. When the attention of the Canada Food Board was drawn to the fact that this concern was once again in business, they expressed themselves as surprised and stated that they would at once look into the matter from which it may be presumed that the concern will not remain open for long.

URGE PROVINCIAL ACTION IN TORONTO POLICE STRIKE

Representatives of the Manufacturers' Association, Board of Trade, and Retail Merchants' Association of Toronto, waited upon Premier Hearst of Ontario on Wednesday of this week with a view to getting some action tending toward a settlement of the Police strike that is endangering the city's interests. W. C. Miller represented the Retail Merchants' Association.

MILLERS WILL FOSTER EXPORT BUSINESS

Association Suggested to Act for Millers in Disputes With Railways and to Look for Export Business

A meeting of the millers held recently in Toronto under the chairmanship of W. A. Black of the Ogilvie Milling Company. One of the important matters dealt with at the meeting was the discussion of a plan to organize a National Association of Millers for Canada, similar to the organization in the United States. It was urged that some such step was necessary if Canadian millers were to make an aggressive bid for export business, which was necessary if the industry was to expand, and if wheat offals were to be retained for the cattle producers of Canada.

It was also urged that some central authority was required to deal with such matters as differences of opinion with the railways on matters of freight rates. A committee was appointed to get in touch with the National Milling Association of the United States, and to learn something of its organization and methods of operation, this committee to report at some later date.

CHATHAM, ONT., ORGANIZES R.M.A.

A Retail Merchants' Association of Chatham was organized at a representative meeting of business men held in the Chatham Club auditorium recently, following the lecture by Frank Stockdale, expert commercialist. Steps will be taken to draw up the constitution of the Association, and for arranging for the association to become affiliated with the provincial and Dominion Boards.

W. M. Foreman is president of the Association for the year. Other officers elected were: First vice-president, Ed. Wanless; second vice-president, George Cowan; secretary, F. W. Brigden; treasurer, James Gray. The executive which consists of twelve members, representative of the various lines of retail business in the city, is as follows: Messrs. W. J. Easton, Wilfrid McCorvie, T. W. Poile, Mr. Waterhouse, Mr. Palmer, C. Austin, C. D. Sulman, E. C. Brisco, W. A. Hammond, Roy Boyce, Richard Lowe and Charles Gunn.

TOO MUCH WATER

A packer of maple syrup was fined \$70 and costs in Toronto Police Court on Monday for selling syrup marked "pure maple," which did not come up to the standard defined by the Government. The prosecution was conducted by H. J. Dagar, food inspector, who made the purchase. The analysis showed an excess of water. The firm was Maples, Limited. Regulations governing maple syrup do not permit the use of the word "maple" on the label unless the syrup is pure maple within the terms of the standard set.

SPECIAL NOTICE

We take great pleasure in announcing to both our Old and New Members that The Consumers' Association having reorganized its methods and having added new features to its plans is now in a position to give Greater Bargains than ever.

We have positions open for Good Live Men and Women in all localities and you will find our Special Offers enclosed.

THE CONSUMERS' ASSOCIATION.

The Circular announcing the return to life of the Consumers' Association, Windsor, Ont.

SHOW CARD WRITING

By R. T. D. EDWARDS

CHRISTMAS show cards are at present an absorbing topic of interest to those in charge of producing show cards for the large or small store.

The large departmental stores through Canada and the United States are busy putting Christmas cards on their counters and in their windows. One of the large Toronto stores has already put into use many thousands and before the Christmas season has advanced much farther, the quantity will be increased to double. feeling must be supplied to encourage early shopping. Prettily designed Christmas cards are what remind and keep reminding the customer over and over again that the gift season is again at hand.

For Small as Well as Large Stores.

The small store, too, should follow the big store's examples and get their Christmas cards on their merchandise and in the window displays.

The principle used by most large stores is to adopt one special design and carry it out through the interior of the store. This design is used also in the show windows at intervals with other special Christmas show cards designed by the cardwriter.

In the majority of cases the Christmas cards for the interior are either of a printed or lithographed design and from two to four color work.

For the smaller store, very attractive designs can be worked up with the air brush by using stencil or lithograph, or printed cards can be bought from supply houses.

But the window card for dainty Christ-

Catchy Card Phrases

For the Orange Display —

Sweet and Juicy

Delicious for After-Dinner

It Wouldn't Be Christmas
Without Oranges

For the Window —

A Gift Worth While

Everything for the Christmas
Dinner

Get Your Christmas Baking
Materials Now

For the Nut Display —

Fresh and Meaty

Children Look for Them in
the Stocking

Nuts Are Wholesome — Eat
Plenty

mas displays, both for large and small stores, must be made by hand.

Change Cards Frequently

First of all these cards must be original. They should be changed every few days, just as the window trimmer changes and decorates his windows. They should be made in series and the change from one style to another should be made all at one time.

Stick to daintiness in show cards. Don't plaster the card all up with design and lettering. We are offering two suggestions of what we think are quite good enough, even for the best Canadian stores.

They are exceedingly neat and good looking and they would add much to a Christmas display.

They are made with a mat bound background with a deckled edge cover paper, panel in the centre. The edge is deckled by hand with a small pair of scissors and is nothing more or less than an uneven or rough edge.

The dark background card is made of dark green mat board with a buff centre panel of heavy cover paper. Cover paper can be procured from wholesale paper houses in any color or finish desired. The top two corners only are stuck and the rest of the paper hangs loosely against the cardboard.

The card with the dark panel is after the same order as the other with exception that the background is a buff mat board and the centre panel is of medium grey.

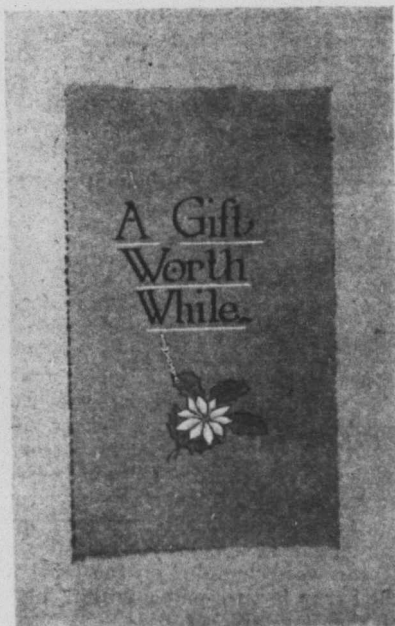
Many other color combinations can be

worked up with good effect. Dark green background with pale green or white centre, white ground with pale green centre, buff ground with white or pale green centre are only a few of the many attractive color combinations.

The drawings and lettering on these cards are made with pen and black waterproof ink. The drawings are colored with transparent water colors in greens and reds. The lettering is made with a No. 2 round writing pen nib.

There seems to be an idea prevalent among those who have newly broken into show-card writing that to become a proficient card-writer they must possess an air brush; and that through its use is the only way to make what they term a really attractive and high class show-card. Now I want to explode that theory, although it must be understood that the air-brush is an excellent tool for show-card work. Also, it has been the means of making thousands of very poor show-cards, show-cards which are an eyesore to any display on which they are used.

In Toronto you can see air-brushed cards in some Yonge street stores which you can hardly read owing to the large amount of highly colored inks sprayed in them with the air-brush. There is poor judgment both on the part of the maker and on the part of the merchant for showing them there. Cards like these tend to repel rather than attract customers. The whole trouble lies in the inexperience in the proper handling of the air-brush. All amateurs should learn how to letter properly, how to make show-card designs and the proper combination of colors before attempting to make air-brush show-cards.



Saving Waste Paper Profitable

Market Conditions and Matter of Saving Are Queried—The Element of Fire Risk—What To-day's Prices Show—How Dealers Clubbing Together May Help

AN inquiry coming to hand this week re waste paper, will be of interest to more than the individual merchant who puts forth the queries. There have been two questions asked which read as follows:

- 1.—How will the market for waste paper be in the future?
- 2.—Will the price be worth the trouble of saving it?

Question No. 2 and Fire Risk

First of all it might be well to touch on one phase of the situation which should not be overlooked. It will probably help answer question No. 2, that is the question of fire risk. Baled waste paper will not burn—it may ignite and smoulder away slightly, but it is really in such shape when baled that it does not burn easily. This should mean the elimination of one item of fire risk—loose paper lying around and ready to spring into flames from the spark of a match carelessly discarded.

There is another point. The dealer has to get rid of his waste paper under any consideration, and probably burning is the method adopted. This means labor and careful watching—the baling and shipping of waste paper will not involve any more, if as much, labor.

What To-Day's Prices Show

And now the actual question—will the price be worth the trouble of saving it? The trouble end of the question is probably covered in the paragraph above. The price to-day is \$10 per ton f.o.b. Toronto. The price has been higher and it has been lower, the law of supply and demand covering the operations of the market on waste paper as in every other marketable commodity.

What Net Returns to Expect

Taking \$10 as the f.o.b. Toronto price then, and estimating freights from Port Hope, a point 60 miles away, and Trenton, a point 100 miles away. Carload rate from Port Hope is 11½c per 100 pounds on waste paper, or \$2.25 per ton. From Trenton the rate is 14½c per 100 pounds, or \$2.85 per ton. That means to the dealer selling \$7.75 net per tons from a point 60 miles away, or \$7.15 net per ton from a point 100 miles away. A minimum carload is 24,000 pounds.

How Dealers Clubbing Together May Help

You may say that you are attempting the impossible to fill a car. Get together with eight or ten of your fellow merchants, hardware, dry goods, men's wear, or stationers. If each one save a ton in two months' time that would mean six carloads a year for a net return to the merchants of from \$85 to \$93

per carload—really found money. There are few grocers who make much on sugar. There are few hardware merchants who make much on wire nails—why then not make a little on waste paper? Cut down your overhead, eliminate the little leaks which mean the difference between a really profitable business and one which is just making a living for the merchant?

Seeds to Sell in 10c Packages

The 5c. Package a Thing of the Past—Idea to Develop a Standard Package—Reasons for High Price of Seeds

FROM information available to date it is understood that a higher selling price has become necessary on seeds and all Commission Packets will be sold at 10c per packet during the coming season. It is understood that the Seed Commissioner at Ottawa has been anxious to have the Canadian Seed Trade adopt a standard packet and this idea will be conformed with. It is stated, however, that the new packet will contain considerably more seed than at former prices.

Price Will Remain High

Prices of high grade seeds will remain high for the coming season, but it seems evident that there will be sufficient for all. In the staple varieties of vegetable seeds there will be no shortage. England and France have been able to send fair quantities of all kinds of garden seeds. United States growers have extended their operations and Canadian grocers are also branching out. From Denmark shipments during the past two years have been prohibited. The finer sorts have come from this source, the Danish growth being an advanced process, cauliflower and cabbage being two vegetable seeds in great demand from this market. It seems possible that there may be a limited quantity released for coming season's requirements and upon which the Danish Government are setting values. The prices will be high.

Holland has not been the factor in supplying seeds during the past two or three years which she formerly was. One dealer reported receiving a shipment last August which was due the preceding December, or one year ago now. It is believed that few, if any, orders are now placed in Holland awaiting shipments.

Some Embargos in Force

It is indicated that the United States Government has placed an embargo on the export of clover seed and whereas there is a fair supply available, unless there is some modification of this embargo there may not be sufficient to

Waste Paper Subject to Market Conditions

The first question, "How will the market for waste paper be in the future?" may be answered briefly by saying that this commodity is marketable the same as any other, and as such is subject to market conditions—in other words, supply and demand. Figures show that best marketing periods are from March to June, and September to December, these being periods on which greatest activity is shown in nearly every line of business. It would appear reasonable to expect that the market for waste paper will prove quite satisfactory and worth small amount of time involved in baling and shipping.

meet the requirements of the trade. There would appear to be plenty of alsike available.

Factors Contributing to High Price

There have been many factors contributing to the present high prices of seeds. The past season was an unfavorable one for growing in both England and France, where the bulk of the seed is grown. Added to this was the smaller acreage allotted to the growers. The price of cereals has been very high and garden seeds naturally react upward as a reflection of this condition.

Handling charges are very high, the labor which goes into the testing, packing and distributing representing a considerable percentage of the ultimate cost. The package has increased materially, too, paper, lithographing and printing adding their quota to the higher cost.

The seeds themselves are very much higher, vegetable seeds ranging from twice to ten times pre-war figures and there is no indication that much lower values will be possible for a long time to come. Most certainly the coming season will not witness any decline in prices and beyond that indications are that lower levels will come gradually.

REGULATION OF ENGLISH APPLE IMPORTS

The British Government, in its order permitting the import of apples, a series of maximum prices state that the wholesale price of 6¼d. per pound contemplates sale by licensed importers at prices not in excess of the following: Barrels of 112 pounds from Nova Scotia, 58s. 4d.; Canadian, Virginian, and western apples in barrels of 130 pounds, 67s. 8d.; boxes of a net weight of not less than 38 pounds from British Columbia and the Pacific coast, 19s. 9d. A maximum price of 56s. per hundred-weight (112 pounds) is fixed for any variety of apples sold otherwise than in barrels or boxes, as indicated above.



E. M. TROWERN

Trade Regulation by Order-in-Council Must Be Abolished

By E. M. TROWERN, Ottawa

Secretary Dominion Board
The Retail Merchants' Association of Canada

IN view of the fact that the Government Order-in-Council No. 2461, 1918, and which amended a similar Order-in-Council No. 2777, passed on the 10th and 20th November, 1916, relates to the operations of the retail trade throughout Canada, as well as to manufacturers and wholesalers, it will, no doubt, be of interest to the trade and to the public to know some of the salient points of the said order, together with some comments upon the same.

The above Order, as far as necessities of life are concerned, repeals section 498 of the Criminal Code, which was placed upon the Dominion Statutes some years ago by the members of the Commons and the Senate, and which has always contained some very contentious and complicated clauses. It, however, contained some safeguarding clauses which have been entirely brushed aside in the new Order-in-Council, and new clauses have been introduced that are not only absolutely unfair, but which are also unworkable.

On the face of the Order-in-Council, it can be seen at a glance that those who conceived the idea had very little, if any, knowledge of the many great commercial problems that those who have been, or are, practically engaged in trade, are familiar with.

The objects to be reached by the Order are, therefore, dense and clouded, and the legal drafting is fully in keeping with the objects. It would be impossible for any lay mind to take up the Order and explain it clause by clause, as the objects sought are surrounded by so many exemptions and contradictions that if by any chance its operations should entangle any person or company, and they should find themselves before the Supreme Court, the Judges could never give a clear ruling on the Order, but they would be compelled, if they did not dismiss the case, to base their judgment on the evidence in the case presented to them, rather than on the Order itself, as we are quite certain that its

complications and contradictions would confuse and mystify even that learned body.

The Order starts out in the usual way and defines the meaning of the words "Council," "Minister," "Necessary of Life," "Municipality" and "Person." Its operations are placed under the Minister of Labor, but for what reason it does not explain. It then sets forth some outwardly very drastic clauses, which, to the uninitiated, would look as though those who drafted it were so thoroughly in earnest to trap all evil doers, and protect the "general public"—whatever that may mean—that the draftors were inspired with the highest of motives for the public weal. To those who have not had an opportunity of reading these famous clauses, which also appeared only in somewhat modified form in the old Act, we take the liberty of quoting them:—

(1) No person shall conspire, combine, agree, or arrange with any other person—

(a) to limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any necessary of life, or

(b) to restrain or injure trade or commerce in relation to any necessary of life; or

(c) to prevent, limit or lessen the manufacture or production of any necessary of life, or to enhance or maintain the price thereof; or

(d) to prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation, insurance or supply of any necessary of life.

If these were the only clauses in the famous Order, we might well stop and ask ourselves, "What is there left for us to do? How can we do any business of any kind without 'agreeing,' 'limiting,' and, if necessary, 'enhancing,' 'arranging,' 'maintaining,' 'preventing,' 'dealing,' etc.?"

To Satisfy Public Demand

On the face of it, it certainly looks like a very serious undertaking by those who framed it up, but upon close observation it is the most beautifully camouflaged piece of legislation that has ever been handed out to the public, and we will not be at all surprised if those who are capable of exhibiting it in its true light before the Senate and the House of Commons, will present it effectively when the proper time comes, and, if they do, it will certainly make an interesting subject. Any legislation that is framed up to attempt to satisfy what is often termed the "public demand," but which is really done for the purpose of "vote catching," usually ends in disaster to those who framed it up, as well as to those to whom it was made to apply.

It requires no great commercial ability to understand that the foundation for the price of all articles that are manufactured or produced is based on the value of labor. Capital is merely "accumulated industry" or the tools which labor uses. If the price of labor goes up raw material must go up, and if raw material and labor advance the article produced must advance, and the result is that the manufacturer must charge more, and consequently the wholesaler and the retailer must charge more, all of which must come out of the consumer in the end. It must always be remembered that the service rendered by the distributor, either retail or wholesale, is as equally necessary and valuable as the service rendered by the laboring man or the manufacturer or producer. Notwithstanding these simple facts, those who framed this famous Order allowed the following clause, which was put in the old Act possibly for political purposes, to remain in the Order:

"(2) Nothing in this section shall be construed to apply to combinations of workmen, or employees for their own reasonable protection as such workmen or employees."

Class Legislation

The reason for its insertion is self-evident, but its justification cannot possibly be defended by any person whose intentions were fair and honest, and we feel quite sure that there is not one labor union in Canada, or an officer of a labor union in Canada, who would defend class legislation of this character. There is no doubt whatever that the officers of the labor unions could see the absurdity of the whole measure, and they asked to be left out of it, as they knew that it would only cause trouble and confusion. We compliment them upon their ability to escape from the entanglements into which they would have become involved had they been made a party to legislation of this character.

In simple English, it means that workmen of all sorts are allowed to meet, agree, combine, conspire or arrange among themselves or with any other person or corporation to increase prices, or strike or demand anything they want, but if those who manufacture or distribute their product do the same thing they can be fined "not exceeding five thousand dollars," or be imprisoned for a term "not exceeding two years." And all this is done in Canada, the land of the brave and the free.

Still Further Exemption

Not being satisfied to exempt workmen or combinations of workmen, the framers of this wonderful piece of legislation finally discovered that there was another important class in the community which is just beginning to make itself felt—the farmers and the gardeners—and after inserting clause (2), which reads as follows:

"(2) Every person who holds or offers for sale, or sells or provides or furnishes for consumption at a price, whether upon the premises which he occupies or not, any necessary of life, shall sell it or provide or furnish the same for consumption as aforesaid, at a price not higher than is reasonable and just." They then insert the following:

"(3) Provided, however, that this section shall not apply or extend to any accumulating or withholding by any farmer, gardener, or other person, of the products of any farm, garden, or other land cultivated by him";

Remember, these two clauses do not appear in the old Act, as the only exemptions in the old Act are given to labor unions, and this Order is supposed to give those who administer the Act wider powers during the war so that they can protect the public more fully than they were protected.

Only Retailers, Wholesalers and Manufacturers Affected

Having, therefore, exempted the working men and labor unions, and the farmers and market gardeners—the only persons to whom it applies are the retailers, the wholesalers and the manufacturers. It could not have been intended for the professional classes, as the medical men held a meeting a few months ago and they combined and agreed among themselves to increase

their professional fees, and by unanimous consent they did so, notwithstanding that their class is not mentioned as one that is exempted.

As another example, the legal profession of Ontario, through their Association, waited upon the Premier of that province, the Honorable W. H. Hearst, according to the press reports, and stated that they were unanimously agreed among themselves that they were underpaid and that they required more money. Their request was considered and the Government of the Province of Ontario, mark you, consented to their demands, and up went their prices twenty per cent., notwithstanding this famous Order.

A short time ago the newspapers throughout Canada, with few exceptions, found that they were losing money. They met and considered their troubles, and they ended them very rapidly by increasing the price of their papers one hundred per cent., and some two hundred per cent. We have heard of no prosecutions, nor are we likely to.

The doctors, the lawyers, the newspaper proprietors, the farmers, the gardeners and the working men are exempt from the law, but if the retail merchant is suspected of even discussing the advisability of getting more than cost for selling milk, bread, butter or other perishable necessities, as well as gasoline, he is pounced upon and dragged before a special "Fair Price Committee," who are not required to have any special knowledge whatever of the retail trade, or the many difficulties that surround every retail merchant in Canada at the present time.

The Fair Price Committee

The "Fair Price Committee" consists of two or more officers of the municipality, and they are to be appointed by the municipal council. Their names must be submitted to the Minister of Labor. The Council must then instruct them as to what articles they want the said Committee to investigate, and this implies that the said municipal council must have evidence beforehand as to the reason why any retail merchant or other person should be brought up and ordered to be publicly examined.

In our opinion, we consider that in order to be perfectly fair the municipal council of any municipality should be prepared to not only pay the expenses of all those whom they order up for examination, but in the event of any charge being made against a retail merchant and it proves to be false, the said council should be prepared to reimburse the retail merchant for not only the loss of his time, but also for the loss and injury to his reputation. No provision is made for this in the case of a retail merchant, notwithstanding that other classes have been exempted.

Only Retailer Cannot Escape

The camouflage, however, is not yet complete. If the "Fair Price Committee" suspects that any manufacturer has raised the price of his commodities through combination with his fellow manufacturers, or otherwise, and the

happens to live outside of the municipality in which the "Fair Price Committee" have jurisdiction, the manufacturer cannot be compelled to appear and give evidence. Wholesale grocers and wholesale produce merchants living outside of the municipality are also beyond the control of the "Fair Price Committee," but retail merchants cannot escape.

Can anyone consider legislation of this discriminatory character either wise or fair, and is it not a sad reflection upon the ability of Canadians, who should be anxious to show to the world the wisdom of the legislation they enact? It is quite true that legislation of the above character might appear upon the Statute Books of the United States, or in some foreign countries, but that is no reason why it should appear upon the Statute Books, or in Orders-in-Council, in Canada, and we sincerely hope that it will soon be removed, as it is certainly unworthy of having a place on the records of the Dominion.

Not content with amending the old Act, Section 498, but whether designedly or not, the following words have been inserted into this famous Order, "or maintain the price thereof."

Attacks Resale Price

In simple English, this means that no manufacturer can now sell his goods on the price maintenance or resale plan; if so, he will immediately come under the provisions of this Order and be liable to the penalties attached. This provision will affect all manufacturers of cereals, patent medicines, musical instruments, automobiles, fountain pens, watches, and a host of manufacturers in hundreds of other lines of trade, and the result will be, when the true meaning of this amendment is made known, that the commercial classes of Canada will arise in their might and demand that this Order-in-Council and all similar class legislation be removed entirely.

No Prussianism in Canada

We all rejoice exceedingly that we have succeeded in securing a glorious victory by defeating the Germans, and thus destroying "Prussianism" in Europe. We must now watch very carefully that Germany's vicious doctrines do not creep into the Government or into the commercial life of Canada. Our boast is that our courts in Canada are above suspicion, and for this we all rejoice, because we know that the poorest citizens, when the evidence is presented, have the same equal chance as those of the greatest wealth. The people, however, make the laws; the duty of the courts is to administer them. Let us make laws that are worthy and sane, and which will not reflect upon the good judgment of the people of Canada, and which do not discriminate as between one class and another.

What are the powers under this famous Order? Can the Minister of Labor, the municipal committee, the "Fair Price Committee" or the Canada Food Board, order that retail merchants shall cease doing business, or do business at a loss,

Continued on page 49

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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

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

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

PUBLISHED EVERY FRIDAY

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

Vol. XXXII. TORONTO, DECEMBER 20, 1918 No. 51

THE CHRISTMAS WINDOW CONTEST

DO not let the matter of entering your Christmas window in the CANADIAN GROCER'S Christmas window contest slip your mind. Arrange to have that photo taken early this week before the display is disarranged. It can be taken best at night, or early in the day, and will consequently in no way interfere with its effectiveness. Look after this matter at once.

THE PASSING OF THE RESTRICTIONS

ONE by one the restrictions on the use of so many products, that have made the life of the grocer one of trial and tribulation, are passing. All restrictions on the use of wheat or wheat products are ended, and on Jan. 1 the last limitation on the use of sugar will be withdrawn. There are still some limitations on the use of fats but these do not affect the grocer quite so nearly. The time is coming when the need for regulation in the grocery business will be a thing of the past. Under the abnormal conditions of war, it has been a useful and necessary regulation, but at the best it is a sad necessity. The more untrammelled business is the better it is for everyone, and it is to be sincerely hoped that the days are shortly coming when all regulations that obstruct the natural operation of business will be a thing of the past.

NO SIGN OF LOWER PRICES

THERE is no indication yet on the horizon of declining prices. A few minor lines are showing slight declines, but by far the larger number

of grocery lines, and these the lines of major importance, are holding firm, while in very many cases there are indications of sharp increases in price. The depletion of world stocks is a far larger factor in maintaining prices than many merchants are prone to realize. Storehouses are empty, and the stocks that formerly filled these warehouses to overflowing to take care of any sudden and unexpected demand must be replaced, and until they are replaced there will be no material price declines. It is a large task, not only to supply the everyday requirements of a hungry world but to lay up substantial reserves against an evil day, and it is a task that cannot be completed in a week, or a month, or many months, and the merchant who is waiting for declining prices, has a long, long wait ahead of him.

THE FAIR PRICE BOARDS

THE Order-in-Council recently made public empowering municipalities to appoint fair price boards, is giving quite a lot of amusement to the members of the board appointed, but is doing little to lower the cost of living. The legislation in question was by the way of being a passing of the buck to the municipalities, the Government having a pretty fair idea that there were more kicks than compliments to be gained by any attempt to set prices.

The result of the various efforts so far have proved their judgment to be good. The Fair Price Board sets prices on the farmers' products, and the farmer pays no attention to the regulation. Then it is naturally the move of the Fair Price Committee, but the farmer enjoys some special privileges as far as prices go, and the price-fixers are not sure how to act, so mainly they don't act at all, which shows them to be gifted with a wisdom beyond their position.

The truth of the matter is, that the public has been misled into believing that profits are exorbitant. As a matter of fact, it is probable that never before has the grocer been clipping his profits so close. Conditions are making prices and not persons, and the sooner these facts are realized the sooner will this sad comedy, of civic aldermen trying to settle world conditions by fixing a just price for coffee or some other commodity in Sarnia, be at an end.

AT ARKANSAS City, Ark., recently all the food stores save one, were closed for two days for breaches of the Food Control regulation. The one store remaining open was that of Joe Kong, a Chinaman—now the question is, was it honesty or ignorance that kept Friend Kong in the straight and narrow path?

Montreal Strike a Big Money Loss

Walk-out of Police and Firemen Left City Open to Serious Danger—Money Lost as Result of Lawlessness

THE fact that some \$300,000 worth of property was destroyed within a few hours after the walk out of Montreal's police and firemen is sufficient evidence of the seriousness of the decisive and complete, though short, strike of these two bodies last week. It was, indeed, one of the most serious crises through which Canada's premier city has yet passed. It is probably very fortunate that the strike was of short duration, for the mob rule that promised to develop into a veritable reign of lawlessness, would have raised the likely damage to civilian and city property into a total of seven figures or more.

Disaffection And Wage Scale Were Responsible

It appears that the men had been dissatisfied for some time and that as time passed they reached the decision of quitting their posts and walked out shortly after the noon hour on Thursday, Dec. 12th.

While the Civic Commission had agreed to advance the pay of the men about \$110 per year, they wanted nearer \$500 of an increase each. This would have added between \$700,000 and \$800,000 more to the city budget and the recently-appointed Commission did not entertain the proposal for a moment; they considered it quite out of the question. On the other hand the men were very definitely opposed to accepting the city's offer.

Another sore point with both the police and firemen was that of the appointments which had been made some time ago of the police, fire and detective department heads.

Late Friday night, through the intervention of the good offices of Premier Sir Lomer Gouin, of Quebec, the City Commissioners, representatives of the

Trades and Labor Council and others, it was agreed to submit the whole matter to a board of arbitrators, five men to be selected to handle this matter. The men then returned to their posts at 9 p.m., but not until serious damage had been done through fires and the pillaging of various stores. The losses to a number of stores aggregated a great many thousands of dollars, one storekeeper alone being reported the loss of \$35,000 worth of stock. Feeling ran high among members of the retail section, the wholesalers, and this found expression at a largely-attended meeting of the Board of Trade.

Settle Prices For Canned Salmon

Sixteen Dollars the Price For Sockeye—Pinks Fifteen-fifty—No Change in the Amount of Stocks Taken On

THE much debated question of the basis of price for the eight million dollars' worth of canned salmon requisitioned for the British Government has finally been agreed upon. The settlement for the Sockeye pack, all of which has been requisitioned, is made on the basis of the canners' figures, \$16.00 a case. On the 7,500 cases of Pinks there will be a reduction of 50 cents a case on these figures. It is understood that these prices are in line with what the canners thought was a just price based on the charges incurred in this year's pack. While in a measure this is satisfactory, it does not do away

with the fact that the sale of these two varieties has left the Canadian market practically bare of the two varieties best known on the Canadian market, and that have been popularized at a great expense. However, no mitigation of these conditions could be obtained. Now that the matter of price has been finally settled, it is likely that the stocks in warehouse at the Pacific Coast will be rushed forward without delay, as the long period of warehousing has been a serious drag upon the canners and would prove an equally heavy burden to the British Government now that they are the undisputed owners of the pack.

The Christmas Window Contest

BASIS OF JUDGMENT

There is no wish to foster by these window contests, an elaborate system of window dressing. As a matter of fact, the simplest window trims are oftenest the best. The points on which the judgment will be made are: 1, selling power; 2, general attractiveness of display; 3, novelty of arrangement.

THE TIME OF CLOSING

The date of closing has been set at January 3. It is set this late so that the merchant who is rushed at Christmas time will not be prevented from entering in the competition for lack of time. The photos to be entered should be sent with a full description to the contest editor. Photos should be 5x7 in size, if possible, and must be large enough for reproduction.

A FAIR CHANCE FOR ALL

The contest is divided into two classes, with the idea of giving everyone an equal chance. The large city merchant must compete against merchants from similar sized places. The dividing line at over 10,000 for Class A, and under that population for Class B. It has been a notable fact of these contests that the prize has frequently been won by merchants in smaller places.

Any photos that do not win prizes, and which yet are well worthy of reproduction and are of a suitable size and quality for this work will be gladly purchased, \$1.00 being paid for each photo used.

THE PRIZE LIST

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

All Sugar Restrictions Off Jan. 1

Improved Conditions Enable Food Board to Withdraw Restrictions on Use of Sugar for Private Use and for Manufacturing Purposes—Stocks Already Easier

ALL restrictions on the use of sugar either for home consumption or manufacture will be withdrawn Jan. 1 according to an announcement made on Friday last by the Canada Food Board. This has been made possible by the restrictions imposed, especially the card rationing system that was operative in the United States until a few weeks ago, which enabled the creation of reserves ample to meet the needs of that company until supplies became more plentiful. The arrival of the Louisiana crop on the market has still further relieved the situation and has permitted the diversion of Cuban raws, apportioned to the United States to Canadian refiners. This has induced a great improvement in the situation that is evidenced in a better distribution of sugar to manufacturers. During the past months jam manufacturers and other similar activities have been at a standstill for weeks at a time owing to an inability to secure adequate supplies of sugar, to meet their requirements. These concerns are now receiving sugar in substantial volume, and no further difficulty is expected.

The relieving of the situation only applies as far as stocks are concerned. Owing to the fact that the price of Cuban raws has been definitely set for the whole crop no change in price other

than small fluctuations is to be expected during the coming year.

Sugar May Be Used in Manufacture

The change in the regulation withdraws the restriction against the manufacture of French pastry, iced cakes or biscuits, for candy for private consumption, as well as the use of icing sugar, has been removed. The war time restrictions on the method of serving sugar in public eating places are also withdrawn. On and after January 1, white or granulated sugar may be used in making bread and in the manufacture of canned goods, also the use of sugar in the manufacture of cake, dough products, candies, chocolate, table syrups, and the like, pharmaceutical and medicinal purposes, beers and soft drinks, dessert and jelly powders, ice cream, chewing gum.

Manufacturer May Purchase Without License

For the manufacturer, sugar may be purchased without a permit.

The Canada Food Board adds a rider to this announcement asking the public still to be reasonably restrained, and to avoid anything like extravagant use of any of these articles, because it will still be some weeks before supplies and distribution can be at all compared to pre-war conditions.

Coffee May Show Further Advances

Present Prices Below Those in United States and Below Amount to be Paid For Replacing Stocks—Probability of Light Crop in Coming Year Strengthens Brazilian Market

THE present Canadian selling price for coffee is materially below that in effect in the United States. There were fairly substantial stocks of coffees held in Canada prior to the recent advances, and holders have evidently been content to take a fair profit and not to force the price up to present buying levels. There will come a time, however, when the importer will again have to go into the market for supplies, and when that happens he will be compelled to again advance prices in line with his increasing costs. Even the very distant possibility of a decline on the American market would have no material effect. At the present time a decline of 2 cents on the American market, and that would mean a very substantial decline, would yet leave the American market in advance of present Canadian prices. As a matter of fact no such decline is to be anticipated, from the fact that the United States is only

sparsely supplied with stocks. The Government regulated the amount that might be imported to the actual consumption, so that shipping might be available for other purposes. The result is, of course, that reserve stocks are lighter than normal.

Brazil In Strong Position

The feeling in Brazil is very strong. The Brazilian Government has evidently succeeded in satisfactorily financing the coffee crop, and having done so there is no likelihood that they will throw away the advantage given them by a world short of coffee supplies. Moreover, the fact that Brazil is facing three short years of production owing to recent damages to the coffee plants by frost and other causes, is likely to still further strengthen the position of coffee in the Brazilian market. There seems little doubt, therefore, that conditions will compel a further advance in

coffee in the near future, as it is not possible to lay down stocks in Canada at much under present selling prices, which leaves no margin to cover the various charges in preparing the product for the consumer market.

IMPORTERS COFFEE COSTS—ADVANCED 8c SINCE NOVEMBER 1ST

While various advances have been reported for coffees within recent weeks, it may not be apparent that these total as much as they actually do. Prior to November 1st quotations were considered quite normal, and values at that time were around 20c for average grades, freight allowed to Montreal. These are now worth, landed at this point, about 28c, so that the roaster has been unable to hold prices down, but had to conform with the necessities by advancing his price to the retailer. Many have claimed within the past couple of weeks that the advances which have been made do not fully compensate them. It is still probable that prices will be further advanced, for a great deal of coffee, it is stated, is not finding its way overseas to those countries in Europe that have been bare of it so long.

FOWLER'S NEW FACTORY

R. L. Fowler & Co., Ltd., Calgary, Alta., have moved into a larger factory opposite to the building in which they were formerly located. In their new premises they will occupy all floors. The offices are on the ground floor, the peanut butter plant occupies part of two floors, the cider factory is in the basement, and the salted peanut department on the second floor. They recently installed a plant for making peanut butter, the process being almost automatic, including roasting, cooling, blanching, cleaning and grinding.

WOULD INCREASE FEE OF TRANSIENT TRADERS

W. C. Miller, secretary of the Ontario Branch of the Retail Merchants' Association, appeared with a large deputation of Toronto merchants recently before the Board of Control, asking that the license fee for transient traders be increased from \$50 to \$250. The board recommended that the City Solicitor submit a new by-law at the next meeting of council and an effort will be made to collect from this class, which at present avoids paying into the city treasury while competing with merchants who do.

SWIFT-CANADIAN COMPANY TO BONUS EMPLOYEES

In recognition of the high cost of living and in appreciation of services, Swift-Canadian Co., Limited, will make a special payment of 10 per cent. of their salary to employes for a period of six months ending November 2, 1918. This bonus will be paid to those who have been in the service from April 29, 1918, until date of payment.

CURRENT NEWS OF THE WEEK

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

Maritime

The district health officer of St. John has been taking an active interest in the quality of milk sold, with the result that the licenses of several producers have been cancelled, thus cutting them off from selling to local dealers.

William J. Wetmore, New Brunswick representative for Moir's, Limited, has purchased a substantial brick building in Prince William street, St. John, and when it has been refitted for office and warehouse use will remove from his present quarters in Dock street.

The Atlantic Sugar Refinery, St. John, has been closed until after Christmas, while the plant is being thoroughly overhauled. This has been a prosperous year for the refinery, the business showing a substantial increase. The local business, shipments to Upper Canada and foreign trade all showing a decided increase.

Smelt fishing, which started on December 1, is proving profitable on the north shore of New Brunswick, where catches have been large. The season opened with the price at ten cents, with an advance to twelve and a reduction to the original figure as supplies became plentiful.

W. F. Hatheway, J. Hunter White, G. E. Barbour, and E. A. Wetmore, wholesale grocers; L. J. Seidensticker, manager Atlantic Sugar Refinery, and T. H. Estabrooks, tea packer, are among the representatives of the grocery trade on the council of the St. John Board of Trade which was elected this week.

The Maritime Commercial Travelers' Association met in Halifax on December 13 for their annual meeting. The association now has 1,295 members. Charles W. Smith, of Halifax, was elected president; F. A. Graham, vice-president for Nova Scotia, and R. S. Sime, vice-president for New Brunswick.

The commercial travelers have earned such a reputation for willing helpfulness during the war that they are among the first to be consulted when any new undertaking involving vigorous campaigning is planned. At a meeting of commercial men held in St. John this week the members heartily agreed to accept invitations to assist the Red Triangle Club in plans for the reabsorption of returned men, and also to assist in the drive which is to be undertaken in aid of the Salvation Army overseas work.

G. A. Leard, provincial organizer of the Nova Scotia and Prince Edward Island branch of the Retail Merchants' Association, who has been on an organizing trip throughout the Island, reports that a branch has been organized for West Prince, comprising the business

centres west of Summerside, Tignish, Alberton, etc., with headquarters at Alberton, and Hon. Benjamin Rogers as president. The Montague-Souris branch, including St. Peter's, Morell, Mt. Stewart, etc., has been organized with Mr. Gordon Ives, of Montague, president. The above, including a strong organization in Charlottetown, make four sub associations in this province, with a total membership of 75.

Quebec

John Beatty, grocer, Montreal, is dead. E. C. Locas, of Z. Limoges Enreg., is at his desk again.

Geo. H. Brown, grocer, Montreal, has sold to P. W. Carrier.

H. R. Standish, butter and cheese factory, Magog, has sold out.

M. H. Foley, general merchant, Ed-animaux Point, Aquanis and Seven Islands, is dead.

Mr. Haddock, of Parsons, Haddock and Company, Vancouver, B.C., was in Montreal last week.

B. H. Myers of the Peterboro Cereal Company was a Montreal visitor on Monday of this week.

George A. Macdonald, sales manager for the Quaker Co., Ltd., of Peterboro, was in Montreal last week.

E. C. Green, vice-president of Carter, Macy & Co. of Canada, Ltd., is this week at the St. John, N.B., branch.

Smith & Butler, Sherbrooke, have dissolved partnership, Kenneth Smith continuing business under the same name.

Mr. Rhodes, connected with the Department of Agriculture, Poultry Division, Ottawa, was last week in Montreal.

Bray Bros., Sherbrooke, have dissolved partnership, Jos. E. W. Levesque continuing the business under the same name.

J. H. Magor, of the firm of Magor, Son & Co., Ltd., Montreal, is in Western Ontario this week and spent some time in St. Catharines.

Weaner & Gelinac, grocers, Three Rivers, have dissolved partnership. J. L. A. Weaver is continuing the business under the same name.

F. M. Moffatt, general manager of Gunns Limited, West Toronto, was in Montreal visiting the firm of Gunn, Langlois and Co.

A branch office has been opened in Montreal of Rice & Fielding, Inc., exporters, of Boston and New York, and the firm expects to handle through this city and port a considerable portion of its growing export trade. The local offices are in the Coristine Building.

John E. Turton, wholesale grocery broker, Board of Trade Building, Montreal, has been appointed Montreal representative by Charles Gulden, Inc., New

York, shippers of olives, prepared mustard and capers.

T. Ayai, a director of the Meiji Trading Company, with head offices in Japan, and who have a Montreal office, was in Montreal this week. Mr. Ayai was accompanied on his trip to Canada by G. Assai, this being their first visit to Canada.

Among the visiting members of the Massachusetts Legislature who stopped in Montreal last week in connection with the acquirement of marketing and other information relative to fish, were: Senators G. F. Hart and C. D. Brown. There were also several members of the House of Representatives, including J. D. Bentley, J. Weston Allan, C. Boothman, A. L. Whitman, F. A. Manning, and also J. Beatty and G. A. Hoyt. They were tendered a dinner by the City of Montreal and members of the Canadian Fisheries' Association also met them.

Ontario

E. O. Taylor, Ottawa, has sold to William Hill.

Wm. Curtis, Toronto, has sold to Wm. Harburn.

A. E. Carpenter, Oakville, has sold to John Langstaff.

M. B. Job, grocer, Toronto, has sold out to Mr. Campbell.

Irla T. Richards, grocer, Toronto, has sold to Wm. B. Dobbin.

A. D. Pleet, grocer, Ottawa, has been succeeded by A. A. Trudel.

James Smith, baker and grocer, Simcoe, Ont., has sold out to S. Fraser.

Charles L. Johnson, grocer and baker, Trenton, has suffered loss by fire.

Jas. A. McFadden, general store, Mono Centre, has sold to Geo. Kaake.

S. J. Saunders, general store, Ashton, has been succeeded by S. G. Saunders.

Jeremiah Hagerty, of Feeley & Hagerty, general merchants, Eganville, is dead.

The grocery stock of W. R. Baird, Brantford, has been sold to the James Grocery Co.

Levi G. Wildfang, general merchant, Moorefield, is dead. His business has been advertised for sale.

P. E. Burgess, general store, Sine, is advertising his business for sale.

W. J. Aird, proprietor of the general store of that name at South River, is dead.

Martin Eby, proprietor of the general store, Wallenstein, is retiring from the business, which is being taken over by his son, Aaron Eby.

A. H. Schweitzer, who has been in the grocery business in Kitchener, Ont., for the past eight years, and who, as already stated, recently disposed of his business to W. G. Roth, has been tak-

ing a holiday in Toronto. During the week he was a visitor at the Toronto office of CANADIAN GROCER.

Business has been discontinued by the Thedford Fruit Growers' Association, and the packing house and supplies will be sold by public auction on December 21st.

F. Case, who has been in charge of the apple evaporating plant, has completed the season's work and has gone to Toronto, where he will assume supervision of a turnip evaporator.

J. P. Lacey passed away suddenly at his home in Sydenham on Thursday of last week. He was a prominent resident of that village and carried on business as a merchant. He was 70 years of age.

W. J. Baker has been appointed sales agent for the Canadian Feed Manufacturing Co., Fort William, Ont., his territory being Ontario and Quebec. This firm manufactures cattle, dairy, and hog feed, etc.

A serious fire occurred at Underwood on Friday morning when the building and stock of general merchandise of G. R. Laidlaw was completely destroyed by fire. There was a heavy wind blowing at the time that endangered the whole village. There are no particulars as to the cause of the fire. The building destroyed is the one formerly occupied by Roepel Bros., and Mr. Laidlaw, who was formerly a Paisley man, has not been long in possession.

Western

Furby & Baldwin, Glenbush, Sask., have sold out.

W. J. Cahill, general merchant, Rokeby, Sask., is dead.

A. L. Poisson, general merchant, Paradise Hill, Sask., is dead.

E. Lesink, grocer, Winnipeg, has been succeeded by Rowton & Brabonak.

M. W. & M. Marshall, grocer, Winnipeg, have suffered loss by fire.

James Stanley, of the Stanley Cash Stores, Ltd., Winnipeg, is dead.

J. Hagarty & Co., general merchants, Lampman, Sask., have sold to S. Ferris.

J. A. Robertson, general merchant, Biggar, Sask., has removed to Dodsland and Saskatoon, Sask.

S. & E. Ferris, general store, Lampman, Sask., have dissolved partnership, E. Ferris continuing the business.

Harry Markham, Virden, Man., has been succeeded by Markham & Cheavis.

The partnership of Shore & Kaplan, grocer and meats, has been registered at Winnipeg.

Charles Franklin Roland, the new Western Secretary of the Dominion Reconstruction Board, is a well-known figure in Winnipeg and the West, having been Commissioner of the Winnipeg Industrial Bureau for some years and recently Commissioner for the Soldiers' Land Settlement Board. He is the father of C. F. Roland, head of the Coca Cola industry in Western Canada.

MAJOR WALKER HOME

Guelph Soldier and Wholesale Fruit Merchant Comes Back After Two Years' Service

Major D. W. Walker, of the 37th Heavy Siege Battery, Imperial Army, who has been overseas for the past couple of years, arrived at his home in Guelph, Ont., on Monday. He was given a splendid reception at the depot. Major Walker is a soldier who has had considerable experience. He was a graduate in 1908 of the Royal Military College, Kingston,



Major D. W. Walker.

and his two years at the front, where he was wounded, have naturally added to his experience. He is a son of G. W. Walker, of Hugh Walker & Son, wholesale fruit merchants, Guelph, and is a man the grocery trade is proud of in the manner in which he served his country and the Empire.

HOLD CONVENTION

Sales Force Harold F. Ritchie & Co. Gathered Together This Week—Conditions Arising Out of Termination of War Discussed

The annual convention of the sales force of Harold F. Ritchie & Co., Toronto and New York, is being held this week at Toronto. Those in attendance include four representatives from the New York office: D. C. Nixon, who has charge of the export business; E. B. Bredin, who covers the Southern States, and W. L. Bredin and Mr. Meath, who cover the New England States. The Canadian representatives include W. H. L. Usher, Maritime Provinces; C. G. Armstrong and R. A. Sonne, Montreal and Quebec province; S. D. Steinberg and F. G. Erskine, Eastern Ontario; R. W. Brown, F. D. Le Gassie, Mr. Dill and Mr. Miller, Toronto; Joseph F. Johnson and H. C. Emerson, Western and Northern Ontario; Harry Davis, Manitoba; J. J. Wood, Alberta and British Columbia; in addition to H. F. Ritchie, W. J. Mill-

sap, J. L. Lane and S. G. Ainsley, who direct from the Toronto office.

A general discussion on all topics is being undertaken with special reference to conditions which may arise out of the termination of the war. Meetings will be addressed by Mr. Shiriff, of the Imperial Extract Co.; Mr. Palmer, of the Hooton Chocolate Co.; Mr. Ketchum, of the Sunset Dye Co., New Rochelle, N.Y. Enthusiasm and optimism are, it is said, predominating factors around which the 1919 program is being worked out.

W. B. OKIE GOES TO CALIFORNIA FRUIT GROWERS' EXCHANGE

William B. Okie, former sales manager of the Welch Grape Juice Company, has been appointed sales manager of the Orange Products Department of the California Fruit Growers' Exchange and took up his new duties December first. He will have charge of the sale of orange marmalade, grapefruit marmalade and orange jelly—the three new products which the big growers' organization will put on the national market next year under the name of "Sunkist." It is estimated that five million pounds of marmalade will be made this year by the California organization.

Mr. Okie was connected with the Welch Grape Juice Company for seven years and previously for twelve years with Fred Fear and Company, manufacturers' representatives, in New York City. For the present his headquarters will be in New York.

U.S. WHEAT PRICE GUARANTEED TILL JUNE, 1920, AT \$2.26

The guaranteed price of wheat in the United States for the 1919 crop stands, by the terms of the Lever Act, under which the United States Food Administration is operating. This statement was made by the Food Administration.

The President's proclamation of September 2, 1918, stated that the "producers of wheat produced within the United States . . . for the crop of 1919" are guaranteed the prices therein set forth, \$2.26 per bushel at Chicago, and the end of the war or the proclamation of peace does not in any way affect this guaranty.

Section 24 of the Lever Act provides "That the provisions of this Act shall cease to be in effect when the existing state of war between the United States and Germany shall have terminated, and the fact and date of such termination shall be ascertained and proclaimed by the President; but the termination of this Act shall not affect any act done, or any right or obligation accruing or accrued," etc. It further states that "All rights or liabilities under this Act arising before its termination shall continue and may be enforced in the same manner as if the Act had not terminated."

The guaranty for the 1919 wheat crop expires June 1, 1920.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

SUBSTITUTE flour difficulties seem possible of solution, according to advices reaching the trade this week. It is understood prices which will be paid for accumulation of substitute flours have been named and whereas in all cases these do not cover entire cost, it is further thought these will not result in serious losses to the millers. The movement will have to be started soon, as it is said supplies must be assembled at seaboard for overseas shipment by February 15. Full details as to how business will be handled and prices to be paid are not yet available.

The salmon situation has finally been settled, it being understood that packers' figures for sockeye have been met and pinks accepted at a slight reduction per case. The Canadian trade will receive no more than commandeer order called for, so best grade will be scarce before another pack is put up.

MONTREAL—The advances of the week are those made for paper bags, mince meat, caustic, cod liver oil, cough syrup, maple sugar, tomatoes and cauliflower. There is a very firm undertone to the coffee market still, and white peppers are high and firm.

Among the declines made are those for peanut butter, mill feeds, and an easier and unsettled feeling in some quarters for cereals. There have been no actual declines for the latter, however.

Bean and pea stocks are stated as very heavy, and the natural consequence is a softening of prices for these lines, particularly so as there is but a small and limited sale for them.

Reports are better regarding the improvement looked for in sugar supplies. Canned goods are somewhat uncertain, and favorable prices are obtainable now on peas and tomatoes, but corn is steady and firm. Peanuts of all kinds in the shell are particularly easy and may go lower.

TORONTO—The lifting of the restrictions in full by January 1 is news welcomed by the trade as a whole. Conditions are such that more nearly normal business operations may soon be expected to result, and the whole machinery of distribution on sugar operate smoothly.

There have been some lower prices named on some grades of raisins as better supplies become available. A reduction of 15c per dozen has been made in some quarters on jelly powders, the removal of the restrictions on sugar, with better manufacturing conditions resulting, being a factor.

Grapefruit has eased away slightly on the local market, with ample supplies available. Oranges are in very good supply, with prices firmly held. Potatoes have stiffened, prices being up 10c per bag.

A decline in live hogs of 25c per cwt. has been recorded this week. Some readjustments on cured meats to slightly lower levels are also reported, boneless backs and roll bacon coming down 1c per pound. Lard is somewhat unsettled, with a firmer market a possibility. Butter is up 1c per pound, and eggs 1c per dozen. With the exception of turkeys and ducks, a general easing away of buying prices on poultry of from 1 to 2c per pound is reported.

QUEBEC MARKETS

MONTREAL, Dec. 18.—Excepting for such Christmas lines as are in demand, the grocery markets are rather quiet this week. There are a few changes of price on various lines, some of these being advances and others recording small declines. Higher prices have been named on paper bags, mince meat, caustic, maple sugar, tomatoes and cauliflower. Peanut butter has eased away, and there seems to be an unsettled feeling in some quarters in cereals, though no change is recorded.

Paper Bag Prices

Are Marked Up

Montreal.

PAPER BAGS.—Prices are marked

up for paper bags of the "Kraft" type. This is effected through a complete change of the list and which is as follows: One pound size, \$3; 2 lb., \$3.80; 3 lb., \$4.80; 4 lb., \$5.60; 5 lb., \$6.80;

6 lb., \$8.40; 7 lb., \$9.40; 8 lb., \$11; 10 lb., \$12.60; 12 lb., \$14.60; 14 lb., \$16.60; 16 lb., \$18, and 20 lb., \$22. From this list a discount of 33 1-3 per cent. is quoted. The old list was lower and the discount from this previously was 15 per cent.

Peanut Butter, Borax;

Caustic Down

Montreal

VARIOUS LINES.—Declines are made in one quarter this week for peanut butter. The extent of the decline is 2c per pound, and for 5 lb. tins the price quoted is 31c, 12 lb. tins 29c, and 50 lb. tins 28c. Borax soap is selling by some of the trade at open prices and favor-

able rates may be secured, it is stated. Caustic in 100 lb. drums is down 1c and is quoted at \$8.50 per 100 lbs.

**Cod Liver Oil, Syrup,
Mincemeat Higher**

Montreal.

VARIOUS LINES.—Advanced prices are applied this week to cod liver oil of Red Cross grade, and this is advanced to \$3.75 per case from \$3.60. Gray's cough syrup is also higher to \$2.75, less 5 per cent. The previous price was \$2.25 net. Mincemeat is up ½c per pound and is now quoted at 14c pound.

**Sugar Outlook Good;
Prices Maintained**

Montreal.

SUGAR.—Prices on refined and other sugars are steadily firm but without change. The future, from a price standpoint, will depend very largely upon transportation, and improvement in this respect is confidently looked for. As regards the near future of supplies, one large refiner stated to CANADIAN GROCER: "We are very optimistic regarding the outlook. There is nothing very definite as yet but we are looking for improvement." Supplies are still very limited and it is not expected that these will be better before the end of the year. The holiday demand has been even more insistent than ever, but of course the distribution is on the same basis, refiners having been able to work only on a limited production basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	10 05
Acadia Sugar Refinery, extra granulated	10 05
St. Lawrence Sugar Refinery	10 00
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	- 10 05
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	- 11 05
Yellow, No. 1	9 70- 9 75
Yellow, No. 2 (Golden)	9 55- 9 60
Yellow, No. 3	9 45- 9 50
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes (assorted tea), 100-lb. boxes ..	- 10 55
Do., 50-lb. boxes	- 10 65
Do., 25-lb. boxes	- 10 85
Do., 2-lb. pack	- 11 95
Paris lumps, barrels	- 10 55

Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 75
Crystal diamonds (boxes 100 lbs.) ..	- 11 00
Crystal diamonds (50-lb. boxes) ..	- 11 10
Crystal diamonds (25-lb. boxes) ..	- 11 30

**Tomatoes Rule Easy;
Canned Goods Quiet**

Montreal.

CANNED GOODS.—The market on tomatoes and peas is ruling with an easy undertone, and while there are no actual declines, it is stated that supplies may be had on a favorable price basis if quantities are wanted. Corn prices are very firm and will probably continue to hold steady. There has been some movement of canned vegetables and of fruits but this is limited at present to such sorting business as the late season brings. One large jobber anticipates a firming of the market after the beginning of the year, arguing that, as deliveries from the canners have been partial on some goods there can be little likelihood of very low prices obtaining.

Clams, No. 1	2 10
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Chums, 1-lb. talls	2 05
Do., ½s, flat	1 20
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Red Springs, 1-lb. talls	4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¼s)	22 00
Lobsters, ½-lb. tins, doz.	3 60
Do., 1-lb. talls	6 90
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50
Sardines, French	32 00
Shrimps, No. 1	2 25
Crab meat (Jap.), ½'s (cs 4 doz.) ..	6 00
Crabs, No. 1 (cs 4 doz.)	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 90
Tomatoes, 1s	0 95
Tomatoes, 3s	1 85
Tomatoes, U.S. pack, 2s	1 40

Tomatoes, 2½s	1 90	1 92½
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47½
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 36	
Do., fancy, 20 oz.	1 57½	
Peas, Moigean, extra fine	2 20	2 25
Beans, golden wax	1 95	1 97½
Beans, Refugee	1 95	2 00
Do., old pack	1 80	1 95
Do., new pack	2 00	
Beets (new sliced), 2-lb.	1 40	1 42½
Do., (old sliced), 2-lb.	1 60	1 62½
Corn, 2s, doz.	2 20	2 27½
Spinach (U.S.), 3s	3 00	
Do., (U.S.), gallons	10 00	
Corn (on cob, gal. cans), doz.	7 80	8 30
Red raspberries, 2s	4 00	4 17½
Simcoes	2 75	
Red cherries, 2s	2 60	2 90
Strawberries, 1918 pack (2s) ..	4 00	
Rhubarb, 2½s	2 60	
Blueberries, 2s, doz.	1 85	
Blueberries, gallons	7 00	
Pumpkins, 2s	0 85	
Pumpkins, 2½s	1 00	1 10
Pumpkins, 3s	1 75	
Pumpkins (gallon), doz.	3 75	
Potatoes, Can. Sweet, 2½-lb. tins ..	2 10	
Potatoes, Cal. Sweet, 2-lb. tins ..	2 75	
Apricots (Cal.), 2½'s	4 40	
Carrots, sliced, 2s	1 45	1 75
Apples (gallons)	4 00	5 00
Peaches, 2s (heavy syrup) ..	2 56	2 75
Peaches, stand. grade, 2½ lb. 3 25-3 30-3 75		
Peaches (gallon peeled)	5 25	
Pears, No. 2	2 75	
Pears (Bartlett), 2½s	3 35	5 00
Pears, 2s (in light syrup) ..	1 85	1 90
Pears, No. 2 (heavy syrup) ..	2 50	2 70
Pears, No. 2 (heavy syrup) ..	2 50-2 70-2 75	
Pears, 2½s (heavy syrup)	3 40	
Pears, extra stand., 2½s	4 50	
Pears, gallon (pie peeled)	7 00	
Pineapples, 1½s	2 25	
Pineapples, 2s	3 10-3 40-3 50	
Do., sliced, 2½-lb. talls, doz.	4 20-4 40-4 75	
Do., 1-lb. flats	1 90	2 25
Do., 2-lb. flats	3 25	3 40
Do., grated, 1s	1 90	
Do., grated, 2s	2 90	3 25
Do., grated, 2½s	4 20	4 50
Greengage plums (light syrup), No. 2	2 25	
Lombard plums (heavy syrup), 2s	1 70	2 05

**Best Molasses High;
Syrups Are Held**

Montreal.

MOLASSES, SYRUPS.—While distribution of molasses has been made on a wide scale for some weeks, there is still a certain amount of business for various quantities. Prices are steady and firm, for supplies have not been stored up as in previous seasons, and the consumption has been steady. Corn and cane syrups continue to rule with a steady undertone and are in steady demand from the trade generally.

FLASHES FROM THE WEEK'S MARKETS

With fairly heavy stocks of chickens and fowl available, buying prices have declined about 2c per pound. Turkey has advanced another cent.

Jelly powders declined 15c in some quarters, bringing prices down to \$1.35 per dozen.

Pancake flour has advanced and buckwheat flour and wheat flakes are also on the upward move.

A British manufacturer of custard powders, egg substitutes and kindred lines cables that they expect to be able to make shipments of limited quantities of their products.

The aristocratic hog has declined in price another 25c per cwt. this week.

Headless haddock has reached lower levels, being quoted at 8 to 8½c per pound. This is haddock week in the Food Board program.

Kraft paper bags reached higher levels this week. A new list has been established subject to a discount of 33 1/3 per cent.

Peanut butter has declined 2c per pound in some quarters.

Cod liver oil has reached higher price levels. Many a small boy wonders if it would ever advance enough to be prohibitive.

Corn Syrup—		
Barrels, about 700 lbs.....	0 07 1/2	
Half bbls.	0 07 1/2	
Kegs	0 07 1/2	
2-lb. tins, 2 doz. in case, case..	4 80	
5-lb. tins, 1 doz. in case, case..	5 40	
10-lb. tins, 1/2 doz. in case, case	5 10	
20-lb. tins, 1/4 doz. in case, case	5 05	
2-gal. 25-lb. pails, each.....	2 25	
3-gal. 33 1/2-lb. pails, each	3 40	
5-gal. 65-lb. pails, each.....	5 50	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 30	
5-lb. tins, 1 doz. in case, case	5 90	
10-lb. tins, 1/2 doz. in case, case	5 60	
20-lb. tins, 1/4 doz. in case, case	5 55	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case.....	7 50	
Barrels, per 100 lbs.	10 25	
Half barrels, per 100 lbs.	10 50	
Glucose, 5-lb. cans (case)	4 80	

Prices for

Island of Montreal		
Barbadoes Molasses—		
Punchcoons	1 13	
Barreles	1 16	
Half barrels	1 18	
For outside territories prices range about 3c lower.		

Little Rice Interest;
Tapioca is Held

Montreal.
RICE, TAPIOCA.—Little new interest attached to the rice market this week. Movement is confined to bare needs for the most part and supplies are adequate for all requirements of the trade. There is a steady market in the south, New York holding quite firm with supplies none too heavy. Tapioca has been in fairly good demand, with prices maintained fully, but without quotable changes being made.

Ice Drips—Japan	11 25	
Carolina	12 50	15 00
Siam, No. 2	9 00	9 75
Siam (fancy)	10 50	11 00
Rangoon "B"	8 75	9 25
Rangoon CC	8 75	8 85
Mandarin	10 00	
Paking	9 10	
Tapioca, per lb. (seed)	0 14 1/2	0 18
Tapioca (Pearl)	0 14	0 18

Peanuts Weaker;
May Decline More

Montreal.
NUTS.—With peanut supply good and with a big crop in prospect, the market is ruling much weaker. Readjustments have been made this week and further declines are predicted by some of the importers. Prices are undergoing more or less revision weekly. A heavy demand has been accorded walnuts and almonds and supplies of these are getting low among the jobbers, it is asserted. The holiday demand has been very heavy for these varieties and prices have held well.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 24	0 25
Large	0 23	0 24
Medium	0 16	0 17
Shelled, No. 1 Spanish	0 17 1/2	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia.....	0 19 1/2	0 20 1/2
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished..	0 28	0 32
Pecans, New Orleans, No. 2 ...	0 21	0 24

Pecans "paper shell," extra large		
Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80-0 85-0 95	
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Apples Firmer;
Apricots, Prunes Steady

Montreal.
DRIED FRUITS.—It is rumored that dried apples are being purchased in a large way for export account and that these will be pretty well cleaned up ere long. If this develops there will be a strengthening of the prices basis, and already the tendencies are firmer, but no changes are announced. Apricots, peaches and pears are steady and prunes are ruling with a firm undertone in some quarters, but the smaller sizes may be had at a favorable price. Raisins of the large grades have been well cleaned up as far as the jobbers are concerned.

Apricots—		
Choice	0 26	0 28
Slabs	0 24 1/2	0 25
Fancy	0 30	
Apples (evaporated)	0 16	0 17 1/2
Do., fancy	0 20	
Peaches (fancy)	0 21	0 23
Faced	0 19	
Choice	0 20	0 24
Extra choice	0 21	0 24

ARE DRIED APPLES DUE FOR A SHARP ADVANCE?

Reports have reached the Montreal office of CANADIAN GROCER that a very large quantity of dried and evaporated apples will be purchased for the British Government. It is suggested that this means the eventual purchase of about one million pounds. Should it materialize the market will doubtless respond with a sharp advance. From various sources it is learned that the market is quite firm and this is doubtless a direct result of the probable purchases in a large way by the representatives of the British Government.

12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case		12 75
Cut, 10-lb. boxes (lb.)		0 48

Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster.		
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Muscateles, loose, 2-crown	0 14	
Muscateles, loose, 3-crown, lb.	0 15	
Malaga Raisins (5 1/2-lb. bxs), 3 cr.	1 75	
Do., 4 cr.	2 00	
Do., 5 cr.	2 25	
Do., 6 cr.	2 75	
Cal. seedless, loose	0 14 1/2	0 17 1/2
Fancy seeded, 16 oz. pkgs.	0 16	0 20
Choice seeded, 16 oz. pkgs.	0 17	0 19
Valencias, selected	0 11 1/2	
Valencias, 4-crown layers	0 11 1/2	
Sultanas (bleached) 50-lb. boxes ..	0 16 1/2	0 20
Currants, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	0 29	0 28
12 oz.	0 26	
Do., new	0 32	

Cal. currants (loose)	0 18	
Cal. "Kurrants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s) ..	7 60	7 92
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. 12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateles, 4-crown, lb.	0 13	
Prunes—		
Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14 1/2
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15 1/2
90-100s	0 13	0 14
Oregon, 30-40s	0 16 1/2	
50-60s	0 18 1/2	
60-70s	0 17 1/2	
70-80s	0 16 1/2	

Many Beans Held;
Peas Are Easy

Montreal.
BEANS.—There is still every indication that this line will rule easy under the stocks that have accumulated. There is an apparent surplus of these all around and some have expected export business to develop on a large scale. As far as can be learned Canadian beans have not been exported as yet, although several lots of Michigans have gone to the seaboard for shipment to Europe, it is understood. The undertone is easy. Peas, while unchanged this week, are ruling, with an easy undertone and the outlook is for a softening of prices somewhat further.

Beans—		
Canadian, hand-picked, bush....	6 30	7 00
British Columbia	6 60	7 00
Brown Beans	7 00	
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel ..	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel ...	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)	0 10	
Do., split, per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

Coffees Still Hold;
Sales To Europe

Montreal.
COFFEE, COCOA.—Prices have continued to hold in this market with strong tendencies still ruling. There is still a strong probability of advances being made, and this is the more likely because of sales being made to European buyers and actual deliveries are already reported. With importers buying carefully themselves, there is little tendency to distribute largely to any section of the trade or to any individual buyer. Orders have been received for larger quantities than the roasters have been ready to accept. The advances of last week are still in effect but added increases still may be made at any time. Cocoa is steady and firm but unchanged. Demand for this is active and large quantities are being consumed.

Coffee, Roasted—		
Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33

Java, lb.	0 42	0 45
Maracaibo, lb.	0 31½	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35
Cocoa—		
Bulk cocoa (sweet)	0 27	0 32

**Teas Somewhat Quiet
But Prices Firm**

Montreal.

TEAS.—The market is still on the quiet side and jobbers are generally expecting this condition to rule until the middle of January or thereabouts. Some orders are held for delivery to European buyers on the condition that shipping may be secured at an early date to transport these, and while bottoms are scarce at present some hope is entertained for an improvement. All tendencies are pointing to a firmly maintained position.

Ceylon and Indias—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

**White Pepper High;
General Firmness**

Montreal.

SPICES.—The market for white pepper is particularly strong, but there are no quotable changes here. The position on this line has been a firm one for some time. All around the condition of business has been seasonably good and country orders have come to hand equally well with those from the city. Altogether the markets are firmly maintained.

	5 and 10-lb. boxes	
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 80	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 23	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 35	0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoonut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

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

**Honey Still Active;
Maple Sugar Higher**

Montreal.

HONEY.—Sales in this market have totaled a great amount and far more than it was expected possible before supplies began to arrive from the apiaries. A feature of recent sales has been that of the purchase by large buy-

ers of several carloads. This has served to strengthen the market, and while sales are still made on the basis ruling for some time the market is real firm. Local sales of pail honey are free and best grades of white clover in combs are very steady and high prices rule. Maple sugar is very high and is up to 35c per pound in one quarter.

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

**Cereals Erratic;
Lower Tendencies**

Montreal.

CEREALS.—The cereal market this week has developed uncertainty in some quarters. This is the result of anxiety on the part of some parties to unload supplies, although the mills and cereal firms themselves see no reason for early declines. Prices are quite firmly held in most quarters, and there is no quotable change on any of the lines in the list. Trading has been quiet and this is accounted the reason for the anxious desire to sell on the part of small operators.

Self-raising flour		
4-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	6 00	6 25
Cornmeal	4 70	
Barley, pearl	6 25	7 35
Barley, pot, 98 lbs.	4 60	5 35
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	7 25	8 50
(As to grade)		
Cornflour, white (2 bags)	10 00	
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 75	8 00
Hominy, pearl, 98 lbs.	6 75	7 00
Graham flour	5 70	6 25
Oatmeal (standard-granulated and fine)	5 30	6 00
Oatmeal (packages) fine cut	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas	8 00	8 25
Rolled oats, 90-lb. bags.	4 85	5 15
Rolled oats (family pack.), case	5 50	5 60
Rolled oats (small size), case	1 95	2 00
Rolled wheat (100-lb. bbls.)	7 10	8 00
Rye flour (Can.), 98 lbs.	5 85	6 25
(Do. American), 98 lbs.	6 85	
Tapioca flour, lb.	0 15	0 16

**Flour Prices Held;
Feed Records Decline**

Montreal.

FLOUR AND FEEDS.—Lower prices for barley and oat feeds have been named this week and crushed oats are selling at \$59 to \$62 per ton. Barley feeds are down to \$52-\$58 per ton. The flour market is quiet and steady. Some of the small mills in the country are selling spring wheat flours somewhat under the market quotations, it is reported, but this is stated to be for such grades as they mill only. Buying is mostly of the nature of supplies required for immediate use.

War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track	11 25	
Straight car lots on track minimum 50,000 lbs., (to bakers)	11 25	

Add 20c for delivery for small lots.		
Shorts, car lots on track	42 25	
Bran, per ton, car lots on track	37 25	
Crushed oats	59 00	62 00
Barley meal	52 00	58 00
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal	62 00	
F.O.B. Ft. William	60 00	
Feed oats, per bushel (as to grade)	0 95	1 00
Shorts and bran delivered in Montreal on extra.	\$1.00	

**Imported Cauliflower \$8;
Tomatoes up to 40c**

Montreal.

VEGETABLES.—Cauliflower in barrels has arrived from the United States and is selling here at \$8 per barrel. These contain from 2½ to 3 dozen. The local variety still sells at \$2 to \$2.50. Hothouse tomatoes have advanced as well and are now up to 40c per pound. For coarse vegetables there has been no great demand, and it is very apparent that the many war gardens of last summer produced a great plenty of these for families that were last year dependent upon the supplies of farmers.

Artichokes (bag)	1 75	
Beans, new string (American) basket	3 00	3 50
Beets, bag	0 75	1 00
Brussels Sprouts, quarts	0 15	
Brussels Sprouts (doz.)	1 00	
Cucumbers, Boston (doz.)	4 00	
Cauliflower (Montreal), doz.	2 00	2 50
Cauliflower (imported), bbl., 2½ to 3 doz.	8 00	
Cabbage (Montreal), doz.	0 50	1 00
Cabbage, bbl.	1 50	
Carrots, bag	0 75	1 00
Celery (Montreal), doz.	1 00	
Do., crates (6-7 doz.)	7 00	8 00
Celery, California	10 50	
Horseradish, lb.	0 20	
Lettuce, curly (doz.)	0 50	0 60
Lettuce, Boston, box	2 75	
Leeks	3 00	
Mint	0 60	
Mushrooms, lb.	0 90	
Basket (about 3½ lbs.)	3 00	
Onions, Can., bag (75 lbs.)	1 50	2 00
No. 1 Yellow (75 lbs.)	1 50	1 75
No. 1 Red (75 lbs.), crate	1 50	1 75
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	0 50	
Parsnips, bag	1 25	
Parsley (Canadian)	0 50	
Potatoes, Montreal new (90-lb. bag)	1 60	1 75
Potatoes (New Brunswick), bag.	1 90	
Potatoes (sweet), hamper	3 25	3 50
Romane	9 54	
Spinach, box	1 00	
Squash (Huber), doz.	3 00	
Turnips, per bag	1 00	1 25
Tomatoes (hothouse), lb.	0 40	
Watercress (Can.)	0 50	

**Cranberries Reach \$16;
Grapes Big Seller**

Montreal.

FRUITS.—Cranberries have been higher of late and are up this week to \$16 per barrel. Grapes have been a ready seller and will be active for the next week or two particularly. The supplies of Almerias seem to be quite adequate and other varieties are also in fair supply. California oranges have been received in fair quantities but small sizes are scarce. Prices have been lower the past week or two, but the week brought no changes. The week is expected to be a very active one.

Apples—		
Baldwins, No. 1	5 50	
Blenheims	4 50	5 00
Wealthy (in bbls.), No. 1	7 00	
Do., Do., No. 2	5 50	
Greenings, No. 1	5 50	
McIntosh Reds (best)	8 00	9 00

Gravensteins, No. 1	4 00	5 00
Fameuse, No. 1	7 50	8 00
Spys	7 00	6 00
Russets	6 00	6 00
Kings, No. 1	6 00	5 50
Do., No. 2	5 25	6 00
Wagners	5 25	6 00
Apples (in boxes)	3 50	4 50
Bananas (fancy large), bunch	4 50	16 00
Cranberries, bbl.	16 00	0 75
Do., gal.	0 75	11 00
Grapes— Spanish Almeria, keg (heavy)	11 00	10 00
Do., (med.)	10 00	

Tokays	3 00	4 75
Malagas	2 50	5 50
Emperor, keg	5 50	7 50
Grapefruit (fancy Porto Rico)	4 50	4 75
80, 96, 112	4 50	6 00
Lemons (fancy new Malagas)	6 00	8 00
Lemons (California)	6 00	4 00
Pears, Cal., eating, small box	5 50	5 00
Pears, California (110 size)	5 00	5 50
Oranges, Porto Rico	5 00	2 00
Oranges, Florida	5 00	2 25
Evergreen, bunch	2 00	1 50
Holly (crowns), doz.	1 50	

Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	
Tins, 2-lb., baking grade, case 2 doz.	5 50	
Tins, 3-lb., baking grade, case of 2 doz.	7 40	
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1 1/2, 48s	6 95	

ONTARIO MARKETS

TORONTO, Dec. 18.—The sugar outlook is much improved it would appear, as the restrictions on its use have very largely been lifted or will be by January 1. Higher prices have been issued this week on pancake flour, buckwheat flour and wheat flakes. Grape fruit is slightly easier in price but oranges show little change. Apples are firm and cranberries have stiffened somewhat. Raisins are slightly easier in some quarters with some improvement in supplies reported.

Sugar Restrictions Lifted; Outlook Better

Toronto.

SUGAR.—The trade as a whole will welcome the news that the ban on the use of sugar generally has been lifted or will be lifted by January 1. Refiners are looking forward to the time when they will be able to take care of increased business which will very likely result from the removal of restrictions and the consensus of opinion is that they will be in a position to take care of orders quite promptly. The text of the order is shown elsewhere in this issue. There has been a very heavy demand for icing sugar during the past couple of weeks and refiners have been experiencing great difficulty in meeting the demand. It will not be long, however, before conditions more resembling normal will be general.

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

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

Pancake Flour Higher; Jelly Powders Down

Toronto.

PANCAKE FLOUR.—There has been an advance made in the price of White Swan Pancake Flour, the new quotations which are being named to the trade being \$1.65 per dozen. There has also been a revision upward in buckwheat flour, the quotations being to-day \$1.95

per dozen. Wheat flakes have followed the upward trend and are quoted at \$2.60 per dozen.

There has been a slight decline in some lines of jelly powders this week, the lifting of the restrictions on sugar with the better manufacturing conditions which may be expected as a result being a factor. The decline amounts to 15c, some lines which have been selling at \$1.50 being down to \$1.35 per dozen.

Molasses Holding Firm; Syrups Steady

Toronto.

MOLASSES, SYRUPS.—Quotations received from primary points on Barbadoes and West India molasses indicate that quotations there are still being held at a very high level. As far as the actual gallonage or poundage of these two are concerned, there is no question but that the high price has curtailed consumption. However, indications are that it will be some time before values will recede materially. An advance in gingerbread molasses is reported in some quarters, 24, 2s being quoted at \$4 per case.

There is nothing new to report in syrups. The demand continues to represent a very satisfactory total for this season of the year and as the grain market manages to hold up fairly well there is no present indication of any decline in values.

Corn Syrups—

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

Cane Syrups—

Barrels and half barrels, lb.	0 08	0 08 1/2
Cases, 2-lb. tins, 2 doz. in case	7 00	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.	0 56	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	

Canned Goods Quiet; Salmon Situation Cleared

Toronto.

CANNED GOODS.—There have been no new developments in the situation on canned goods during the week. Retailers are only buying what they need and there is no indication that the movement is heavy. This is a reasonable condition and no market increase in sales is looked for for some little time. Quotations have been named on Hawaiian sliced pineapple, the No. 2 20 oz. tins in cases of 2 dozen being quoted at \$3.50 per doz., and No. 1 9 oz. flat tins in cases of four dozen selling at \$2.25 per dozen. It is understood that the situation in salmon has at last been made clear, prices being agreed upon and arrangements for disposal of the balance of the pack progressing satisfactorily. There is no provision for a better allotment to the Canadian trade of the best grades, the commander order as outlined in these columns some time ago standing intact.

Salmon—

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

Canned Vegetables—

Beets, 2s	1 90	2 30
Tomatoes, 2 1/2s	1 80	2 10
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.	1 90	
Do., 2 1/2s, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Cherries, 2s	2 75	2 90
Peaches, 2s	2 87 1/2	2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.	4 50	
Strawberries, 2s, H.S.	4 50	
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers— Peaches, pint sealers, doz.	3 46	3 45
Jams— Apricot, 4s, each	0 84	0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each	0 98	0 98
Gooseberry, 4s, each	0 84	0 84
Peach, 4s, each	0 82	0 82
Red currants, 16 oz., doz.	3 45	3 45
Raspberries, 16 oz., doz.	3 40	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

**Raisins Shaded;
Fair Sorting Business**

Toronto.
DRIED FRUITS.—There is little to report in the situation on dried fruits. There is a tendency to shade prices on some lines of raisins, as they become more plentiful. This is shown in a drop of 2 cents per pound in Thompson's seedless in 25-pound boxes bulk, which are quoted now at 14 cents per pound. G. & S. seedless in 15 oz. packages are quoted at 14½ cents per package in one case lots and in 5 case lots 14¼ cents. Sunmaid seeded raisins in 15 oz. packages are being quoted at 15 cents per package. There is a fair amount of sorting business in all lines which might be turned over for the holiday trade, such as figs and Spanish raisins, of which there are a few available.

Apples, evaporated, Ontario	0 16½	0 17
Apricots, unpitted	0 16½	0 16
Do., fancy, 25s	0 30	0 30
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 43¼	0 43¼
Orange	0 45½	0 45½
Citron	0 53	0 53
Currants—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, ½ cs, lb.	0 25	0 27
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.	0 13	0 14
Malagas, lb.	5 00	5 00
Comadre figs, mata, lb.	3 25	3 25
Cal., 4 oz. pkgs., 70s, case	2 25	2 25
Cal., 8 oz., 20s, case		
Cal., 10 oz., 12s, case		
Prunes—		
30-40s, per lb.	0 18	0 18
40-50s, per lb.	0 19	0 19
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s	0 10½	0 10½
Peaches—		
Standard, 25-lb. box, peeled	0 24	0 24
Choice, 25-lb. box, peeled	0 25	0 25
Fancy, 25-lb. boxes	0 22	0 22
Practically peeled, 25-lb. boxes	0 22½	0 22½
Extra choice, 25-lb. box, peeled	0 26	0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14¼	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 15	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 16	0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, floated, 50s	0 14	0 14
Spanish, Connoisseurs, ¼ boxes	2 00	2 00

**Tea Quiet, Some
Shading of Prices**

Toronto.
TEAS.—The market is just a little dull at the present time, there being comparatively little buying interest, and it is indicated that some of the common grades of tea are being shaded slightly to induce a better movement. It is indicated in advices from New York that lack of shipping space is holding up export sales which were figured on as being possible in very good volume. Some improvement may develop at a later date.

Ceylon and Indias—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 56
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48

Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

**Coffee Rules
With Firm Undertone**

Toronto.
COFFEE.—There is no indication yet of any recession in values on coffee. Primary points are very firm, and the tendencies as a whole point to a well maintained market. Cocoa is also held at very firm levels and a revision in prices shown below to higher levels would not come as any great surprise.

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

**LESS TEA IMPORTED IN PAST
THREE MONTHS**

It is stated that for the months of October to December, 1918, some 13,000,000 pounds less of tea were imported into Canada as related to the comparative period of 1917. This serves to indicate that the holdings here were quite ample without further increase and still some Canadian teas went to the States, and others have recently gone forward to Europe. If space can be secured for early shipments, orders, it is stated, are in hand here for quantities of teas on European account, and with the advantageous nearness of Canada and in view of the likely bareness of markets in Western European countries, stocks here may be reduced to a normal basis at an early date.

**Market on Spices
Holding Steady**

Toronto
SPICES.—There seems to be comparatively little buying interest just now and the market is holding steady without any quotable change. Dealers are getting ready for stock-taking and letting their stock run down to minimum levels.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 75	0 85
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 48
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 50s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	0 30

Cream of Tartar—		
French, pure	1 00	1 10
American high test	2 00	2 00
2-oz. packages, doz.	3 50	3 50
4-oz. packages, doz.	6 75	6 85
8 oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.		

**Nut Markets
Fairly Steady**

Toronto.
NUTS.—The markets on nuts show a fairly steady tone. There are some advices that indicate almonds and filberts abroad have stiffened materially, but how great an effect this may have on conditions here is uncertain. No immediate change is looked for, though there is really a firmer feeling in these two lines.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 40	0 42
Walnuts, California, lb.	0 33	0 35
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 23	0 23
Filberts, lb.	0 30	0 30
Pecans, lb.	9 00	9 50
Cocanuts, Jamaica, sack	0 24	0 25
Peanuts, Jumbo, roasted	0 30	0 32
Brazil nuts, lb.	0 45	0 50
Shelled—		
Almonds, lb.	0 38	0 45
Filberts, lb.	0 73	0 77
Walnuts, lb.	0 17	0 18
Peanuts, Spanish, lb.	0 14	0 15
Do., Chinese, 30-32 to oz.	0 17	0 15
Brazil nuts, lb.	0 85	0 85

**Little New in
Bean Outlook**

Toronto.
BEANS.—There is practically no interest whatever being shown in beans. Stocks, such as they are, are sufficient for all the requirements of the trade, and the lowering of prices which has been indulged in to a slight extent in some quarters has not resulted in any large movement to the trade. The range of quotations to-day follows:

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	8 40	9 00
Can. White Kidney Beans, bush.	7 00	7 00
Japanese Kotonashi, per bush.	6 00	6 00
Rangoons, per bushel	0 17½	0 17½
Limas, per pound		

**U. S. Interests
Move Tapioca; Firm**

Toronto.
RICES.—It is understood that there has been some movement of tapioca from Vancouver to Eastern Canadian points. There has been a considerable amount held by United States importers pending the removal of the embargo which exists against the import of this to the United States, and as it is now expected that this embargo may be removed at any time, those holding stocks at Vancouver have started them on their way to Eastern Canadian points so that they can be diverted to Eastern United States points immediately the embargo is lifted.

Rices are moving forward fairly well, but this is not a particularly active time for rice. The trade is well supplied with stocks and there is no indication of a marked shortage of any particular grade.

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

Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 00	10 50
Do., Simiu	13 00	
Do., Mujin, No. 1	12 00	
Do., Pakling	11 50	
Tapioca, per lb.	0 14½	0 15
White Sago	0 14½	0 16

Market Steady on Package Goods

Toronto.
PACKAGE GOODS.—There is really nothing new to report in the situation this week. The market is ruling with a very steady tone and there have been no price changes to report. Supplies are very good and whereas trade just at the present time is a little quiet some improvement is looked for after the turn of the new year.

PACKAGE GOODS		
Rolled Oats, 20s round, case	55	60
Do., Do., 20s square, case	5	60
Do., Do., 36s, case	4	00
Do., Do., 18s, case	2	00
Corn Flakes, 36s, case	4	00
Shredded Wheat, 36s, regular, case	4	50
Cooker Package Peas, dozen	1	50

Honey Holds in Unchanged Position

Toronto.
HONEY, MAPLE SYRUP.—There is nothing to be added to the situation on honey. The demand is light and supplies are heavy. This, however, has not had the effect of bringing prices down to any extent, although it is understood that honey perhaps could be bought to-day on a lower basis than that at which the majority of stock now held was purchased. There are some sales of maple syrup being made, but these are not a very big factor at the present time. Quotations are unchanged for the week.

Honey		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 30
10-lb. tins	0 28	0 30
60-lb. tins	0 27	0 28½
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup		
No. 1, 10-lb. tins, 6 to case	15	10
No. 2, 5-lb. tins, 12 to case	17	10
No. 3, 2½-lb. tins, 24 to case	18	50
No. 3, 32-oz. bottles, 24 to case	16	70
Gallon tins, Imperial, per gal.	2	25
5-gallon tins, Imperial, per tin	10	50
Barrels, 25 or 40 Imp. gals., gal.		2 00

Grape Fruit Slightly Easier; Oranges Steady

Toronto.
FRUITS.—There is just a little easier tone to the market on grapefruit during the week. Quotations locally have come down about 25 to 50 cents per case. Oranges are coming along in very fair supply and the California navels, 80s, being quoted at \$4.50 per case, the 96s and 100s at \$5; the 126s at \$6; 150s, 176s, 200s, 216s, and 250s, ranging in price from \$6.50 to \$7. There are still some Mexicans available, and these are being quoted at \$3.50 per box, which represents a decline of 50 cents over last week's figure. Tangerines range in price from \$4 to \$4.25 per box. The apple market remains very firm, supplies being fairly good to meet the present demand. City trade on fruits has been a

little quiet during the last few days, whereas country business has been very good. City business is expected to show vast improvement all this week.

Apples		
11-qt. basket	0 30	0 50
Do., B.C. McIntosh Reds, box	2 85	3 00
Do., B.C. Jonathans, box	3 25	3 40
Do., Rome Beauty, box	3 25	3 50
Do., Winesaps, box		3 25
Do., Spys, box	2 00	3 25
Do., Greenings, box	2 15	2 25
Do., Baldwins, box	2 15	2 25
Do. in Barrels	No. 1	No. 2
Greenings	5 50-6 00	5 00-4 00
Baldwins	5 50-5 00	4 00
Spys	7 00-7 50	6 00-4 50
Russets		5 50
	No. 1	No. 2
Tolman Sweets	6 00	5 00
Bananas, per lb.	0 07	0 07½
Cranberries, late Jerseys, bbls.		14 00
Do., Late Howes, bbl.		15 00
Grapes		
Do., Malagas, bbl.	10 00	13 00
Grapefruit		
Florida, 36s, 46s	4 25	
Do., 54s, 64s, 70s	4 50	4 75
Do., 80s, 96s	4 75	5 00
Oranges		
Florida, 80s, 96s, 126s		4 00
Do., 150s		5 00
Do., 176s, 200s, 216s, 250s		5 50
Do., 288s, 324s		4 00
Florida Tangerines, all sizes, ½ box	4 00	4 25
California navels, 80s	4 50	
Do., 96s, 100s		5 00
Do., 126s		6 00
Do., 150s, 288s, 324s		6 50
Do., 176s, 200s, 216s, 250s	6 75	7 00
Mexicans, all sizes		3 50
Lemons, Cal., case	5 50	6 00

Potatoes Somewhat Firmer; Onions Easy

Toronto.
VEGETABLES.—Potatoes have firmed up again this week, Ontario's going up to \$1.60-\$1.65 per bag, and N. B. Delawares being quoted at \$1.85-\$2.00. Onions are somewhat easier in tone, 75 lb. bags selling at \$1.50-\$1.75 and 100 lb. bags around \$2. Fresh supplies of lettuce, celery and beans are reported coming and prices range at fairly high levels. The demand for tomatoes, cucumbers, melons and endive is expected to be fairly heavy for the Christmas trade.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Celery, crates	3 25	3 50
Do., Fancy Thedford, case	4 50	5 00
Cucumbers, doz.		3 50
Endives; dozen		1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case		2 75
Mushrooms, 3-lb. boxes		3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green, Shallots, doz.		1 00
Parsnips, bag	1 00	1 25
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag		0 75

New Developments Lacking in Flour

Toronto.
FLOUR.—New developments are conspicuous by their absence in the flour market this week. Trading is dull, retailers letting their stocks run down to a minimum until after stock-taking time. Prices are steady and unchanged.

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

Sales Mill Feeds Quite Active

Toronto.
MILL FEEDS.—There is quite an active demand being maintained for mill feeds, and whereas there does not seem to be any shortage, there isn't any accumulation of stocks. Prices hold unchanged.

MILL FEEDS—	
	In carlots, track
Bran, per ton	\$37 00
Shorts, per ton	42 00

Cereals Quiet; Substitutes to Move?

Toronto.
CEREALS.—The market on cereals is quiet. The corn market continues to fluctuate but seems to be attaining a higher basis gradually. Oats show little marked change. There seems to be a prospect that substitute flours will be taken over. It is understood the Government has offered a price and has stated that supplies must be available at seaboard about February 15. The probable arrangement will be pooled cars from central accumulating points. Definite details are not available at present.

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

Above prices give range of quotations to the retail trade.

English Custards, Egg Substitutes to Come

Toronto.
CUSTARDS, EGG SUBSTITUTES.—There are some rays of hope breaking through to the trade as restrictions of one kind and another are lifted and conditions more resembling normal are allowed to operate. It is indicated that Alfred Bird & Son, English manufacturers of custard powders, blanc mange, egg substitutes, etc., have cabled to their Canadian representatives that the Government will now allow the shipment of limited quantities of their products. Confirmations of about 50 to 60 per cent. of orders placed late in 1916 and during 1917 have been received, and the feeling exists that the total amount of orders will be forthcoming before many months.

F. E. Hibbard, who occupies the premises formerly known as the Times Block, at Fort Frances, is making substantial changes in the store to increase its capacity and to improve the facilities for handling a growing business.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 17.—Creamery butter advanced one cent, C. & S. coffee two cents pound; smoked and cooked meats are one-half cent a pound higher. Rolled oats are down ten cents. Tomatoes are \$3.75 to \$4.25. Navel oranges are quoted \$5.50 to \$7.50; there are no Floridas on the market. Lemons are quoted \$7.50 to \$8.00. Strawberries, twos, quoted at \$8.10 to \$8.50. Raspberries, twos, \$8.40 to \$8.75. A small shipment of Malaga table raisins has arrived and some Californias are expected this week. A recurrence of influenza epidemic threatens to interfere seriously with Xmas trade.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi	14 00	
Flour, 98s, per bbl.	10 70	
Rye flour, 49s, per bbl.	10 60	
Cornmeal, 24s, per bbl.	11 00	
Rollod oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1	4 80	
Do., No. 2	4 10	
Tapioca, lb.	0 14	
Sago, lb.	0 14	
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 28	0 29 1/2
Butter, creamery, lb.	0 50	0 50
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 80	
Eggs, new-laid, case	18 00	
Eggs, No. 1 storage, case	16 00	
Candied peel, lemon, lb.	0 34 1/2	0 36 1/2
Do., orange, lb.	0 36 1/2	0 39 1/2
Do., citron, lb.	0 39 1/2	
Tomatoes, 2 1/2s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 50	3 50
Apples, gal., Ontario, case	2 20	2 85
Strawberries, 2s, Ontario, case	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	6 40
Apples, evaporated, 50s, lb.	0 18	0 18 3/4
25s, lb.	0 26	0 29
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case	4 75	4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 50	18 50
Potatoes, per ton	33 00	33 00
Oranges, navels	5 50	7 50
Oranges, Florida	7 50	8 00
Lemons, case	7 50	8 00
Grapefruit	5 50	7 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Dec. 17.—There was a marked decrease in some lines here during the week, notably on rolled oats, which dropped 50 cents on bales of eights. Rye and beans were also among the staples which tumbled a little. This

is explained by the removal of extra marine risks, which importers formerly had to pay, because of the submarine danger to shipping. The Christmas season trade is marked by the absence of lines such as Spanish raisins, and a scarcity of other dried fresh fruits. Oranges have arrived, but are very high and there is not much demand for them. Milk continues to be a real problem, but there is no change in price. Salmon is another scarce commodity, especially Sockeye, which is not listed, the wholesalers being unable to obtain a supply. There is a quantity of the lower grades, however, on the market. There is plenty of fowl, chicken, geese, ducks and turkeys for the local supply, though prices are higher than in former years. All jobbing houses report a brisk trade with many lines, such as nuts, oranges, bananas, and some candy lines out of stock completely. Beans, small white, bus., \$6.50; beans, Lima, pound, 15c to 16c.

Beans, small white Japans, bu.	6 50	
Beans, Lima, per lb.	0 15	0 16
Flour, standard, 98s	5 45	
Rollod oats, bails	4 35	
Rice, Siam, cwt.	8 75	
Sago, lb.	0 13	0 15
Tapioca, lb.	0 15	
Sugar, pure cane, gran., cwt.	10 99	
Cheese, No. 1 Ontario, large	0 30	0 30
Butter, creamery	0 53	0 53
Lard, pure, 3s, per case	18 80	
Bacon, lb.	0 47	0 47
Eggs, new-laid	0 75	0 75
Eggs, storage	0 55	0 55
Pineapples, case	5 75	
Tomatoes, 3s, standard case	4 25	4 25
Corn, 2s, standard case	4 50	4 50
Peas, 2s, standard case	3 75	3 75
Apples, gal., Ontario	2 60	2 60
Apples, evaporated, per lb.	0 18	0 18
Strawberries, 2s, Ont., case	8 50	8 50
Raspberries, 2s, Ont., case	8 70	8 70
Peaches, 2s, Ontario, case	5 50	5 50
Plums, 2s, case	4 00	4 00
Salmon, finest Sockeye, tall, case	10 25	10 25
Salmon, pink, tall, case	41 00	41 00
Pork, American clear, per bbl.	59 00	59 00
Onions, ton	1 15	1 15
Potatoes, bushel	2 25	2 25
Apples, Washington, box	4 00	4 00
Pears, Washington, box	8 00	8 00
Grapefruit	15 00	15 00
Cranberries, bbl.	6 50	6 50
Florida oranges	10 00	12 00
California oranges	5 75	5 75
Pineapples	15 00	15 00
Cranberries, bbl.	15 00	15 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 17.—While retailers are busy with Christmas rush, jobbers are entering upon quietest period of year, which extends through January. Business has been good and merchants have no complaints. Even deliveries have been reasonably satisfactory so far this winter, with absence of

usual congestion on railways. Fresh eggs have reached record price, 70c; cheese higher, 30 to 31c; American clear pork again advanced, \$59 to \$65; Florida oranges are lower, being quoted \$6 to \$7 a case.

ST. JOHN, N.B.:

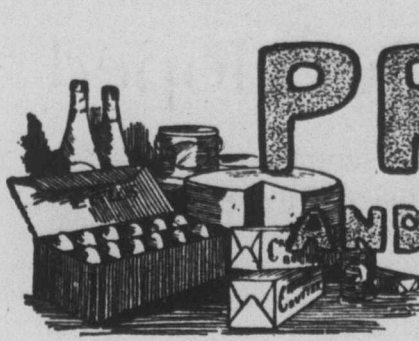
Flour, No. 1 patents, bbls., Man.	\$12 65	
Cornmeal, gran., bags	7 00	
Cornmeal, ordinary, bags	3 65	3 75
Sugar—		
Standard, granulated	10 35	10 40
No. 1, yellow	9 85	9 90
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.	0 55	0 70
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 48	0 50
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35 1/2
Lard, compound	0 28	0 28 1/2
American clear pork	59 00	65 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		6 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16 1/2	0 17
Peaches, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 50	3 75
Onions, Can., 75-lb. bags	1 90	2 10
Lemons, Cal.	6 50	7 50
Oranges, Cal., case	6 00	8 50
Oranges, Florida	6 00	7 00
Grapefruit, case	6 00	6 50
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	5 00

WHEAT MAY NOW BE USED FOR POULTRY FEED

Wheat may now be purchased or sold for milling or for the feeding of poultry as in pre-war times. The later order-in-council was a definite repeal of the war-time restrictions.

QUEBEC FRUIT GROWERS DECIDE TO ADVERTISE

Quebec fruit growers are convinced that it pays to advertise. At the convention of the Pomological and Fruit Growing Society held last week at Macdonald College this was one of the big questions considered, and many of the members felt that a campaign of publicity was essential to the best interests of fruit growing in this province and carried a strong resolution embodying this sentiment and conviction. Their publicity programme will be carried out in advance of the season next year to acquaint the citizens generally of the advantages of their own fruits. Altogether the meeting this year was an important and an enthusiastic one.



PRODUCE AND PROVISIONS

Large Xmas Sales in Hams and Bacons

Montreal Store Has Found These Big Sellers at Christmas Season—Display Important Factor—Choicest Selections Offered—Advantage Over Poultry With Many Customers—The Value of Suggestion

FRASER-VIGER and Co., Ltd., St. James street, Montreal, have sold a lot of choice hams and bacons each Christmas. Now when the prices of poultry are so high, and notwithstanding the fact that hams and cured meats also are expensive, the argument is in favor of the purchase of the cured meat. Such, at least, is the opinion of Chas. P. Macklaier, the manager. In speaking with Mr. Macklaier he stated that they had made this line a big seller, and that the real substance within a choice ham, for instance, would spread out over many meals, whereas a turkey was usually spent after one meal. In point of fact it was thought that Xmas sales would beat those of some Easter seasons for these two lines of provisions.

Inducing Sales

The Fraser-Viger stores have been located in Montreal for many years. They have catered to the best trade, and one of the outstanding features which has ever been safely guarded is that of maintaining a high and uniform quality. This has enabled them not only to hold customers of years' standing, but to secure a large number of new patrons who wanted a uniform and high grade of groceries. This, in large measure, must account for the excellent, large connection which the store has been able to hold so long. For the location is somewhat of a handicap, being on a financial street where a limited number of "shoppers" congregate, as compared with the larger retail section of Montreal. It is a strong argument for the service and high standards which this company has maintained, and while a considerable business comes to the store direct, many orders come over the telephone.



This Year is Peace Christmas
 The Most Memorable Christmas Of Our Generation

The Allies have won—righteousness is still supreme—and we are about to enjoy the best and most peaceful Christmas of our lives. Let the Kavanagh Provision Company help you enjoy

Your Christmas Dinner

You will find here everything necessary for such enjoyment. We are Headquarters for Turkeys, Geese, Chickens, Mince Meats, Cranberries, Puddings, etc. Western Beef and Ontario Lamb, Hams and Bacons of the highest quality can be secured. Drink's Sausages for breakfast are exceedingly palatable. Our prices are the lowest in the city—the quality of goods sold here is always the best.

We offer special prices to employers making Christmas gifts to employees or friends.

Poultry dressed and delivered free of charge throughout the city.

Kavanagh Provision Company
 High Class Butchers and Provision Merchants
 BLEURY ST., Cor. Ontario. License No. 9-690
 'P. 628. 'P. 621. Open till 8 o'clock every night next week.

Windows Big Factors

"I have stood and watched the expression of passersby as they looked into our window," said Mr. Macklaier. "It is really quite a study to observe the facial expressions and reminds me of the time when one was a boy, passing a tempting array of cream puffs or other dainties. The results have been immediate on many occasions, and it depends upon the hour of the day just what results follow. For instance, at the noon hour, and particularly between twelve and one o'clock, some will stop—look at the hams, bacon, cheese or sausage on display and forthwith come in and ask for some. It looks good and

has a specially strong appeal when the stomach is empty." There is a strong connection between a display of this nature and a hungry man or woman.

Care In Display

It is to be noted that the Fraser-Viger windows are carefully dressed, and this is a big feature of the selling program. They bring definite and direct results. They are one of the trade bringers on which the management relies continually, and while special effort is expended prior to the Christmas season, as well as before Easter and Thanksgiving Day and so on, the windows are never neglected.

Of course, the daily papers are used in advertising and space is used continuously, offering the choicest groceries obtainable.

CHRISTMAS ADVERTISING

This Christmas advertisement of the Kavanagh Provision Company, Bleury St., Montreal, is a very effective bit of advertising, introducing as it does the idea of peace and directly suggesting a time of better Christmas cheer which leads up to the suggestion of the goods the store has to sell.

T. EATON TO ERECT WAREHOUSE IN MONCTON, N.B.

The T. Eaton Co., Toronto, will on Feb. 1 commence in Moncton the construction of a reinforced concrete building, 240 feet wide and 260 feet long. It will be six storeys in height. It is expected to be completed by the middle of the summer. The building will be used as a distributing warehouse for the Maritime Provinces, and will employ between five and six hundred people.

Can Rural Fish Trade Be Developed

All Should Contribute in Developing Canada's Per Capita Consumption—Much Improvement Possible—What Grocer Can Do Toward Assisting—Importance of Advertising and General Publicity—Mailing Lists

IS IT possible to develop fish trade in the rural centres of Canada?

Will the farmer eat fish in reasonable quantities and dispose of the heavier meats that he has produced? Can the small storekeeper in the small town or country point sell fish profitably?

These questions were suggested in a conversation which CANADIAN GROCER had with a veteran fish man recently. He raised the question and partly answered it. That it is desirable to have every part of Canada contributing toward the development of her fishing industry is a big point which cannot be overlooked. Indeed it is quite reasonable to assume that the rural population should assist in the great task of increasing the per capita consumption of fish; but in order to do this it will be necessary to carry out a more or less active and extensive campaign of education.

Room for Improvement

That there is much scope for the development of this trade is not doubted. Just how it can be best done is open to thoughtful consideration.

As this informant pointed out, the average farmer would be better off for his own sake if he ate less heavy meat and more lighter food. To adopt a fish diet several times a week would perhaps be in his own interests. Aside from this the sale of his hogs and beef would bring him a large return with which he could supply himself with much more food in the form of fish, affording him an alternative diet that should be alike appealing and palatable.

The Grocer's Position

It may be argued: What has this to do with the grocer? The rural grocer very frequently can do much in the way of suggesting what his customer can use to advantage and at reasonable cost. He is a very great factor in the life of the community, and the very fact that some rural grocers have built up a very extensive trade is proof positive of the great influence that he may wield.

Has the rural grocer carried fish or even the grocer in the country town? Can he secure his supplies quickly enough to undertake the building up of a regular trade for fresh, frozen, pickled and cured fish? It is a question which each must answer for himself.

Is It Worth While?

Is there any profit to be made in fish and can I handle more? This is perhaps the logical query which an interested grocer would make in considering this matter. Others have made a success of fish selling and within reasonable

bounds it is safe to say that all can do so.

Already the rural merchants are selling lines of canned fish. Can he secure sale for shell and bulk oysters and other grades of fish as well as for the smoked and cured lines which are now selling? Perhaps the best way of making an adjunct to the present fish department is by considering it a separate phase of the business and assigning someone to the particular work of developing it. The beginning may be a modest one and it will likely require time to make progress. Attention will have to be called to the new lines constantly and perhaps customers should first be "sounded" as to whether they will take so much fresh or frozen fish each week if it is available. A canvass of the community could be made before any supplies were brought in and this is a point to be carefully considered before shipments are brought in. Once the feelings of customers are known, plans may be definitely laid.

Important Points, These

Before going into this matter extensively it would be necessary to provide facility for keeping the fish in prime condition, for there is no advantage in ordering fish unless it can be kept sound and saleable.

The Government has made it possible to secure fish cases at moderate cost. All who apply for these may obtain them at a cost of about \$10. Arrangements can be made ahead of time to get one of these, and it enables an interested party to make a creditable start.

It would be well to either circularize the customers, stating that the store is opening a fish department, or to run a series of definite advertisements outlining the store's policy regarding the handling of fish. In fact it might be a capital idea to have an "opening day." Planned publicity for this would include a couple of cotton signs on the delivery rig, circulars to a selected mailing list, a strong announcement in the town paper, and a good window display of the varieties of fish carried. And most important of all, an excellent display in the store with a white-appareled attendant.

Regular Shipments

To those who have not sold fresh and frozen fish, a word of caution will not be amiss. These days, when the consumer wants the best and is willing to pay for it, it is wise to provide the best and to have it when asked for. In ordering your fish, plan to have regular shipments reach you. If but one shipment can be handled each week, have that supply come with the least possible

delay. Get in touch with a reliable jobber and have him send you fresh fish without fail and ask him to ship it by express. It will be better to take less margin of profit and give the customer good, palatable fish, that to hold out for a long price, for it is in the volume of sales that this department will reveal eventual results.

Have a regular supply of ice and use this freely. In other words let customers know that when they receive a piece of fish from you it is ready for the oven or the frying pan. Many details can be worked out suited to the needs of your own business.

FISH MARKETING CAN BE MUCH IMPROVED

Last week Montreal was favored by a visit from members of the State Government of Massachusetts. Their mission to Canada was that of ascertaining the marketing of fish in some of the larger Canadian centres. While here, the civic authorities embraced the opportunity of tendering them a dinner at the Windsor Hotel, and to this representative members of the local and Dominion Fisheries organizations were invited.

During the course of the dinner various speakers touched upon topics related to the marketing of fish, and one speaker, Representative J. W. Allan, stated that sea fish was selling at a lower price in Canada than the same fish sold in Massachusetts.

Among the speakers who followed, J. A. Paulhus, a member of the Canadian Fisheries Association made the observation that the law of supply and demand would serve to regulate the price question, and that this would really take care of itself, while A. H. Brittain, president of this association stated that if more money were spent here in improving market conditions a marked reduction in fish prices would be possible. Mr. Brittain went so far as to suggest that prices might be very materially reduced and that if permission was given to take over the St. Antoine Market here and spend some \$200,000 on it fish would be available for the public at half its present cost.

BOARD OF TRADE

The Board of Trade Council decided to enter into a contract with General Foster, of the American Civic Bureau of New York, to reorganize the Board of Trade on considerably broader lines, having a permanent secretary. The proposal is to make the new body representative of every department of the city.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 18.—A very unsettled market for hogs is reported. There has been less lowering tendency here than in other markets, due to the active buying by packers. The trade in cured meats is active, and best grade hams and the better bacons are in active request from the retail trade. Ember Days have served to stimulate fish sales and a good demand is expected this week. Canadian oysters are scarce and the American produced shell oysters are now coming forward. Lard supplies are now better, and shortening is very active, although both are unchanged. A decided quietness is reported in margarine, and the sale of some grades has been reported at several cents under the market quotations.

Hogs Are Unsettled, Cured Meats Move

Montreal.

PROVISIONS. — The hog market is very unsettled this week and developments may be looked for in the way of an easing of prices. Outside markets have registered declines, but, while there was a slight easing here this did not bring a quotable change. There has been a very good demand from packers for all supplies and the country-killed hogs have supplied a considerable part of the local trade. The near approach of Christmas has developed a better trade for some cured meats, hams being very active in some of the retail sections.

Hogs, Dressed—		
Abattoir killed, small	25 00
Do., heavy, 225-275 lbs.	24 50
Hogs, live	18 25	18 50
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Backs—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots.	0 29	0 29½
Long clear bacon, small lots.	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.	0 54	0 54
Shoulders, boiled, per lb.	0 46	0 46
Shoulders, roast, per lb.	0 48	0 48
Barrel Pork—		
Canadian short cut (bbl.)	56 00
Clear fat backs (bbl.)	58 00
Short cut clear pork (bbl.)	56 00
Heavy mess pork (bbl.)	53 00
Bean pork (bbl.)	52 00

Better Lard Supply, Movement is Fair

Montreal.

LARD. — The price basis is without change. Supplies have been further augmented this week and are ample for the requirements. The demand is rather limited and sales are made frequently and in rather limited lots.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 31	0 32
Tubs, 50 lbs.	0 31½	0 32½
Pails, 20 lbs., per lb.	0 31½	0 32½
Bricks, 1 lb., per lb.	0 32½	0 34

Shortening Holds, Active Sales Made

Montreal.

SHORTENING. — The market is steady and very active sales are reported. Steady prices prevail and these are without any change. All things considered, supplies are sufficient to meet requirements of the city and district trade.

Shortening—		
Tierces, 400 lbs., per lb.	0 26½	0 26¾
Tubs, 50 lbs.	0 27	0 27¼
Pails, 20 lbs., per lb.	0 27¼	0 27½
Bricks, 1 lb., per lb.	0 28½	0 28¾

Margarine Unsteady Under Light Demand

Montreal.

MARGARINE.—A very unsteady feeling has developed for margarine and this is attributed to the slowness of demand. The trade is not inclined to buy in any but small lots and it is stated that prices have been cut in some quarters in a desire to stimulate demand. One jobber stated that he had learned of sales being made at two to three cents under the prevailing market.

Margarine—		
Prints, according to quality, lb.	0 34	0 35
Tubs, according to quality, lb.	0 30	0 30

Good Butter Sales on Steady Basis

Montreal.

BUTTER.—While a steady price basis is maintained in this market there have been no changes during the week and the condition of trade has also continued steady and satisfactory. Receipts have naturally fallen behind, so many of the creameries being closed throughout the country. It is stated that very high prices have been paid in some quarters for various supplies of best creamery, 53% being secured for a certain quantity at St. Hyacinthe last week.

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

Firmness Rules Cheese, Local Sales Steady

Montreal.

CHEESE. — Prices are fully maintained for all grades of cheese, but there are no quotable changes. An active and steady demand will continue, it is expected, throughout the coming months of winter. Local and country orders have been satisfactory.

Cheese—		
Large, per lb.	0 28	0 28
Twins, per lb.	0 28½	0 28½
Triplets, per lb.	0 27½	0 28
Stilton, per lb.	0 30	0 30
Fancy, old cheese, per lb.	0 29	0 30

One Cent More For Storage Eggs

Montreal.

EGGS. — Another advance has been made for storage eggs, one cent being added to the price. This makes the range for selects, 54-55c per dozen, and for No. 1s, 50-51c. A greater supply of new-laid is now arriving and if this improvement becomes definite it will serve to relieve the heavy demands made on all storage stock. It is probable that the egg-producing centres of the United States may soon be marketing new stock, and upon this depends, very largely, the future of prices here. In the meantime storage eggs are in big demand.

New-laid	0 75	0 80
Selects	0 54	0 55
No. 1	0 50	0 51
No. 2	0 47	0 47

Poultry Prices Hold, Large Receipts

Montreal.

POULTRY.—Much poultry has come to hand the past week and the movement continues. Prices have held steady notwithstanding the large receipts, for it is now expected that the retail trade will begin to order heavily. Thus far they have not stocked up with heavy supplies of any line. Turkeys are very high and the sale for these is naturally a doubtful factor this year. Geese and ducks are in good demand and the supply is reasonably ample.

Chickens, roast (3-5 lbs.)	\$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 40
DUCKS—	
Brome Lake	0 47
Young Domestic	0 38
Turkeys (old toms), lb.	0 43
Turkeys (young)	0 43 0 45
Geese	0 28 0 30
Old fowls	0 36

Special Fish Days Make Active Selling

Montreal.

FISH.—The arrival of Ember Days in Quebec Province has made for better fish sales. There are three of these days this week and the jobbers are looking for big business. Supplies are fairly good

of most varieties of fish. Canadian shell oysters are reported very scarce. There is a good trade in bulk oysters and prices are steady. There is still some difficulty reported with regard to delay in shipments.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 50	0 55
FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08 1/2	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 22	0 23
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 14 1/2	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15 1/2	0 16
Whitefish, small	0 12	0 12 1/2
Pike, Headless and Dressed	0 11 1/2	0 13 1/2
Market Cod	0 07 1/2	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09 1/2	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large		0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.		5 00
Lake Herrings, bag, 100 lbs.		7 00
Alewives	0 07 1/2	0 08
SMOKED FISH		
Haddies, 15 and 30 lb. boxes		0 16
Filletts, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25

Kipperd Herrings, large, a box	0 40	2 50
Kipperd Herrings	0 50	3 25
Medium Smoked Herrings, box each		0 25

SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.		\$22 00
Codfish, No. 1, medium, brl., 200 lbs.		21 00
Codfish, No. 2, 200 lb. barrel		19 00
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes) lb.		0 20
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 18
Codfish (boneless) (2-lb. size)		0 23
Codfish, Shredded (12 lbs. 24 pkgs.)		2 50
Pickled Fish—		
Herrings (Scotia) barrel	14 50	
Herrings (Scotia) 1/2 barrel	7 50	
Salmon, Labrador (300-lb. tierces)	38 00	
Salmon, Labrador (200 lbs.)	28 00	
Sea Trout, Red (200 lb. barrels)	25 00	
Turbot (200 lb. barrels)	18 00	
Salmon, B.C. (200 lb. barrels)	26 00	
Codfish tongues and sounds (lb.)	0 15	
Ecis, lb.	0 16	
Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Seallons, gallon	4 00	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 25	
Can No. 5 (Solids)	12 00	
Can No. 1 (Selects)	3 00	
Can No. 3 (Selects)	8 40	
Sundries—		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100	2 25	
Paper Oyster Pails, 1/2 per 100	1 75	
Paper Oyster Pails, 1/16 per 100	1 25	
Spiceu Pigs' Feet, a dozen	0 75	
Spiced Lamb Tongues, a dozen	0 75	
Hard Shell Crabs, 1 1/2 each	0 20	
Display package, for Oysters, each	6 00	
Display package, for Fish, each	10 00	

ONTARIO MARKETS

TORONTO, Dec. 18.—Live hogs are lower, the price for the week being named at \$18 per cwt., fed and watered basis. There has been a revision in many lines of dressed meats also, prices generally being slightly easier. Storage butter has firmed up 1c per pound, and higher prices are being asked for storage eggs, amounting to 1c per dozen. Turkeys and ducks are slightly firmer, while chickens and fowl have eased away. Christmas demands are very heavy now and requirements of the trade so far being met.

Live Hogs Lower; Meats Revised

Toronto.
PROVISIONS.—Live hogs came down to \$18.25 towards the end of last week and there seems to be every indication that the figure for this week will be another 25c lower at \$18 per cwt., fed and watered basis.

In cured meats the market seems just a little quiet at the present time. There is a slightly easier tendency in some lines, boneless backs being down somewhat and roll bacon being quoted 1c lower. Boiled hams at 51c per pound and dressed hogs at \$26.50 per cwt. show declines. The range of quotations follows:

Hams—		
Medium		0 40
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in		0 46
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.		0 43
Roll, per lb.		0 31
Wiltshire (smoked sides), lb.		0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.		0 30
Do., aver. 70-100, lb.		0 28
Fat backs		0 30

Cooked Meats—		
Hams, boiled, per lb.		0 51
Hams, roast, without dressing, per lb.	0 53	0 55
Snoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.		47 00
Short cut backs, bbl., 100 lbs.		56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight		26 50
Live, off cars		18 25
Live, fed and watered		18 00
Live, f.o.b.		17 00

Fate of Lard Hangs in Balance

Toronto.
LARD.—It might well be said that the fate of the lard market hangs in the balance to some extent. The range of quotations now existing is wider than usual. 29 1/2c to 30 1/2c per pound being asked. However, there is big business in sight for Canadian dealers and when this is placed it is possible a stiffer feeling with a narrowing of the range toward higher level will be experienced. Sundries are considered good for present demands of the trade.

Lard, tierces, 400 lbs., lb. \$0 29 1/2 \$0 30 1/2
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Shortening Holds Steady and Firm

Toronto.
SHORTENING.—The market has held steady and firm during the week, no change in quotations of 25 1/2c to 26c per pound, tierce basis, being recorded. The demand is quite satisfactory and supplies ample.

Shortening, tierces, 400 lbs., lb. \$0 25 1/2 \$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.

Margarine Quiet; Demand Limited

Toronto.
MARGARINE.—There is no better tone to the market this week. The demand is still within narrow channels and prices have held at unchanged levels. The range of quotations to-day follows:

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

Storage Creamery Up 1c; Good Demand

Toronto.
BUTTER.—There has been an advance of 1 cent per pound in the storage creamery butter. This brings quotations to-day for the prints up to 53 to 54 cents per pound. The demand for storage stock is very good and orders are being filled from ample stocks. The fresh made is not coming in any too freely and the movement to the trade is rather quiet. The range of prices now in effect follows:

Butter—		
Creamery prints (storage)	0 53	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	0 57
Creamery solids (fresh made)	0 54	0 56
Dairy prints, fresh separator, lb.	0 50	0 51
Dairy prints, No. 1, lb.		0 48

New Laid Higher; Storage Eggs Up

Toronto.
EGGS.—Prices on new-laid eggs in cartons continue to move upwards. Quotations to the trade this week are being made at 78 cents per dozen. The other grades show very little change, although storage No. 1 are up one cent per dozen to 55 cents. The demand is considered satisfactory.

Eggs—		
New-laid, in cartons, doz.		\$0 78
Storage, extras	0 58	0 60
Storage, No. 1, doz.		0 55
Splits and No. 2, doz.	0 45	0 47

Cheese Holds in Strong Position

Toronto.
CHEESE.—The tone to the cheese market is still very strong. Prices are still firmly maintained and the general range of quotations on the large cheese is 28 1/2 to 29 cents per pound. Stilton is held very firmly at 32 cents. The

demand is very good and being met from ample supplies.

Cheese—
New, large 0 28½ 0 29
Stilton (new) 0 32
Twins, ¼ c lb. higher than large cheese. Trip-
lets ½ c lb. higher than large cheese.

Chickens, Fowl Down; Turkeys Up

Toronto.
POULTRY.—Lower prices generally are in effect on chickens and fowl. The same condition may be said to apply to geese and old turkeys, although young turkeys have reached even higher levels. Ducks have advanced 2 cents per pound. Supplies of all lines are very good and dealers report a good supply of turkeys as having arrived during the past few days. Prices to the trade on turkeys are very high, quotations being made at 45 cents per pound.

	Prices paid by commission men at Toronto:	
	Live	Dressed
Ducks, lb.	\$ 25	\$ 30
Geese, lb.	0 20	0 26
Turkeys, old, lb.	0 26-0 30	0 28-0 36
Do., young, lb.	0 34	0 41
Roosters, lb.	0 19	0 20
Fowl, 4 to 5 lbs., lb.	0 19	0 24
Fowl, over 5 lbs., lb.	0 23	0 26
Fowl, under 4 lbs., lb.	0 17	0 22
Chickens, under 5 lbs., lb.	0 20	0 26
Chickens, over 5 lbs., lb.	0 23	0 30
Chickens, over 5 lbs., milk fed, lb.		0 32
Prices quoted to retail trade:		
Hens, light \$ 28		
Do., heavy 0 33		
Chickens, spring 0 33		
Ducks 0 34		
Turkeys 0 45		
Geese 0 28		

Haddock Lower; Trout Also Down

Toronto.
FISH.—The big drive this week will be made on haddock and prices have declined to 8 to 8½c. per pound. Lower prices are also in effect on trout, quotations which are now being made to the trade ranging from 16 to 16½c per pound. As far as the other lines are concerned, there is very little variation from prices shown last week. Supplies are very good and the demand considered satisfactory. The range of prices on all lines is given herewith.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 10	
Bloaters, 50 Count, box.	2 25	
Cod, smoked, lb.	0 12	
Ciscoes, lb.	0 17	
Haddies, chicken 0 12		
Do., fillets, lb. 0 18		
Do., Finnan, lb. 0 15		
Herring, Kippered, box 1 75	2 75	
Shrimps, can 1 75		
FRESH FROZEN SEA FISH		
Cod Steak, lb. 0 09½	0 10	
Do., market, lb. 0 08½	0 09	
Flat Fish, B.C., lb. 0 10	0 11	
Flounders, lb. 0 08	0 10	
Gaspereau, lb. 0 07½	0 08	
Haddock, headless, lb. 0 08	0 08½	
Do., heads on, lb. 0 09	0 09½	
Do., small, lb. 0 08	0 08½	
Halibut, medium, lb. 0 22	0 23	
Do., chicken, lb. 0 21½	0 22	
Do., large, lb. 0 21½	0 22	
Herring, lb. 0 08	0 08½	
Mackerel, lb. 0 14	0 16	
Halibut, lb. 0 22	0 23	
Salmon, Cohoe, lb. 0 20	0 21	
Do., Qualla, lb. 0 14	0 15	

Do., Red Spring, lb.	0 24	0 25
Do., Gaspé, lb.	0 24	0 25
Smelts, No. 2, lb.		0 12
Do., No. 1, lb.		0 18
Do., Extra, lb.		0 26
Tomcods, lb.	0 05	0 06

FROZEN LAKE FISH		
Herrings, Lake Superior 0 06	0 07	
Mullets, lb. 0 06	0 06½	
Pickarel, lb. 0 15	0 15½	
Pike, round, lb. 0 09	0 09½	
Trout, lb. 0 16	0 18	
Tulibeas, lb. 0 09	0 09½	
Whitefish, lb. 0 15	0 17	

DRY AND PICKLED FISH		
Cod, Acadia Strip, box.		\$ 50
Do., Acadia Tablets, 1 lb., 20 to case 3 90	4 00	
Do., Acadia Tablets, 2 lb., 12 to crate 5 25		
Do., Halifax Shredded, box.	2 40	
Herring, Labrador, bbl. 14 00	14 25	
Do., keg. 7 00	7 25	
Do., No. 4 size 5 60		
Do., No. 2 size 2 90		
Do., Lake, keg 7 25	7 50	
Imperial, 25 lbs., loose, case 3 50		
Mackerel, salt, 20-lb. kit 4 25	4 50	
Quail on Toast, 24 1-lb. tablets, case. 3 75		
Shrimps, headless, No. 1 size, tin 1 50	1 75	
Do., No. 3 size, tin 4 20		
Skinless Fish, 50s & 100s, lb. 0 15	0 16	
Sea Trout, keg 12 00		
OYSTERS, No. 3 size package		
Do., No. 5 size package 9 50		
Do., per gallon 15 50		
Shell Oysters, 800 count, bbl. 3 30		
Do., 1,000 count 14 50		
Do., 1,000 count 13 00		

TRADE REGULATIONS BY ORDER-IN-COUNCIL MUST BE ABOLISHED

Continued from page 31

or do the findings of these various bodies have to go before the Attorney-General of the Province first before any drastic action is taken? On this subject this famous Order leaves us in doubt, and no one seems capable of explaining its mysterious meaning. Is it reasonable to expect that intelligent business men will remain under legislation of this character very long without making a vigorous protest? We know that they have protested, and we shall keep on protesting as an Association of Retail Merchants, and we will make every effort in our power to have it abolished. The old Act, section 498, of the Criminal Code, was an unnecessary and complicated piece of meddlesome legislation, but when it is camouflaged by an Order-in-Council, in our opinion, it becomes ridiculous.

It must be made quite clear that those who have their money invested in retail stores and stocks, and in wholesale premises, and in manufacturing plants in Canada are among the best citizens and friends that Canada possesses. They are helping to extend its trade and commerce, and building up the cities, towns and villages of Canada, and they contribute more largely than any other class toward business profit taxes, and all other taxes, and contributions, that are required, and they should, at least, be consulted before drastic and unworkable Orders-in-Council of the above character are placed on the Statute Books.

In reviewing this Order-in-Council, it may appear to some that the comments made upon it are too drastic and too severe, but experience has taught us that if we require reforms in any movement, or amendments to any Act, that the case must be stated as it exists, without fear and without favor.

NEW SALES MANAGER FOR CHASE AND SANBORN

J. B. Coffey has been appointed to the position of sales manager for Chase & Sanborn, Montreal, in succession to the late John R. Simpson.

Mr. Coffey is well known to the British Columbia trade, where he has represented this firm for some considerable time. He is expected to assume his new work immediately.

THE GROCER AND THRIFT STAMPS

Realizing that the grocer above all others was the man who profits most by thrift CANADIAN GROCER wrote the National War Saving Committee as follows:

Re War Saving Stamps

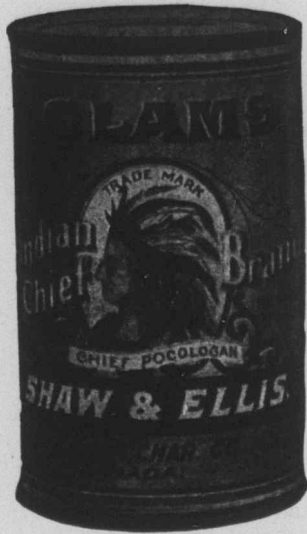
"In connection with the sale of War Savings Stamps the suggestion is made herewith that retail grocers be allowed to sell these stamps to customers. We understand this is the case in the United States and that the plan has worked out very successfully. This is due to the fact that a representative of almost every household visits the grocery store nearly every day. In giving out change the retailer can easily suggest that the customer invest the change in war savings stamps. This would undoubtedly help to develop the sale of these stamps considerably."

In response to this suggestion came the following reply from H. P. Ames, chairman of the Committee:

"We have made arrangements to have War Savings Stamps of a denomination of \$5 maturity value on sale at all banks, money order post offices and at the principal railway ticket offices. It is not the intention of the Government at present to try to increase this list. We do hope, however, that the retail grocers throughout Canada will undertake, as a patriotic endeavor, to buy and sell Thrift Stamps for cash. As the bearers of Thrift Stamps fill up their cards, they will exchange them for War Savings Stamps. Our present intention, therefore, will be to place as many Thrift Stamps as possible and I trust that in your columns you will suggest that no greater service can be rendered the country at the present time than for the retail grocers to carry in their cash drawer a small quantity of Thrift Stamps, renewable from day to day, and should suggest them to their customers in place of other change.

We hope shortly to have a strong committee in Toronto to supervise this work for Central Ontario and when the organization is effected there will be an office in Toronto at which accessories and advertising material will be kept. Any grocer willing to carry Thrift Stamps will be furnished with posters, counter cards, etc., so that the public may know that he is engaged in this work."

The Christmas Window Contest will be judged mainly on its selling power. That puts no one at a disadvantage. The smallest window in the smallest town may have as much selling value as that of the largest store.



Your customers will appreciate a sensible and delicious meat substitute like

“INDIAN CHIEF” BRAND CLAMS

The efforts of the Food Control Board to conserve Canada's meat supplies is resulting in an increasing call for good, wholesome sea foods.

Every Grocer should cater to this new demand by showing fish foods of unimpeachable goodness.

Indian Chief Brand Clams are just such a line. Their good quality is beyond question. Put up the very same day they are taken from the clam beds and sealed without solder or acid, Indian Chief Brand Clams reach the customer's table as sweet and as fresh as the day they were caught.

Make Indian Chief Brand Clams your big fish seller. It will appeal to the restaurant trade as well as to the housewife.

And the profits are sizeable.

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

HAMS

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

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

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

Try them

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

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

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



TRADE MARK

This brand guarantees better Sausages

Never hesitate to recommend Sausages bearing the Schneider Trade-Mark. Their quality will please your customers and you'll find them all that you could desire in the way of profit producers.

Get a trial supply.

J. M. Schneider & Sons, Ltd.
KITCHENER - ONTARIO

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



Jersey Farm Sausage

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

Maciver Bros. Co., Keating St., Toronto

Man Left You, Did He ?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

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

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



Have No Hesitation

in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax · N.S.

Cook's Favorite Baking Powder

58 Years on the Market

Duffy's Mustard

Put up in 1/4-lb. tins. Write us for prices on all lines of COFFEES and SPICES.

J. J. DUFFY & COMPANY

*Oldest Coffee and Spice House
in Canada*

St. Paul Street West, Montreal



RELEG

Pronounce "REAL EGG"

Just a three-quarter teaspoonful

Tell your customers how economical "RELEG" the genuine egg substitute is. How a three-quarter teaspoonful dissolved in a tablespoonful of hot water is equal to one egg for baking purposes.

Always recommend "RELEG"

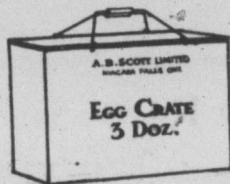
RELEG COMPANY, REG'D
34 King Street, Quebec, Canada

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

Suit Case Egg Crates

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

A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA

ORDER NOW

FOR DELIVERY JANUARY 1st

The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

McCiskey Register System

McCASKEY SYSTEMS, LTD.
Toronto, Canada

TO THE WHOLESALE AND MANUFACTURING TRADES

RAW SUGARS

We expect to be in position to supply limited quantities of Raw Sugars for shipment during the early months of next year. We solicit your orders, subject of course to the restrictions and regulations of the Canada Food Board.

West India Company, Limited
Coristine Building, Montreal

Grocers are Glad

that they can now sell flour without the "substitute" regulation. Another cause for satisfaction is in the raising of the Government standard for flour, which enables us to mill a whiter and better flour.

PURITY FLOUR

(Government Standard)

will please your customers. It makes

"More Bread and Better Bread," and better pastry

Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

Branches at Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

Canada Food Board License Nos: Cereal 2-009, Flour 15, 16, 17, 18

ORDER YOUR CANNING
BOX SHOOKS REQUIRE-
MENTS FOR 1919 NOW
AND ENSURE GOOD
DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO

SAUERKRAUT

Our Famous "SILVER THREAD"
Brand Best in Canada. Packed
in 10 and 25-gal. barrels.

Write for prices, stating quantity.

Special quotations on car lots.

ONTARIO SEED CO.

SUCCESSORS

Can. Dept.

Waterloo, Ont.

Licence 14-143

Wantmore

PEANUT BUTTER

The Finest Spread for Bread



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

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

You Be the Milkman

If you will push Klim you can sell more milk than the milkman does. Klim is pasteurized, separated milk in powder form, with **the natural flavor unchanged.** It is relished as a drink, is used in tea, coffee and cocoa, and improves the flavor of cooked and baked foods. In fact it will eventually replace dairy milk for all purposes where such milk is essential.

Canadian Milk Products Limited
Toronto and Montreal

Western Representatives:

W. H. Escott & Co., Limited, Winnipeg,
Edmonton and Regina.

Kirkland & Rose, Vancouver.

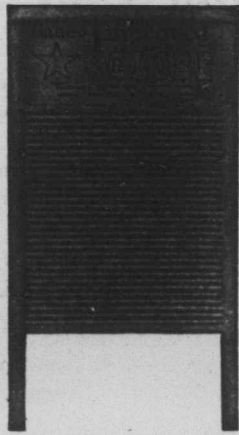
Canada Food Board License No. 14-242.

Sell Cane's Washboards

— the washboards that always give a maximum of good service.

Basswood frames free from splinters and splinters.

Show these boards in a corner of the store.



WM. CANE & SON CO.
LIMITED
NEWMARKET, ONT.

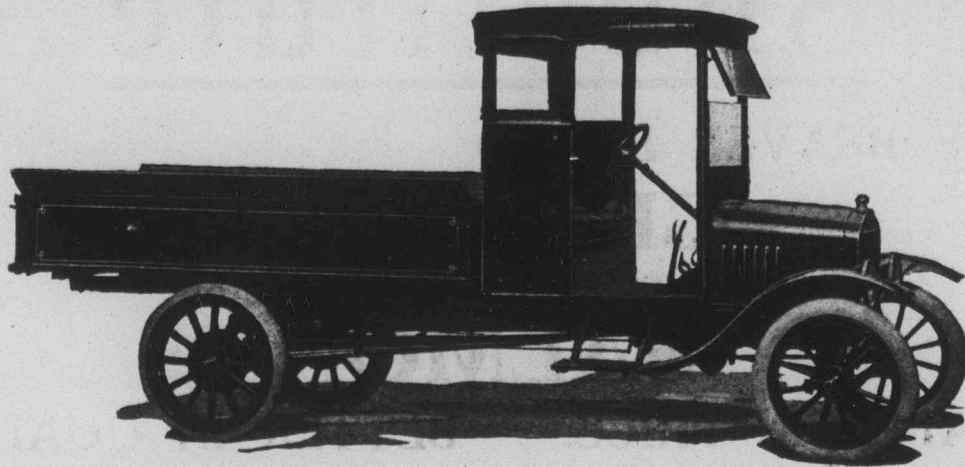


She's sure to like Dwight's Cow Brand Baking Soda

Cow Brand Baking Soda is absolutely pure—always satisfies and always "repeats."

Church and Dwight
LIMITED
MONTREAL

"CHAMPION" Truck Bodies



The Kind Your Customers Ought to Have.
Will You, Mr. Dealer, Be Our Agent?

The Champion Truck Bodies are made where nothing but the best and strongest construction is permitted. Our prices and terms to dealers or to direct purchasers, sent on request.

CARRIAGE FACTORIES, LIMITED

Head Office: Excelsior Life Bldg., Toronto.

Sales Offices: Montreal, Toronto, Winnipeg

JAMS

MARMALADES

PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

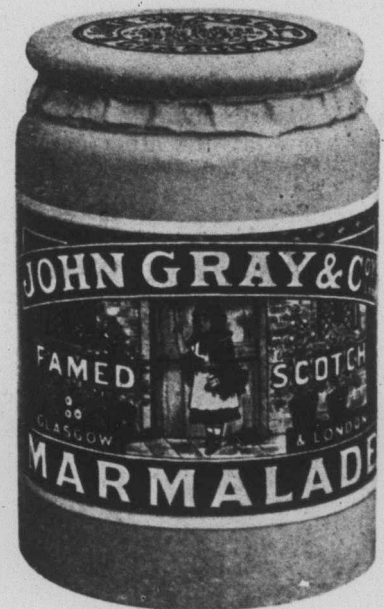
Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY

MARZIPAN

CHOCOLATE



Agents

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

Lind Brokerage Co., Ltd., Toronto

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

Substitute

USE BEAVER BRAND

GRAYFISH

As a Splendid Substitute for

SALMON

CHEAPER IN PRICE. BETTER IN QUALITY.

Packed in 1lb. Tall Cans—4 Dozen to Case

Retails at 20c Per Can

Shows Good Margin of Profit

Samples on Request.

Ask Your Jobber.

J. W. WINDSOR, LIMITED
MONTREAL

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,300 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,300 and more likely places—remember that. No other single newspaper in the world gets into 5,000 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

W. C. MACDONALD, REG'D.

Established over 60 years

Tobacco Manufacturers

MONTREAL

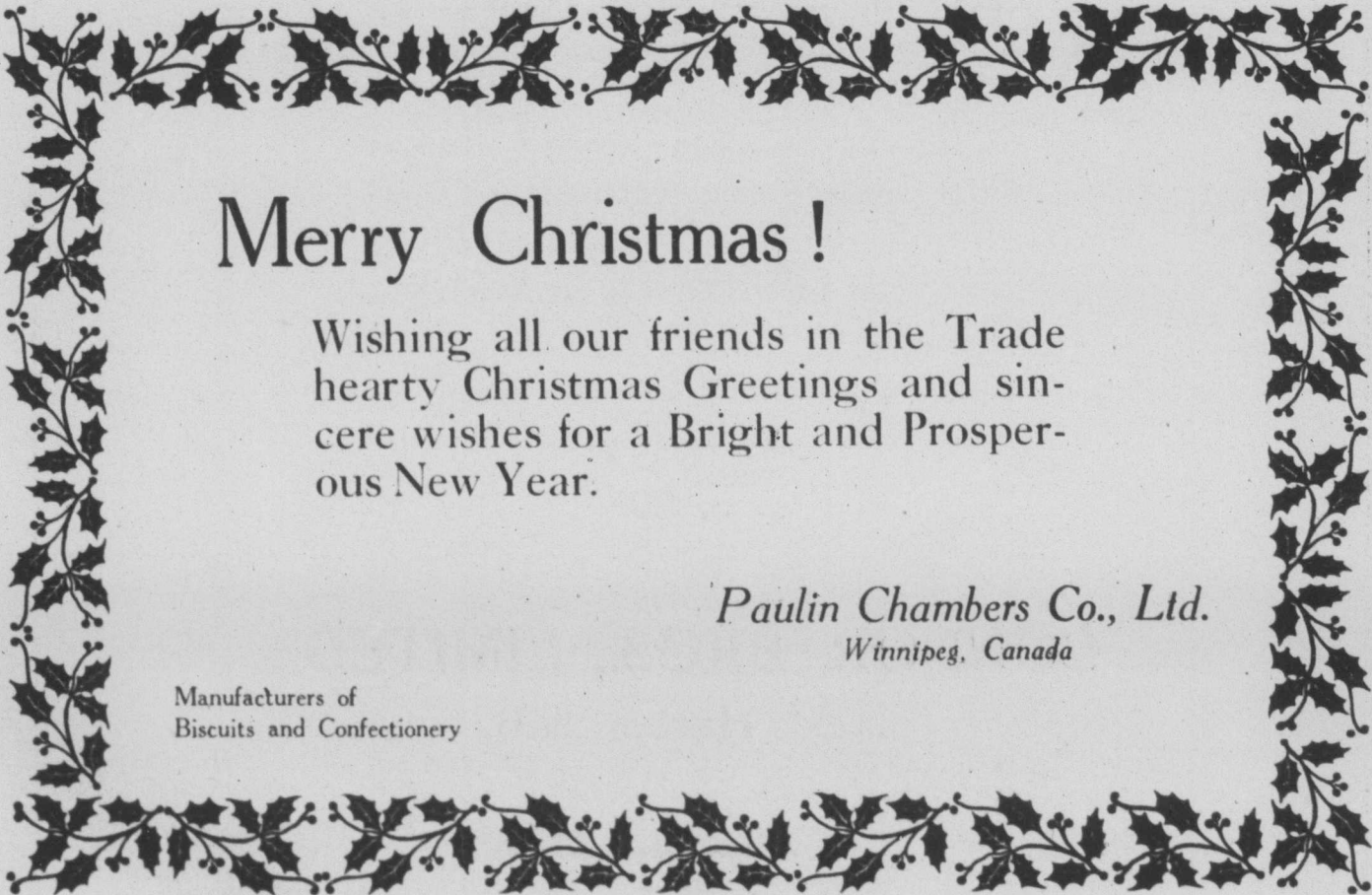
PLUG SMOKING

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

PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

Distributed by Leading Wholesalers



Merry Christmas !

Wishing all our friends in the Trade hearty Christmas Greetings and sincere wishes for a Bright and Prosperous New Year.

Paulin Chambers Co., Ltd.
Winnipeg, Canada

Manufacturers of
Biscuits and Confectionery

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



Here's our Heartiest Wish

That every Grocer and Grocer's Clerk in the Canadian Trade may enjoy the Merriest of Merry Christmases and a New Year of unalloyed success — developed with the greater certainty of continuance by the prestige-building power of **BRUNSWICK BRAND** Sea Foods.



CONNOR BROS., LIMITED
Black's Harbor, N.B.

Canada Food Board License No. 1-603

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



May it be a real happy Christmas for the Canadian Grocery Trade, and particularly for those firms whose business we have been privileged to handle, and between whom and us have existed such cordial relations during 1918.

In tendering you the Season's Greetings we beg to assure you that we shall bend every effort to perpetuate these cordial relations by giving you the very best service possible at all times and under all conditions.

W. H. Escott Co., Limited
Winnipeg

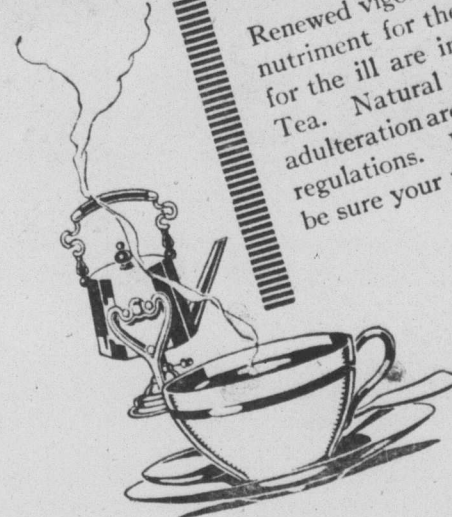
Branches: Fort William, Regina, Saskatoon, Calgary, Edmonton

If interested tear out this page and place with letters to be answered.

JAPAN TEA

Renewed vigor in the hour of fatigue, nutriment for the strong and health for the ill are in each cup of Japan Tea. Natural purity and absence of adulteration are Japanese Government regulations. Drink Japan Tea and be sure your tea is pure.

*"Tea tempers the spirit,
awakens thought and
refreshes the body."*



14

As a Grocer's selling certainty it would be hard to surpass such a big favorite as Japan Tea.

Consumer advertising, such as shown above, has introduced Japan Tea to thousands of homes where its own inimitable goodness has won the lasting approval of critical people.

Are you selling it?

The House of Quality

—The Firm for Service—

Established 1861

*extends to all a Very Merry
and a Very Happy Christmas
and may this New Year be
one of unlimited Peace and
Prosperity*



Hugh Walker & Son

Guelph, Ontario

License Nos. 3-090, 3-204



A Most Acceptable Christmas Gift!

Instead of racking your brains for a Christmas gift for your clerk, why not make it a gift that will be instructive and educational along the lines of your business, thus proving of value to your clerk and to yourself.

Here it is—

One Year's Subscription to Canadian Grocer

Even though you receive the valuable information this paper contains from week to week yourself, your clerk may not take time to read it during business hours.

By having this go to his home every week of the year, it brings the reader much food for thought and makes a practical and appropriate Christmas gift.

Solve the Gift Problem Here:

CANADIAN GROCER is the only WEEKLY Grocery Business Paper in Canada. The market information alone is an education to any clerk. There are window displays, cardwriting articles, interior trims, business management articles, etc. Subscription price: \$3.00 per year.

----- *Cut out this Coupon and mail today* -----

CANADIAN GROCER

143-153 University Ave. :: :: :: Toronto, Ont.

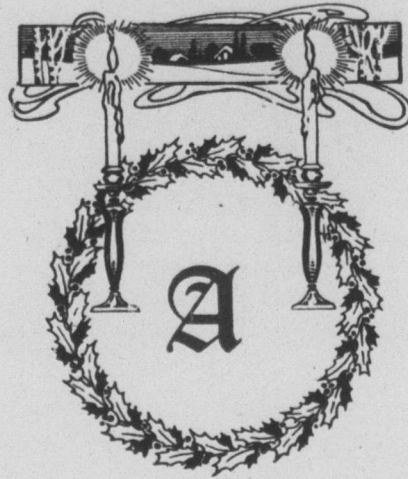
I have pinned \$3.00 to this coupon. Please send CANADIAN GROCER for one year to

Name

Address.....

and send a card, bearing my name and hearty greetings, to reach the recipient during the holiday season.

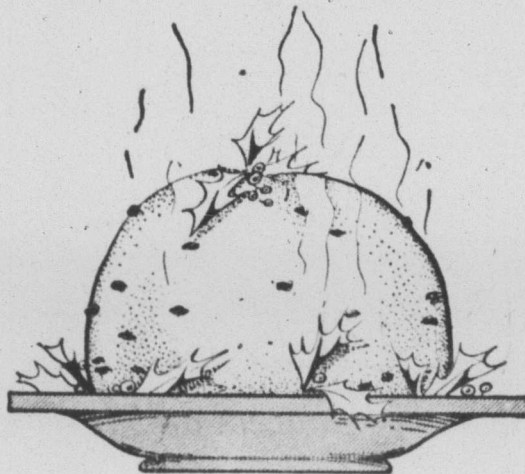
Name of Remitter.....



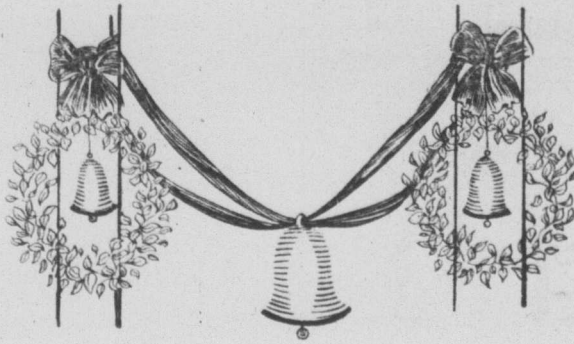
Merry Christmas

Your Christmas Merry and Bright, Your
New Year fruitful in New Business, Good
Health and Abundant Prosperity—that is
our hearty wish to you, Grocers of Canada.

Rock City Tobacco Co., Ltd.
QUEBEC



If interested tear out this page and place with letters to be answered.



Founded 1842

Merry Christmas, 1918

To our friends and customers

Very Prosperous

and

Happy New Year

Peace for all.

L. CHAPUT FILS & CIE, LIMITEE

Wholesale Grocers and Importers

2, 4, 6, 8, 12 and 15 DEBRESOLES ST.

MONTREAL

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers, of whom the above are examples. We will give your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

1206 McArthur Bldg., Winnipeg

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

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

G. B. Thompson & Co.

Wholesale Commission Brokers and
Commission Agents

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

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

Use Our Condensed
Advertisement Page
for Your Wants

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

156 LOMBARD STREET - - WINNIPEG, MANITOBA

Trackage
Storage
Distri-
bution

When Writing to Advertisers Kindly
Mention this Paper.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

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

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

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

**Baker's Cocoa
and Chocolate**



REGISTERED TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

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

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

Apples

Let us look after your requirements. We handle the Famous

**GEORGIAN
BAY**

BRAND APPLES

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

We invite correspondence.

LEMON BROS.
OWEN SOUND, ONTARIO

**Dairy Butter
Wraps**

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

ALWAYS IN STOCK

Special Printed Wraps to Order

Business Systems Limited
*Largest Manufacturers of Butter
Wraps in Canada*
52-56 Spadina Ave. TORONTO

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

"Golden Nut" PEANUT BUTTER
J. JONES, WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

**ROSE & LAFLAMME
LIMITED**
Commission Merchants
Grocers' Specialties
MONTREAL TORONTO
Canadian Food Control License Nos. 6-26/1/8

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

J. L. FREEMAN & CO.
Wholesale Grocery Brokers
St. Nicholas Bld. - Montreal

MARITIME PROVINCES

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

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

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

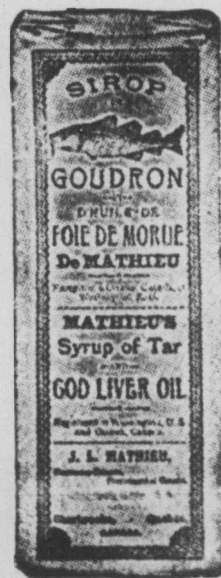
WAR CONDITIONS
necessitate the prohibition of export of all foodstuffs from the United Kingdom.

SPRATT'S
DOG CAKES
POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of the embargo, can be obtained from

SPRATT'S PATENT (America) LTD.
Newark, New Jersey.

London (Eng.), Spratt's Patent Limited
24-25 Fenchurch Street, E.C. 3.



**Featuring
Mathieu's
Syrup of Tar
and
Cod Liver Oil**

It's a good line to feature this cold weather.

You've always got customers who are continually looking for a real good cold remedy. Get in a stock of our Syrup of Tar and Cod Liver Oil, and you will be able to meet the needs of your customers.

Place your orders now.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER

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

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The Robert Gillespie Co.
Importers and Exporters

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

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

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

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

INSTRUCTIONS:
WHEN REQUIRED
PUT IN ICE. THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

FRESH
BRITISH COLUMBIA

PILCHARD

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

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

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

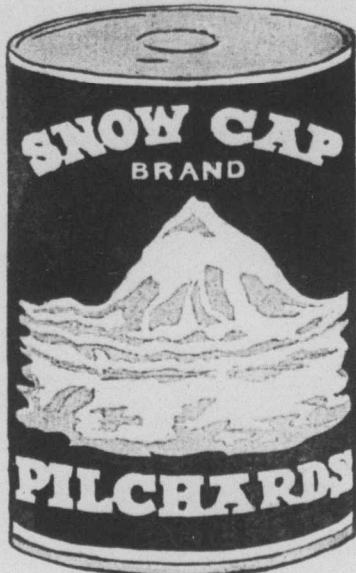
"It's Jake!"

Jake is a popular expression, but it is also the name of a particularly delightful Sauce manufactured by us. In both cases the word signifies "Nothing better."

Vancouver Pickle Co., Limited, Vancouver, B.C.

EL ROI-TAN PERFECT CIGAR

Salmon Commandeered



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

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

**SNOW CAP
BRAND
PILCHARDS**

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

For Salads and
Sandwiches

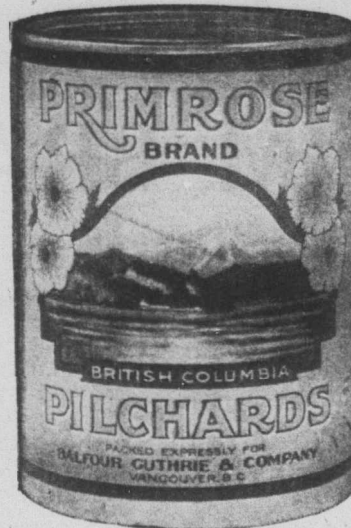
*They are More
of a Dainty
Than Tuna
Fish*

**"Snow
Cap"**

is Hand Packed
by

"PRIMROSE"

PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

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

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

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



**Give
Little Miss Vi
a Welcome.**

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

beverage is springing up all over the Dominion.

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

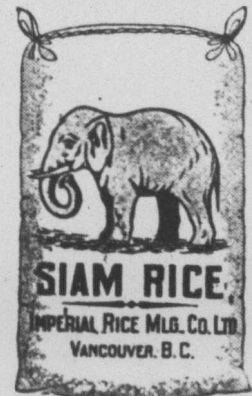
Vi-Cocoa

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

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



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

WM. BRAID & CO.
Exporters and Importers
VANCOUVER, CANADA

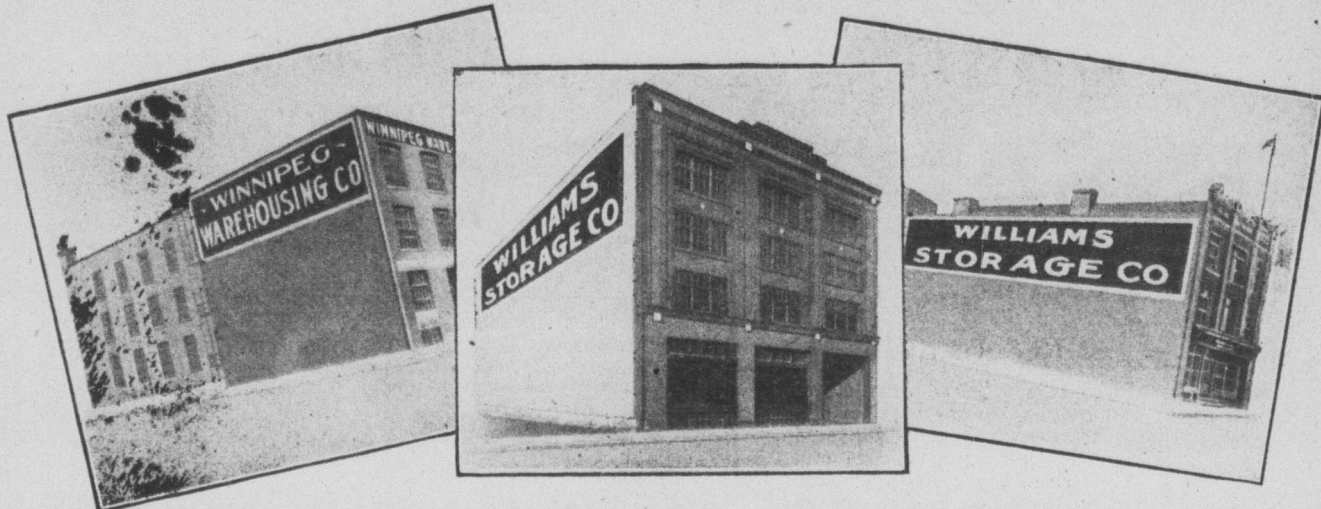
We Offer
Five Thousand Chests of Tea

Broken Orange Pekoe Java Teas grown in the Hill gardens from choice India seed. Carefully selected from the July, August and September pickings—the most favorable season—these Teas represent the very best from over one hundred Hill gardens. They are Teas that make “*come again*” customers. We will be glad to send you samples with prices upon request.

Facilities for repacking in 3, 5, 10, 25 and 50-pound boxes, for Jobbing Trade.



BANKERS:
THE CANADIAN BANK OF COMMERCE



We wish our patrons a Jolly Christmas and a Happy New Year

In presenting the Season's Greetings to the many, many manufacturers and shippers who are making use of our splendid trade-getting facilities in Winnipeg, we wish to thank you, one and all, for your valued patronage and support during the past year.

With the increased storage space now at our disposal—a total of 84,400 sq. ft.—we will be in a position to handle all business entrusted to us promptly and satisfactorily.

Yours for bigger business

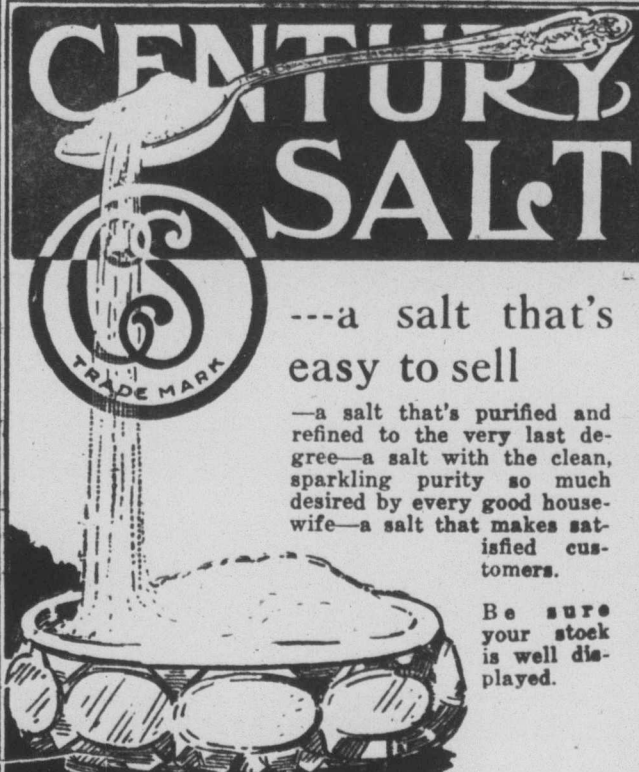
Williams Storage Co.
and
Winnipeg Warehousing Co.

W. B. WILLIAMS, Mgr.

(Unincorporated)

288 Princess Street, Winnipeg, Manitoba

CENTURY SALT



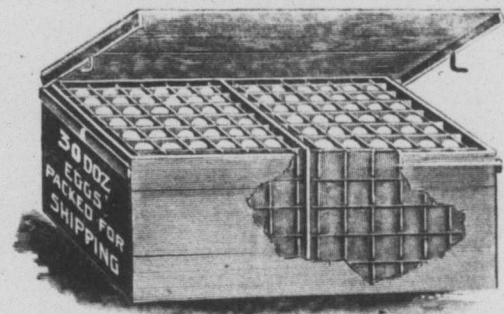
---a salt that's easy to sell

—a salt that's purified and refined to the very last degree—a salt with the clean, sparkling purity so much desired by every good housewife—a salt that makes satisfied customers.


Be sure your stock is well displayed.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.

THE MILLER BROS. CO., LIMITED



Manufacturers of
White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.
20-38 DOWD STREET, MONTREAL, CANADA



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

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

DOMINION CANNERS, LTD.
CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.	\$1 90
Pts., Aylmer Quality		2 35
Gallon Jugs, Aylmer Quality	Per jug.	1 62 1/2
Pints, Delhi Epicure	Per doz.	2 70
1/2 Pints, Red Seal		1 50
Pints, Red Seal		2 00
Qts., Red Seal		2 80

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

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

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.	2 00
12-oz. Glass, Screw Top, 2 doz. in case		2 40
16-oz. Glass, Screw Top, 2 doz. in case		2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case		2 95
2's Tin, 2 doz. per case		4 45
4's Tin, 12 pails in crate, per pail		0 76
5's Tin, 8 pails in crate, per pail		0 90
7's Tin or Wood, 6 pails in crate		1 26
30's Tin or Wood, one pail crate, per lb.		0 17 1/2

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

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

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/4-lb. tins, doz.	2 45
Perfection, 1/2-lb. tins, doz.	1 85
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 30
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/2s, 6-lb. boxes 28 boxes in case	0 23
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	1 35

CHOCOLATE CONFECTIONS

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

6c. LINES
Toronto Prices
Per box

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

10c LINES

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

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

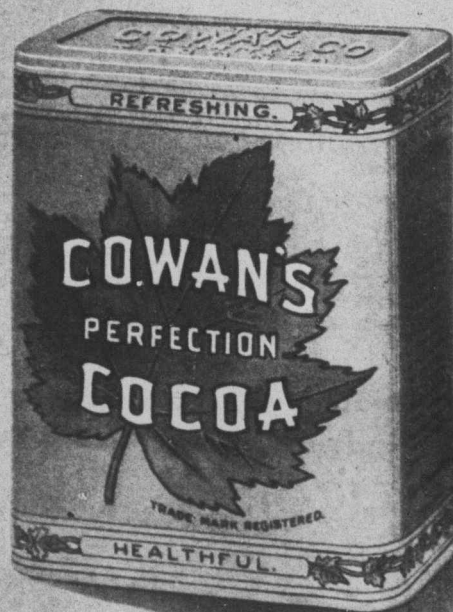
Eagle Brand, each 48 cans	\$0 25
Reindeer Brand, each 48 cans	0 25
Silver Cow, each 48 cans	0 25
Gold Seal, Purity, each 48 cans	0 25
Mayflower Brand, each 48 cans	0 25
Challenge Clover Brand, each 48 cans	0 25

COWAN'S PERFECTION COCOA

TO PROGRESSIVE DEALERS

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

THIS illustration shows a cluster of Cocoa Pods as they are found on the tropical tree "CacaoTheobroma." After the beans are removed and dried, they are shipped to Cowan's, where by a special process of roasting, their fragrant aroma and delicious flavor are retained, and may be enjoyed by users of Cowan's Perfection Cocoa.



MADE IN CANADA AT COWAN'S SUNLIT PLANT
TORONTO

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

BRITISH MANUFACTURE

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

Y & S STICK LICORICE

in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75; 14s, \$80.
Lunch Ham—1s, \$6.45; 2s, \$13.50.
Ready Lunch Beef—1s, \$4.45; 2s, \$9.45; 2s, \$9.90.
English Brawn—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 1s, \$9.90.
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.45.
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45.
Roast Beef—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.45; 2s, \$9.25; 6s, \$34.75.
Jellied Veal—1/2s, \$2.90; 1s, \$4.45; 2s, \$9.
Cooked Tripe—1s, \$2.45; 2s, \$4.45.
Stewed Ox Tail—1s, \$2.45; 2s, \$4.45.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops—1/2s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4.2s, \$7.75.
Corn Beef Hash—1/2s, \$1.95; 1s, \$3.70; 2s, \$5.45.
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.45; 2s, \$8.45.
Jellied Hocks—2s, \$9.95; 6s, \$29.80.
Irish Stew—1s, \$3.45; 2s, \$6.75.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken—1/2s, \$5.90; 1s, \$8.95.
Boneless Turkey—1/2s, \$5.90; 1s, \$8.95.
Ox Tongue—1/2s, \$3.85; 1s, \$7.95; 1 1/2s, \$12.45; 2s, \$15.95; 2 1/2s, \$17.50; 3 1/2s, \$27; 6s, \$45.
Lunch Tongue—1/2s, \$3.45; 1s, \$6.75; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c; 85s, 20c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.
With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soupe—Celery, 1s, \$1.25; Consommé, 1s, \$1.25; Green Peas, 1s, \$1.25; Julienne, 1s, \$1.25; Mulligatawny, 1s, \$1.25; Mutton Broth, 1s, \$1.25; Ox Tail, 1s, \$1.25; Pea, 1s, \$1.25; Scotch Broth, 1s, \$1.25; Vegetable, 1s, \$1.25; Chicken, 1s, \$1.65; Mock Turtle, 1s, \$1.65; Tomato, 1s, \$1.65; Vermicelli Tomato, 1s, \$1.65; Assorted, 1s, \$1.65; Soups and Bouilli, 1s, \$12.60.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s, flats, \$2.05; 3s, tall, \$3.35; 6s, \$12; 12s, \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 1/2s, \$1.65; 2s, \$1.95; 3s (flats), \$2.50; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 1/2s, \$1.90; 2s, \$2.30; 3s (flat), \$2.95.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef—1/2s, \$2.35; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese—1/2s, \$1.85; 1s, \$2.60; 2s, \$4.30.
Tongue, Ham and Veal Pates—1/2s, \$2.25.
Ham and Veal Pates—1/2s, \$2.25.
Smoked Vienna Style Sausage—1/2s, \$2.45.
Pate De Foie—1/2s, 75c; 1/2s, \$1.40.
Plum Pudding—1/2s, \$2.45.
Potted Beef Ham—1/2s, 75c; 1/2s, \$1.40.
Beef—1/2s, 75c; 1/2s, \$1.40.
Potted Tongue—1/2s, 75c; 1/2s, \$1.40.
Potted Game (Venison)—1/2s, 75c.
Potted Veal—1/2s, 75c; 1/2s, \$1.40.
Potted Meats (Assorted)—1/2s, 90c; 1/2s, \$1.45.
Devilled Beef Ham—1/2s, 75c; 1/2s, \$1.40.
Devilled Tongue—1/2s, 75c; 1/2s, \$1.40.
Devilled Veal—1/2s, 75c; 1/2s, \$1.40.
Devilled Meats (Assorted)—1/2s, 90c; 1/2s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue—1 1/2s, \$14.40; 2s, \$17.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef—1/2s, \$1.75; 1/2s, \$2.85; 1s, \$4.15.
Mince meat—1s, \$3.45.
Potted Chicken—1/2s, \$2.35.
Ham—1/2s, \$2.35.
Tongue—1/2s, \$2.35.
Venison—1/2s, \$2.35.
Chicken Breast—1/2s, \$9.95.
Tomato Ketchup—8s, \$2.25; 12s, \$2.80; 16s, \$3.50.
Peanut Butter—1/2s, \$1.45; 1/2s, \$1.95; 1s, \$2.45; in pails, 5s, \$3; 12s, \$1c; 24s, \$3c; 50s, \$3c.

COLMAN'S OR KEEN'S MUSTARD.

D. S. F., 1/4-lb.	Per doz. tins \$2 00
D. S. F., 1/2-lb.	5 30
D. S. F., 1-lb.	10 40
F. D., 1/4-lb.	
Durham, 1-lb. jar, ch.	Per jar \$0 60
Durham, 4-lb. jar, each.	2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

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

Laundry Starches—Boxes	Cents
40 lbs. Canada Laundry	09 1/2
40 lbs., 1 lb. pkg., White Glass	10 1/4
45 lbs., No. 1 White or Blue Starch, 3-lb. cartons	10 1/2
100-lb. kegs, No. 1 white	10 1/4
200-lb. bbls., No. 1 white	10 1/4
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome paks	11 1/4
45 lbs., Silver Gloss, in 6-lb. tin canisters	13 1/4
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	13 1/4
100 lbs., kegs, Silver Gloss, large crystals	11 1/4

WISHING
MERRY CHRISTMAS

To All Our Customers

We can help you make it happy by supplying you with the best of everything in fruits and vegetables.

FISH! FISH!

We are stocking full lines of all ATLANTIC AND PACIFIC Fresh Frozen and Cured Fish at reasonable prices.

DUNCANS LIMITED
 NORTH BAY, ONT.

Branches at SUDBURY, COBALT, TIMMINS
 Canada Food Board License No. 151

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—
*When buying
 insist
 on this brand*

Canada Food Board License No. 14-128

**Good
 Luck
 to You**

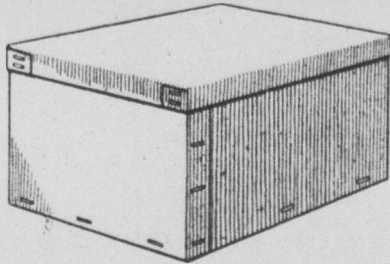
May your Christmas be a joyful one and may your joys not end with Christmas, but be reflected ten fold through every day of the year we are about to enter.

We wish you Good Luck—the Good Luck of Health, Happiness and Prosperity. In 1919 as in the past we are at your service when it's a question of the best imported and domestic fruits and fish.

White & Co., Ltd.

Front and Church Sts.
 TORONTO

This is the Box for your customers' Overseas Parcels



The Original Overseas Box for your Customers as used by Red Cross Societies Everywhere

Here is a box that's built to stand hard knocks—a box that's positively guaranteed to reach its destination in the same condition as when mailed.

NOT CARDBOARD OR CORRUGATED BOARD, but solid material; no wrapping required. Note the fastenings. No stickers or tapes used, but steel staples.

Over one million shipped without one complaint. Compare it with any other box on the market and judge for yourself. Now is the time to order for Xmas trade. Prices:

5" x 6" x 9", per hundred, \$10.00 F.O.B. Ottawa.
5½" x 7" x 9", per hundred, \$12.00 F.O.B. Ottawa.

Boxes Limited

Queen and Booth Streets, - OTTAWA

Will Clean up Sales



Wonderful Soap is a Canadian Product manufactured so as to meet the needs of the Canadian housewife.

It is **Safe, Sure, Speedy.** It can be used for **Bath, Toilet, Laundry or Scrubbing purpose.**

Give us your next soap order and you, too, will be more than satisfied with the profits from Wonderful soap.

Guelph Soap Co.
Guelph, Ont.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



**Overseas
CAKE**

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



**JARS AND
BUTTER CROCKS**

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

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

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

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Reputa-

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

MARKET BRIEFS

It is understood that after weeks—really months—of delay, the difficulties which have surrounded the situation in salmon have finally been cleared away. It is believed that prices paid for sockeye are those asked by the packers, while pinks were bought at a figure slightly less. There has been no allocation made to the Canadian trade other than commandeered order permitted.

* * *

It seems probable from latest advices received that substitute flours are to be bought by the Government or through the Government for overseas shipment. As far as can be learned a price which will be paid has been sent out to the millers. This does not in every case cover cost, so it is said, but will enable stocks to be cleared out at a figure which will not show a serious loss. It would seem quick action will be necessary as it is said supplies are to be assembled at seaboard by February 15.

MINCEMEAT

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

E. B. THOMPSON

20 Front Street East, Toronto

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

The TRENT MFG. CO., Ltd.

TRENTON . . . ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

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

NUTRIENT FOOD CO., TORONTO



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

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

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

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

PACIFIC COAST MANTLE FACTORY
THE STANDARD BY WHICH MANTLES ARE JUDGED
PACIFIC COAST MANTLES
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS.
ASK FOR SAMPLES and QUOTATIONS
R. M. MOORE & CO. LTD. VANCOUVER B.C.

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

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

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

WANTED — ADVERTISING WRITER Acquainted with grocery trade. A large advertising agency wishes to add to its copy staff a young man familiar with the retail grocery trade and who has been writing advertisements for grocery lines. Good prospects for man with ideas—write stating age, present salary—salary desired and sending samples of work. Address General Manager, Box 1934, Montreal.

WANTED BY OLD ESTABLISHED FOOD product manufacturing concern, salesman for Canada for grocery and table product trade, to sell Royal Salad Dressing and other specialties. Address, giving fullest particulars as to age, experience, and line sold, with references, to The Horton-Cato Manufacturing Co., Windsor, Ont.

POSITION WANTED BY YOUNG MAN, AGE 32. Open to consider any good offer. Several years' experience as manager of general store doing business over five thousand dollars per week. Have made good in present position. Can furnish high class references. Box 468, Canadian Grocer.

WANTED BY YOUNG MAN, POSITION IN general store. Experienced. Box 466, Canadian Grocer.

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

**Sugar Bags
WANTED**

WRITE

E-PULLAN TORONTO

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

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

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

CANADIAN GROCER reaches thousands of the best grocers in the Dominion—the kind you want to speak to.

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

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

FOR SALE

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

EMPTY BAGS FOR SALE

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

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings—sales for 1918 over \$30,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, \$7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

FOR SALE—GROCERY AND MEAT. STOCK about \$3,000, fixtures \$1,000. Will rent fixtures with stock. Last year turnover \$30,000. Both stands connected with door between. Will also rent up-to-date flat above store to same party. Box 470, Canadian Grocer.

SALE PRICE, \$75.00—GIPE-HAZARD RAIL- way system. 5 station. Hardly the worse of use. Poole & Company, Woodstock, Ont.

**YOUR Advertisement in
this paper will get you
results. TRY IT.**

15 cents VOLPEEK
MENDS POTS & PANS



Show the housewife how easy it is to make leaky kitchen utensils good as new in an instant by means of Vol-Peek.

Vol-Peek can be applied with the finger—no tools necessary. And the mended article is ready for use in two minutes or less.

Vol-Peek is put up in attractive display stands that make sales easy. Order from your wholesaler or from us direct.

H. NAGLE & CO., Box 2024, Montreal

Greetings!



At last the clamor of arms is stilled, and the long struggle ended.

Valiantly have our armies fought and won, and to-day the cause of Right and Humanity stands forever vindicated.

Never have the Christmas chimes pealed out so joyously, so exultantly as now. Never has Christmas seemed so bright with hope and promise for the days that are to come.

This season will indeed be a festival of peace and good-will, finding deep echo in the hearts of all of us.

In true sincerity we extend to you and yours all good wishes for the approaching season.

May peace and happiness be yours this Christmas time, and may the New Year, upon whose threshold we stand, bring you increased prosperity and witness the culmination of many a long-cherished desire.

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO

MONTREAL

HAMILTON

Canada Food Board Packers' License No. 13-50

CANADIAN GROCER



“Good Cheer!”

Success to you, Mr. Grocer, May your Christmas be a happy one. May the coming year be as full of Prosperity as a glass of Coca-Cola is of healthy good cheer.

The *Coca-Cola* Company

Winnipeg, Man.

License No. 15-365