

CHRISTMAS NUMBER

CANADIAN GROCER

Member of the Associated Business Papers---Only Weekly Grocer Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 19, 1919

No. 51

Welch's QUALITY FRUIT JAMS



*Profits are multiplied by
volume—and volume is
built on value giving*

WELCH Quality Fruit Jams in 15 ounce glass jars can be sold at 40c and 45c and pay the retailer a handsome profit. At the same time, they are extraordinary value to the consumer, and that is what will build volume of sales.

Welch's Grapelade, Peachlade, Plumlade, Fruitlade (Grape-Raspberry) and Fruitlade (Grape-Black Currant) are all made by the new Welch methods and are smoother, richer and finer in flavor than any jams you ever tasted. Peachlade is golden light in color and shredded fine. Plumlade contains no pits or skins. Fruitlade (Grape-Raspberry) has less than one-third the seeds of ordinary raspberry jam. Fruitlade (Grape-Black Currant) has no seeds, skins or "blow."

All leading jobbers are selling Welch Quality Fruit Jams in cases of 24—15 oz. jars and 4 lb. pails, 12 to the case. Grapelade is also sold in 9 oz. tumblers and in 3 sizes of tins. Please place your order as soon as possible to guarantee delivery.

Permit, Est. 272

The Welch Co., Limited, St. Catharines, Ontario

O-Cedar Polish

“In Season”
EVERY SEASON

The modern housewife needs O-Cedar Products every day. Their sale is therefore a steady one—and dealers appreciate this all-year-round O-Cedar demand.

True, O-Cedar Polish and the O-Cedar Polish Mop are especially in demand at House-Cleaning Time, in Spring and Fall—but not a week goes by in the average modern home, without some use being found for these practical household helps.

Nearly every home has now replaced the heavy carpets of older days with smaller rugs—leaving a border of painted or varnished

floor—and floors need dusting and polishing more often than furniture.

Many a housewife looking for an easier, better way of dusting than the old back-breaking methods of reaching and stooping, knows of O-Cedar through our Advertising—but does not know that you sell it. **You should let her know it.**

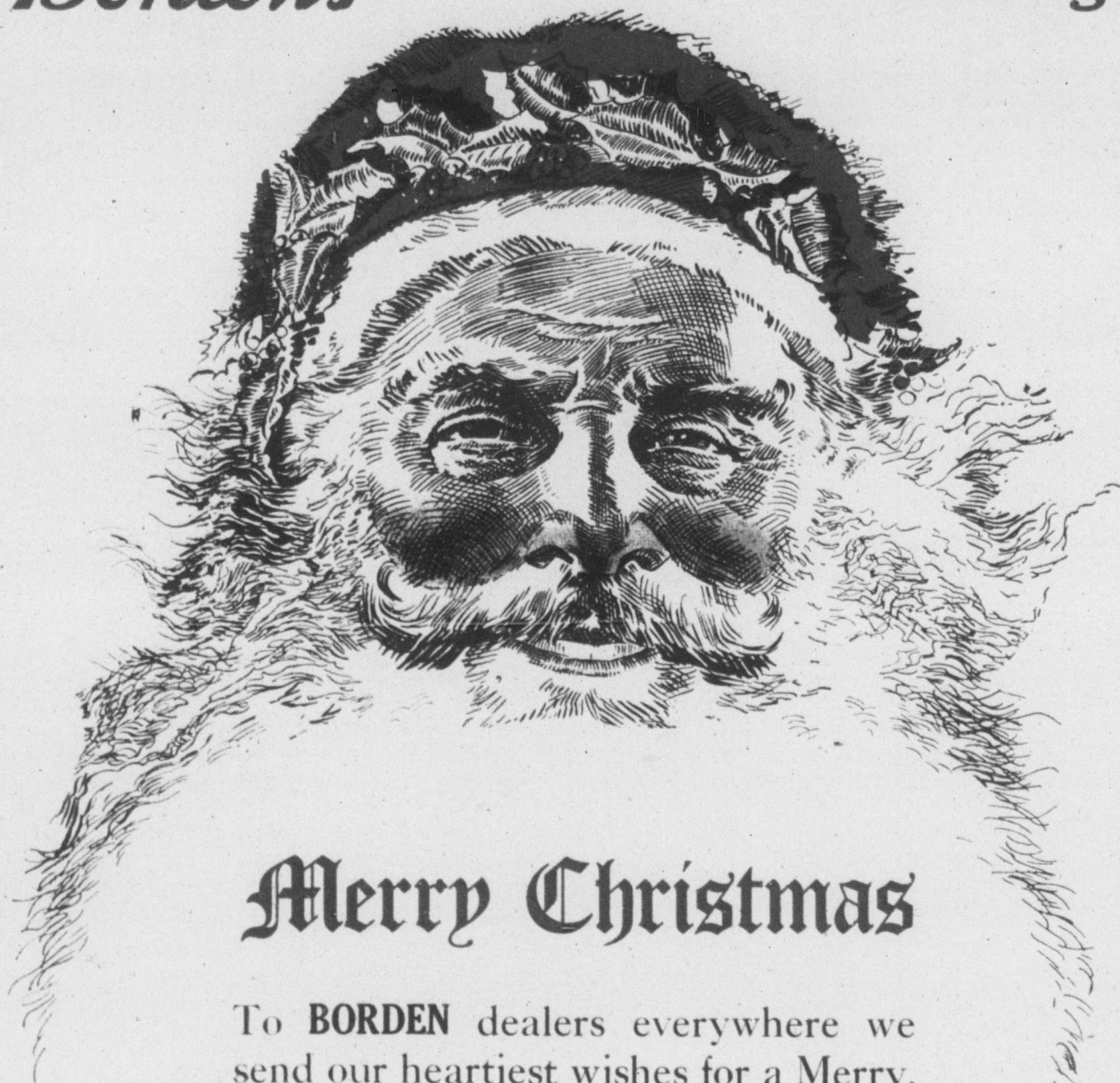
Give O-Cedar Products a prominent place in your store; display them attractively in your windows; suggest their use to your customers—and you will sell them in such quantities as to make the O-Cedar line one of the most profitable that you stock.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO



Borden's

Greetings



Merry Christmas

To **BORDEN** dealers everywhere we send our heartiest wishes for a Merry, Merry Christmas and our sincere thanks for your valued patronage.

May the New Year bring **YOU** increased prosperity and health and **US** the continuance of past cordial relations.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

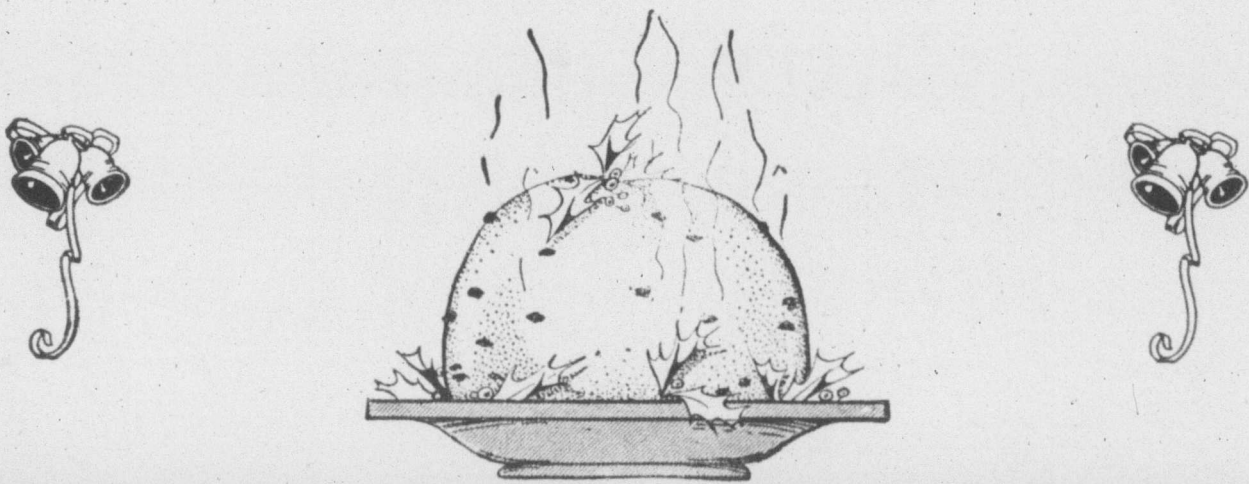
Branch Office; No. 2 Arcade Bldg., Vancouver, B.C.

The House of Quality
—The Firm for Service—
Established 1861

Greetings

May this Christmastide be brimful of joy and cheer and may the New Year be one of unusual prosperity and good health.

We take this means to extend to all our customers and friends our appreciation of their past patronage — and pleasant business relations.



Hugh Walker & Son
Guelph, Ontario

TO THE TORONTO COFFEE INTERESTS

We are pleased to announce to the Toronto Coffee Roasters and Grinders that the

Lind Brokerage Company
49 Wellington St. East

have been appointed our Toronto Brokers and are daily posted by wire on all New York coffee exchange fluctuations.

J. ARON & COMPANY, Inc.

Importers COFFEE *Exporters*

New York
Chicago

New Orleans
San Francisco

Santos, Brazil
London, Eng.

Canadian Representatives:

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg
Henry M. Wylie, Halifax

Alex. F. Tytler, London
R. M. Griffin, Hamilton
Lind Brokerage Co., Toronto

Montreal Representation Solicited.



Sincerely wishing you a
Merry Christmas
and a Bright and
Prosperous New Year



Anchor Cap & Closure Corporation
OF CANADA, LIMITED

50 Dovercourt Road, Toronto



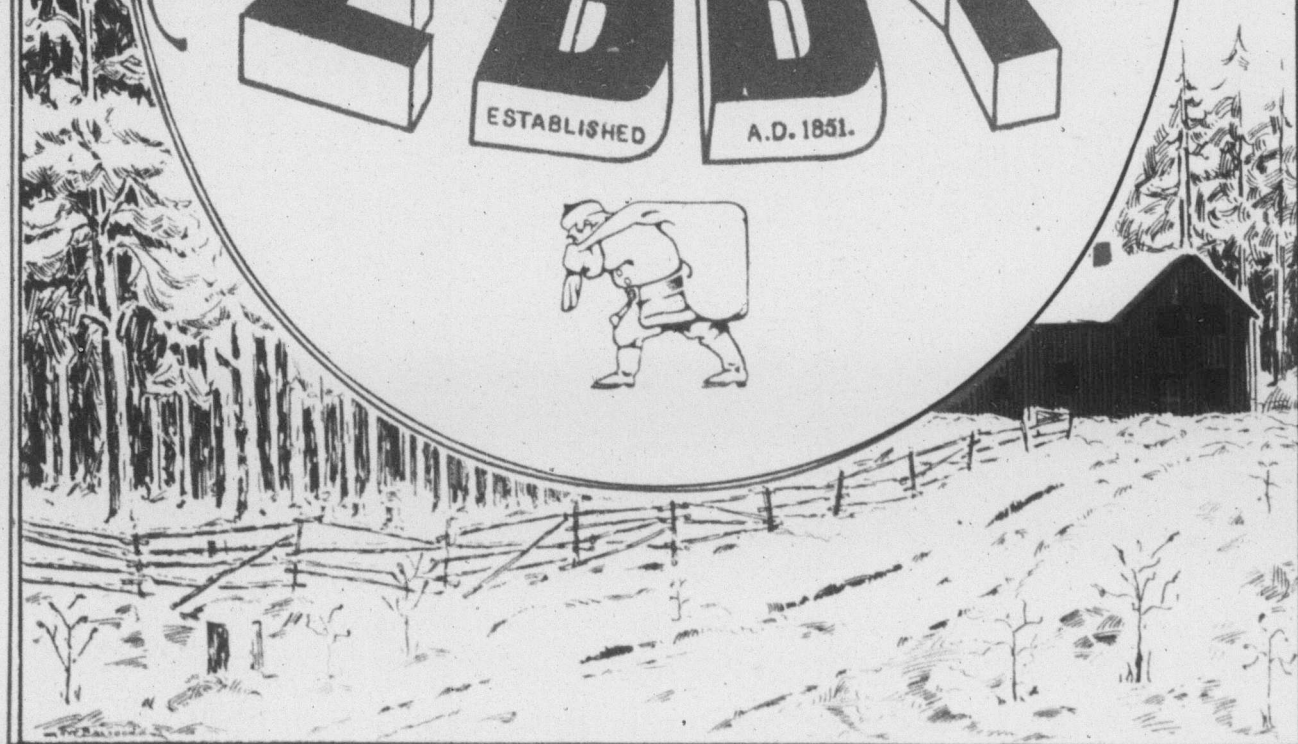
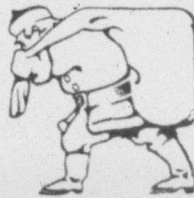
Eddy's Silent 5 Matches

A Merry Christmas

*We wish you all a Joyous
Christmas and a New Year
full to overflowing with
health and prosperity.*

THE E. B. EDDY COMPANY, LIMITED,
HULL, Canada

EDDY
ESTABLISHED A.D. 1851.





Wagstaffe's Mince- Meat

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

Plum Puddings

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

Send us your order to-day

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA





A Christmas Message

MAY the Christmas be deeply joyful and may the New Year usher in prosperity, health and new business in abundance.

We are looking forward to the continuance of our pleasant business relations in the New Year with those merchants who have profited well by selling our products—and to those who have never tried our goods we invite you to place a small sample order. One trial will convince you of their superior selling qualities and excellent profits.

The IXL Spice and Coffee Mills, Limited
London, Ont.





1920

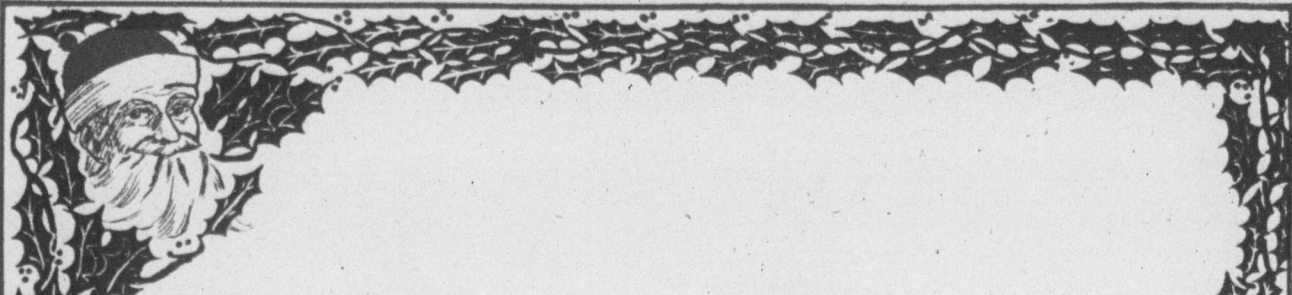
PROSPERITY

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 five 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!

Laporte Martin, Limitee
MONTREAL



A Merry Xmas

to our many patrons—those numerous friends who through their loyalty and goodwill, have made possible for us a profitable business year, we take this means to wish you in all sincerity the greetings of the season.

*New 1919 season grown
Shelled Walnuts are Due
for delivery this week.*

W. G. Patrick & Co., Limited

Importers

Toronto
Montreal

Winnipeg

New York
Halifax



*A Merry Christmas
and
A Happy New Year!*



Here's our heartiest wish for
you and yours---

May this Christmas see the fulfillment of
your fondest hopes—your most cherished
desires and may the New Year bring you
unbounded joy and prosperity.

We'd like to hear
Some word of Cheer
From you,
But what's the use,
We know you'll toast our health
With Marsh Grape Juice.

The Marsh Grape Juice Company
NIAGARA FALLS, ONTARIO

Agents : MacLaren Imperial Cheese Co., Ltd., Toronto and Montreal

DISTRIBUTORS FOR QUEBEC, MARITIME PROVINCES AND ONTARIO



Christmas Greetings

We sincerely thank our many friends for their expressions of goodwill during the past year and wish them a Merry Christmas and a New Year abundant with prosperity and health.

THOMAS KINNEAR & CO.

TORONTO

PETERBOROUGH

GALT





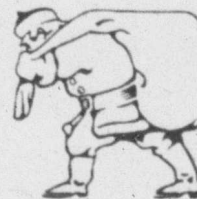
National favorites!

A Merry Christmas
and a Happy and
Prosperous New Year

NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER
NATIONAL BISCUIT CO., LIMITED, REGINA



We Wish You
A Joyous Yuletide

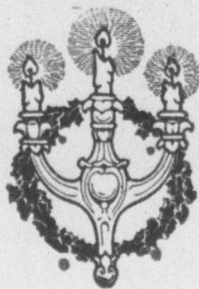


and a Happy and Prosperous New Year

That is our Season's Greetings to every member of the
Canadian Grocery Trade.

C. H. GRANT CO. MANUFACTURERS AGENTS WINNIPEG





Greetings



MERRY CHRISTMAS to each and every one of our multitude of patrons and friends and a sincere wish for a Happy, Healthy and Prosperous New Year.

We thank you for your kind co-operation and valued patronage of the past year and sincerely hope that Malcolm "All-Canadian Milk Products" will again have the opportunity of making your New Year even more profitable than before.

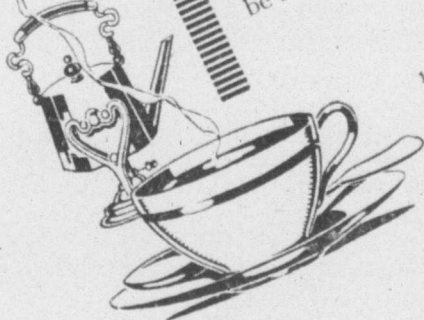
The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO



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."

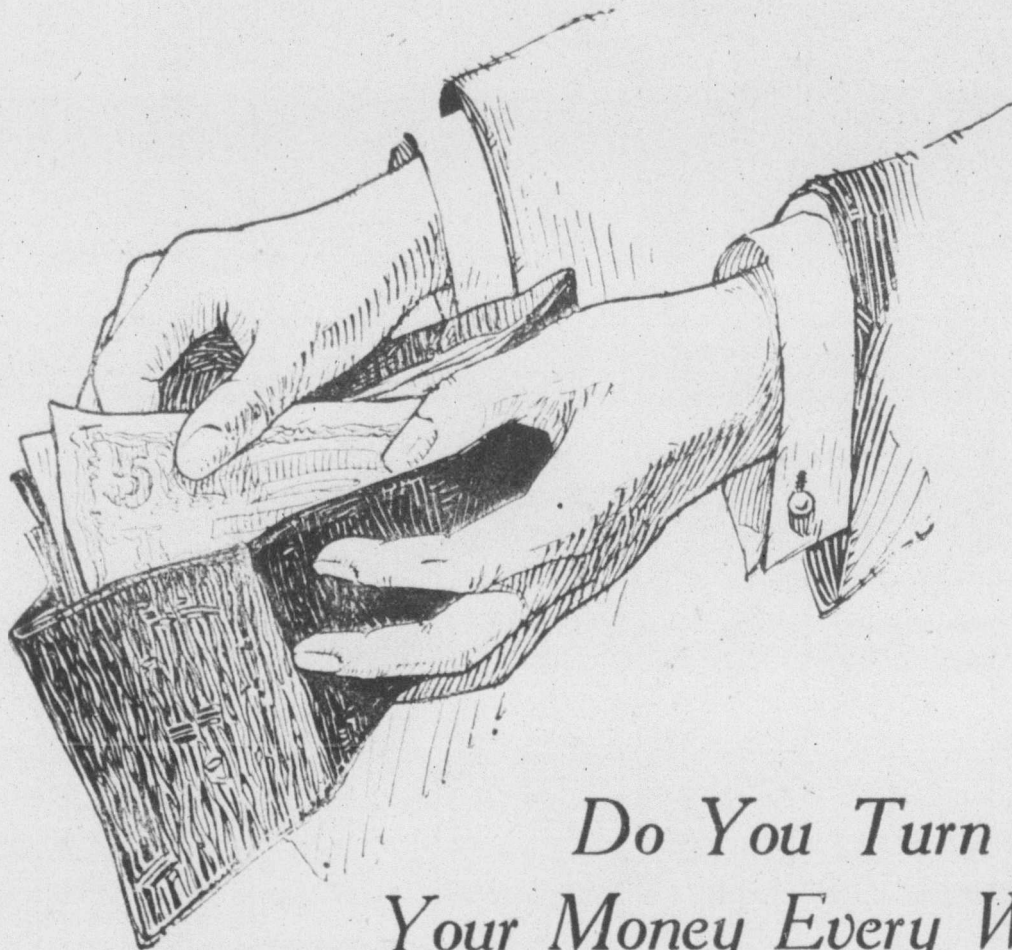


14

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?



*Do You Turn Over
Your Money Every Week,*

or do your goods lie on your shelves for six months or more?

McCormick's

Jersey Cream Sodas

are rapid sellers, and therefore a profitable line for the merchant.

Rapid selling goods must have the quality.

The public must know that they have the quality.

Therefore our "Sales Policy" is Quality, Publicity, Service.

The McCormick Manufacturing Co., Limited
LONDON, CANADA

BRANCHES—MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY,
PORT ARTHUR, ST. JOHN, N. B.

Merry Xmas

to all our

Customers and Friends
in Canada

May 1920 abound
in
Happiness
and Prosperity



Walter Christmas,
Manager

Montreal Nut and Brokerage

Montreal



Wishing You
 a
 Merry Christmas
 and
 Happy New Year



Oake & Wyman
 Halifax
 For Nova Scotia.

Baird & Peters
 St. John
 For New Brunswick

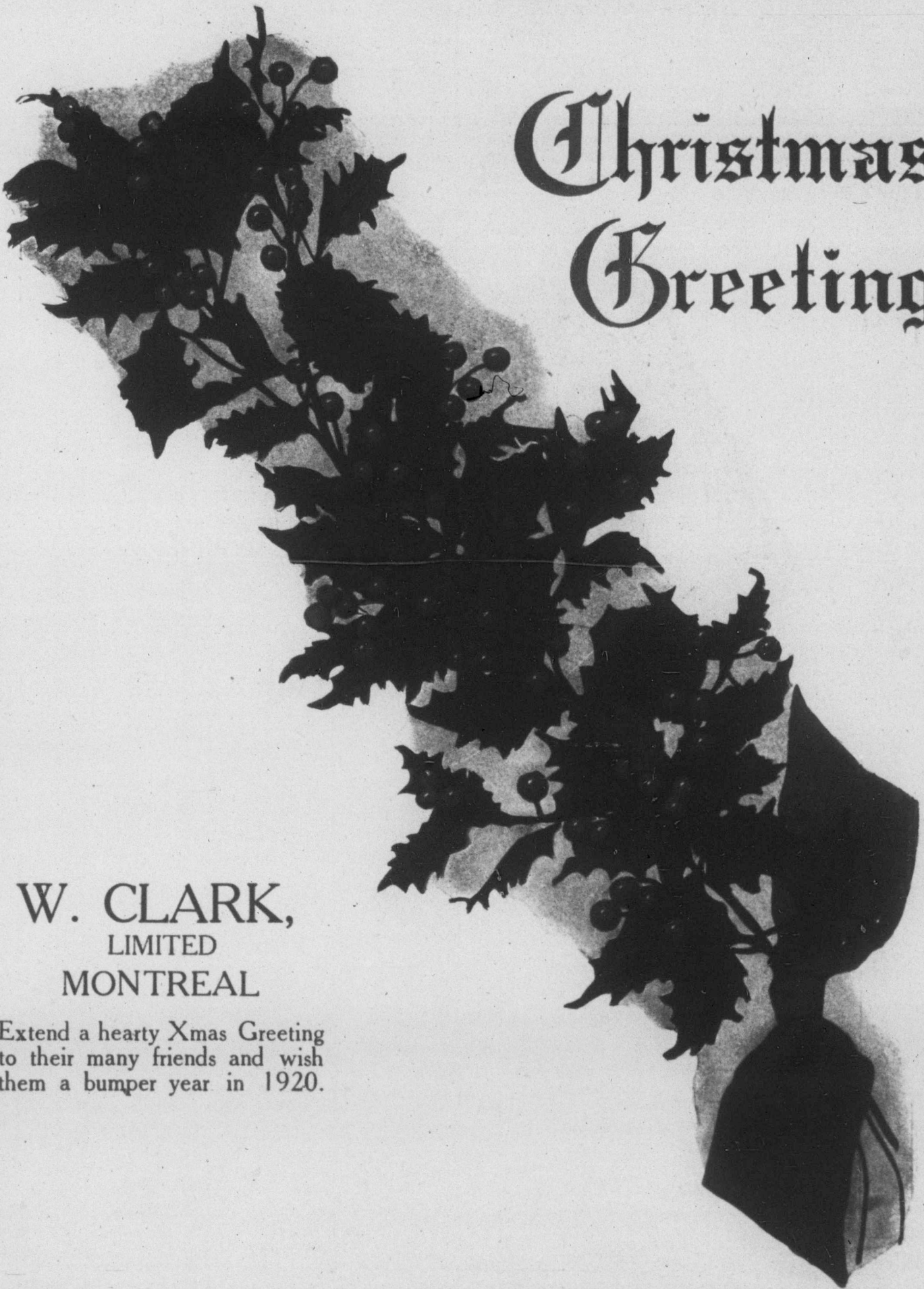
A. G. Snowdon
 Montreal
 For Quebec

S. H. Moore & Co.
 Toronto
 For Ontario

Mason & Hickey
 Winnipeg
 For Western Canada

Distributors for

THE CANADA NUT COMPANY
 VANCOUVER, B. C.



Christmas Greeting

W. CLARK,
LIMITED
MONTREAL

Extend a hearty Xmas Greeting
to their many friends and wish
them a bumper year in 1920.



A Merry Christmas!

We send you our heartiest wishes for a Merry, Merry Christmas and a New Year of increased prosperity, good health and happiness.

For your patronage and pleasant relations during this fading year we thank you and express our earnest wish for its continuance in 1920.

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. Winnipeg—A. D. Norman, Scott Block.

1919 1920
SEVENTY-EIGHT YEARS IN

BUSINESS

To our numerous
Customers and Friends
we wish

A Merry Xmas
And
Most Prosperous
New Year

A continuance of our
good relations more than ever.

L. CHAPUT, FILS & CIE, Limitee

Wholesale Grocers, Importers and Manufacturers

MONTREAL

ESTABLISHED IN 1842



GOOD BREAD

The flour that makes the quality bread,—that gives more bread than any other flour—the baker's favorite is

Fleur de Lis Flour

White and Pure as the Lily

Made from the choicest Canadian wheat. It is particularly rich in gluten which gives to the bread that fine, elastic, delicate texture so much appreciated by everybody.

Whether you do your baking by hand or mechanically, it will give you quantity, quality and profit.

FLEUR de LIS FLOUR is sold everywhere in 98 lbs. bags and in barrels of 98 and 196 lbs.

ST. LAWRENCE FLOUR MILLS CO., Limited.
MONTREAL

Fleur de Lis Flour

WE SHOW OUR ABSOLUTE CONFIDENCE in the high quality of our "FLEUR DE LIS" Flour by extending our advertising to every newspaper in the Province of Quebec.

The advertisement which we reproduce above will cover the entire field and will create a large demand for this quality flour which makes the best bread and gives more bread than any other flour.

Are you in a position to meet the demand? How is your stock? We are ready to fill your orders.

On sale everywhere in 98 lbs. bags and in 98 and 196 lbs. barrels

St. Lawrence Flour Mills Co., Limited
Montreal

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following :—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN,
and ALBERTA

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

BRITISH COLUMBIA

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND



We extend our best wishes
to all our friends and customers
for a Merry Christmas
and a
Happy and Prosperous New Year

Hudon, Hebert & Company
LIMITED

To Our Trade

*A Merry Christmas and
A Happy New Year*



SALTESEA CUSTOMERS have been happy all this year and another year opens in 1920 for further happiness and success by pleasing your trade with the best. Our new prices will add to your prosperity.

The Oceanic Oyster Co. of Canada

Montreal

Limited

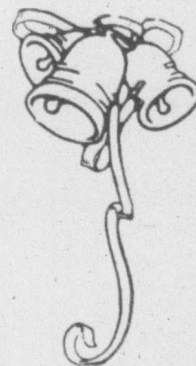


**A Merry
Christmas**



Greetings

**From Your
White Swan Friends**



We beg to thank our friends in the trade for their generous patronage which has resulted in the magnificent increase of over 80% in our business this year. We feel that this result is largely due to the loyalty of our old friends, and that of our new ones, made this year, and hope to merit the continuance of it by our best efforts on your behalf. We take this opportunity of extending our good wishes for the season, which we are unable to express to you personally, and trust the coming year will bring you increased health, wealth, and prosperity.

Yours very sincerely,

C. M. WRENSHALL
F. W. ARNOLD
GEORGE MANNING
J. A. L. DESAULNIERS
A. R. RUTHERFORD
S. BELL

ALEXANDER MACDONALD
J. B. HARKER
LEO LETELLIER
JOHN McMECHAN
H. W. HARE
E. W. BRYANT

White Swan Spices and Cereals, Limited
TORONTO, CANADA



The Value of the Personal Follow-Up

TO tell a story to over 532,000 people in Western Canada every week and to have this enormous number do the buying for the family is our part of a campaign to help you keep the "Biscuits in the Striped Package" moving from your shelves.

Then comes your part—the dealers' co-operation. A prominent display, a timely suggestion, a hint on your Bulletin Board would act as the effective follow-up to our efforts.

The quality of the "Striped Package" biscuits is a source of pride to us and will be the means of marking your store, in your customers' estimation, a store of reliability and quality goods.

To our many friends we desire to extend the best and sincerest wishes of the season and unlimited prosperity for 1920.

The North-West Biscuit Co., Limited

Regina
Saskatoon

Edmonton,
Alberta

Calgary
Vancouver



TEES AND PERSSE LIMITED

MANUFACTURERS AGENT

Here Since 1884

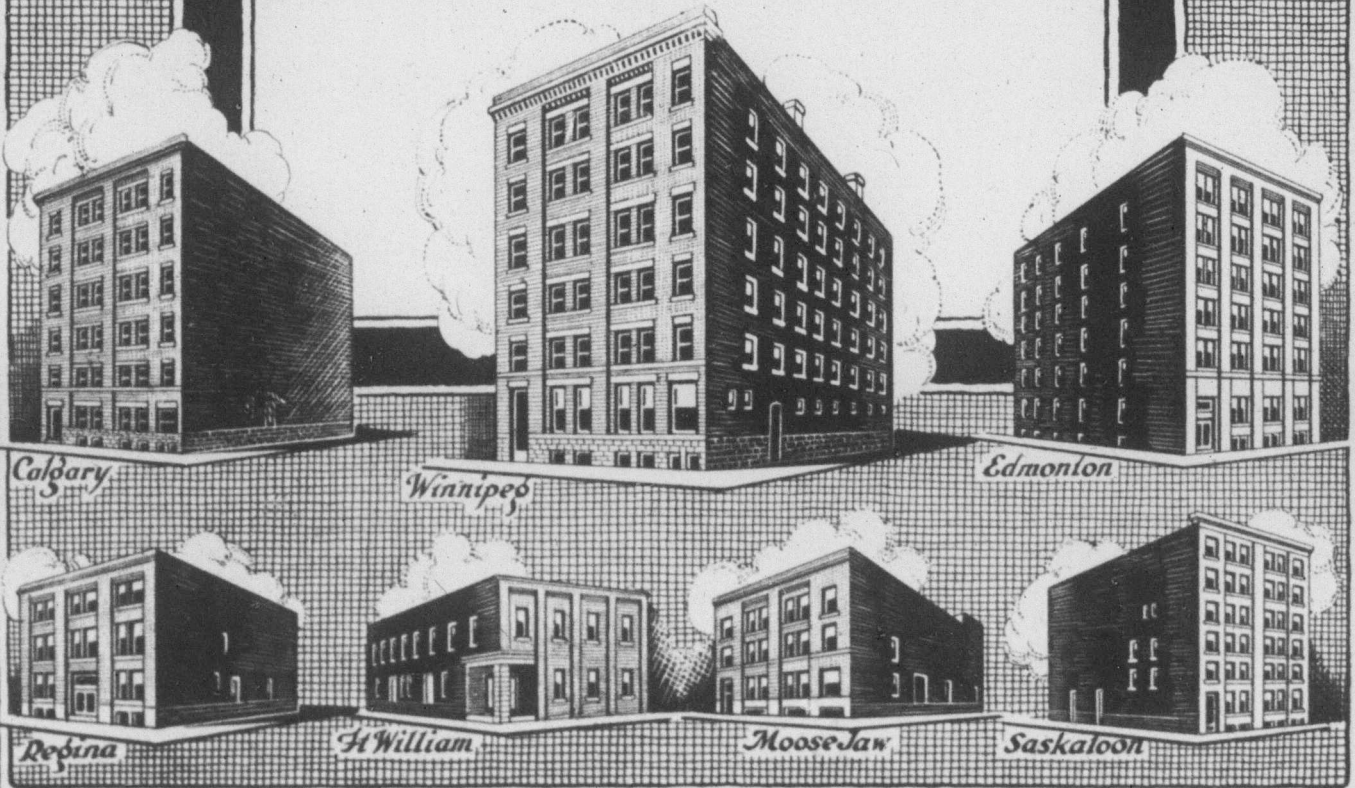
"From the Great Lakes to the Rockies."

Our present organization and chain of warehouses, totalling 31 acres of floor space, are silent tributes to the quality of the products we handle.

We are located at strategic points in Western Canada, giving our principals a daily contact with the wholesale and retail trade. Our progress is continuous—can we be of service to you?

Winnipeg - - Man.

Fort William	Regina	Moose Jaw
Saskatoon	Calgary	Edmonton



SUCCESSFUL GROCER WANTED

ONE who is now making good money and doing a good volume of business; who knows the trade thoroughly; who knows the information merchants and clerks want regarding the various lines they are selling and who feels he could sell advertising for *Canadian Grocer*.

Apply first by letter stating age, experience, salary expected, etc.

The Manager,

CANADIAN GROCER,

153 University Ave., Toronto

The "TECO CHAP" Makes His Bow to Canadians

TECO

PANCAKE FLOUR

opens up a big avenue of sales, through grocery stores, which has, as yet, been practically untouched in Canada. Teco Pancake Flour is now made in our own mills at Belleville, Ontario.

Teco Flour has an enormous sale in the States where it is heavily advertised in the leading women's magazines. Such papers as Ladies' Home Journal, Good Housekeeping, Woman's Home Companion have a wide circulation in Canada. Your customers are already familiar with the Teco package and the "Teco Chap," the bright little fellow who distinguishes Teco Flour and makes people ask for it by the trade name. Teco Flour will be advertised in Canadian publications—commencing at once and continuing throughout the year.



USE NO MILK

The Buttermilk Does it.

It's in the Flour

Teco Flour is different from other Pancake Flours because it has one unique ingredient—*powdered malted buttermilk*. That is what gives the appetizing flavor to Teco Pancakes. It adds to the food value, too, and makes them an easily digested food.

Your jobber has Teco Pancake Flour in stock—order a case (30 packages) to-day.

These brokers are distributing Teco Flour to the trade:

H. D. Marshall—Ottawa, Montreal, Quebec.

W. G. Patrick Co., Limited—Toronto and Western Ontario.

Kent Brokerage Company, Winnipeg.

The Teco Co., Limited
Belleville, Ont.



Enquiry Department

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

MANUFACTURERS AND IMPORTERS, JOBBERS OF LACES, EMBROIDERIES, ETC.

Please give me the following information: Manufacturers or importers, jobbers of laces and embroideries, dry goods specials, also sales book manufacturing company. James F. Bennett, 10210 102nd Ave., Edmonton, Alta.

Answer: Laces.—Belding, Paul, Corticelli, Ltd., 185 Shearer, Montreal; Corticelli, Ltd., 79 Wellington St. W., Toronto, Ont.; Corticelli, Ltd., McDermott and King Sts., Winnipeg, Man.; Gaults, Ltd., Arthur, Bannatyne and King Sts., Winnipeg; Mikado Co., 33 Melinda St., Toronto, Ont.; Novelties, Ltd., 109 Wellington West, Toronto, Ont.

Embroideries.—Art Swiss Embroidery Co., 287 St. Urbain, Montreal; Art Embroidery Co., 380 Adelaide West, Toronto; High Grade Embroidery Co., 352 Adelaide St. W., Toronto, Ont.; H. P. Ritchie & Co., 38 Clifford, Toronto, Ont.; Trimming and Embroidery Co., 442 King St. W., Toronto, Ont.; Watson Embroidery Co., 18 Dundas St. W., Toronto.

Dry Goods Specialties.—Manitoba Jobbing Company, 913-921 Main St., Winnipeg; R. W. Faber, 286 Bannatyne, Winnipeg, Man.; Ontario Manufacturers' Supply Co., 382 Adelaide St. W., Toronto; Will P. White, Ltd., 65 Simcoe St., Toronto, Ont.

Sales Books.—F. N. Burt Co., Toronto, Ont.; Dominion Register Co., Ltd., Toronto; H. T. Reason & Co., London, Ont.

CONFECTIONERY MONTHLY

Will you kindly let me know if you publish a Confectioners' Monthly, or who does? H. E. Clarke, St. John, N.B.

Answer:—"Baker & Confectioner," published by Aetion Publishing Co., Queen St. West, Toronto, Ont.

LIST OF BOOK STORES

Where can I get a list of the names of all the book stores, or dealers in books in Canada? J. H., Antigonish, N.S.

Answer:—Such a list can be secured from the Might Directories, Ltd., Church St., Toronto, Ont.

GROCER DELIVERY SLEIGHS

Please give the following information: Manufacturers of grocers' delivery sleighs. Argyle Grocery, Sydney, C.B.

Answer:—J. B. Armstrong Mfg. Co.,

Guelph, Ont.; Brantford Carriage Co., Brantford, Ont.; Canada Carriage Co., Brockville, Ont.; Heney Carriage & Harness Co., Montreal; McLaughlin Carriage Co., Oshawa, Ont.; Tudhope Carriage Co., Orillia, Ont.; Geo. Campbell & Sons, Sackville, N.B.; Lewis Carriage Works, Winnipeg, Man.

MANUFACTURERS OF SHOW CASES

Can you give us the names of show case manufacturers? Sutton & Williams, Forestburg, Alta.

Answer:—Thos. Lewis Arnett, Souris, Man.; Ontario Case and Fixture Co., 20 Beverley St., Toronto; Cameron & Campbell, 578 Queen St. E., Toronto; Canada Show Case, 819 King St. W., Toronto; Walker Bin and Store Fixture Co., Kitchener, Ont.

ARROWROOT HANDLERS

As a subscriber, kindly answer if you know of any firm or representative of any firm selling arrowroot, wholesale, stock or for import. "Puritas" Ltd., 17 St. Dominique St., Quebec, Que.

Answer:—We would refer you to Wallace Anderson Grocery, Gooderham Bldg., Toronto. They handle all arrowroot in Canada.

THE HARVARD SYSTEM

W. J. Rahh, c/o Gregory, Greek & Co., Parry Sound, Ont. How can I obtain a bulletin of the Harvard Bureau of Business Research?

Answer:—Apply The Harvard Bureau of Business Research, Cambridge, Mass., enclosing necessary charge. The bulletins dealing with the grocery trade are: No. 3, Harvard System of Accounts for Retail Grocers, 50c; No. 13, Management Problems in Retail Grocery Store, \$1.00.

RE INCOME TAX

Please give us full information re Income Tax? H. O. Kirkham & Co., Fort St., Victoria, B.C.

Answer:—Complete information can be obtained from the office of the Commissioner of Taxation at Ottawa. In brief, the details of the tax as amended by the latest legislation, is as follows:

In the case of unmarried persons and widowers without children there is an exemption of \$1,000; from this to \$1,500 the tax is 2 per cent.; from this amount and up to incomes of \$6,000 there is a tax of 4 per

cent. Over \$6,000 in addition to this tax there is a supertax of an additional 2 per cent. up to \$10,000; 5 per cent. from ten to twenty thousand; and 8 per cent. from twenty to thirty thousand, and advancing in a similar manner from then on.

In the case of married persons or widowers with dependent children, the total exemption is on \$2,000; from that to \$3,000 the tax is 2 per cent.; from \$3,000 to \$6,000 the tax is 4 per cent.; above this amount the supertax above noted applies. There is also in both instances, in addition to the above, a surtax on incomes in excess of \$6,000, but not exceeding \$10,000, five per cent. of the normal tax and supertax payable thereon.

In excess of \$10,000, but less than \$100,000, 10 per cent. of the normal tax and supertax payable thereon, and so on in a gradually mounting scale as the income increases.

There is a general exemption in addition to the \$2,000, of \$200 for each child under 16 years of age who is dependent on the taxpayer.

Corporations and joint stock companies are not liable for the supertax or surtax, but in place of the 4 per cent. tax on incomes of over \$3,000, the charge on such companies shall be 6 per cent.

HANDLERS OF CANADIAN BEANS

I would appreciate very much if you could let me have the names of a few dealers handling Canadian beans. Andre Lapresle, Box 515, Hailleybury, Ont.

Answer:—We would refer you to the following firms handling Canadian beans: W. H. Millman & Sons, Toronto, Ont.; White Swan Spices & Cereals Co., 156 Pearl St., Toronto; Hugh Walker & Son, Guelph, Ont.; Higgins & Burke, Front St. East, Toronto; H. P. Eckardt & Co., Toronto, Ont.; White & Co., Church and Front, Toronto, Ont.; Bowes Co., Toronto, Ont.; Morris Cereal Co., Toronto, Ont.; Jos. Ward & Co., Place Youville, Montreal; Robert Crooks Co., St. Sacrament St., Montreal; Levisons Ltd., St. Nicholas Bldg., Montreal.

ONTARIO AGENTS SQUIRREL BRAND

Please advise me Ontario agent for Squirrel brand peanut butter advertised in CANADIAN GROCER. Fred Newman, Picton, Ont.

Answer:—S. H. Moore & Co., Excelsior Life Bldg., Toronto, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

13,290 Chests of Tea*

looks like big business but, when we tell you that this quantity (1,329,084 lbs.) represents THE INCREASE ALONE in "SALADA" sales for the first eleven months of this year over the same period last year, you surely cannot fail to hear that public demand!

"SALADA"

* 100 pounds NET each.

EL ROI-TAN



A Merry Christmas

Once more we extend to our friends and patrons the Season's Greetings. May the New Year bring you increased prosperity—we know that it will if you continue to sell "El Roi-Tan" Cigars in 1920.



PERFECT CIGAR



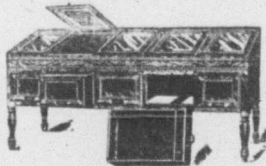
The Start of the Line!

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

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

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

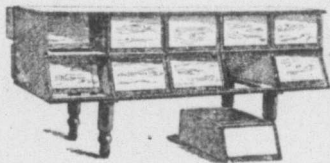
“Well, Mr. Sherer,” replied the antique, (“for I see you’re Mr. Sherer Food Container), it’s a wonder you don’t know your own kin! I’m your progenitor! I’m your own grandfather! *I’m the first Sherer Counter!* If it hadn’t been for me, Mr. Food Container, you wouldn’t be here with all your fine looks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



The Start in 1893

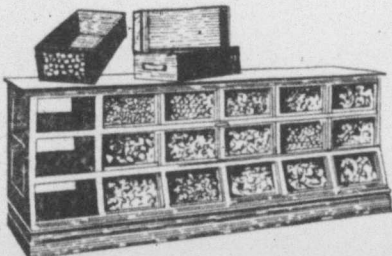
“You don’t say so,” answered Mr. Sherer Food Container. “*You—my grandfather?* Beg pardon! Glad to come across the old gentleman I’ve heard tell of so often down in our factory! But say—when you started our line you sure started a good thing. Did you know there’s almost 100,000 of your descendants living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

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



A Radical Change in 1895

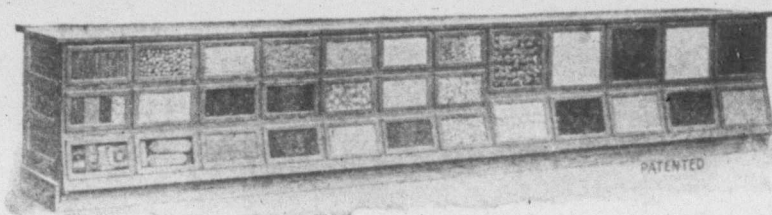
“Put her there—Mr. Ancestor!”—Mr. Sherer Food Container replied. “My apologies for all my rough language! You sure were the *best counter then*—just as I’m the *best counter now!* You kept out *most of the dirt; also the rats and the mice and the cats and the dogs and the flies and the soiled hands of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



The 1898 Evolution

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

Sherer-Gillett Company, Ltd., Guelph, Ontario



The Up-to-date Sherer Food Container

The Sherer-Gillett Company, Ltd.
Guelph, Ontario.

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

Remarks

Individual Name

Firm or Co.

Street

City Province

Take Advantage of Our Publicity

Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.



T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

AN OLD FAVORITE IN WESTERN CANADA

JACKSON'S WAX FLOOR POLISH

As made by T. S. JACKSON & SONS, London, England, since 1853

After nearly 5 years of enforced absence the re-appearance in Western Canada of "Jackson's Wax Floor Polish" is attracting the wide interest and support to which it is so justly entitled. A few of the reasons to which the success of Jackson's Wax Floor Polish may be ascribed are as follows:—

It is the best.
It is largely composed of Genuine Beeswax and, consequently, more lasting and economical.
It shows a profit which makes Floor Wax worth enthusiastic handling.

It will give your customers perfect satisfaction at a lower price.
It will increase your Floor Polish sales.
IT IS BRITISH.
It is put up in very attractive tins in sizes varying from 2 oz. to 14 lbs.

Your Wholesaler has it. Ask him for it, or write to
SOLE AGENT IN CENTRAL CANADA:

F. MANLEY, 42 SYLVESTER-WILSON BUILDING, WINNIPEG

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

Colman's D.S.F. Mustard
 Keen's D.S.F. Mustard
 Colman's Bull's Head Blue
 Keen's Oxford Blue
 Robinson's 'Patent' Barley
 Robinson's 'Patent' Groats

ALL WORLD BEATERS

*Merry Christmas to
 all Our Customers
 and Friends*

*may the New Year be the
 most prosperous in the his-
 tory of your business.*

J. & J. COLMAN, LIMITED

with which is incorporated

Magor, Son & Co., Limited
 191 St. Paul St. W., Montreal
 30 Church St., Toronto

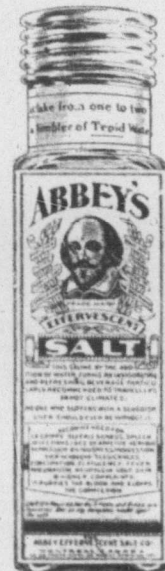
KEEN, ROBINSON & CO., LIMITED
 London, England

Abbey's EFFERVESCENT SALT

Makes Life
 WORTH LIVING

extends to all its good friends, in
 the trade, warmest thanks for their
 hearty co-operation and best wishes
 for continued health and prosper-
 ity in 1920.

The Abbey Effervescent Salt Co., Montreal



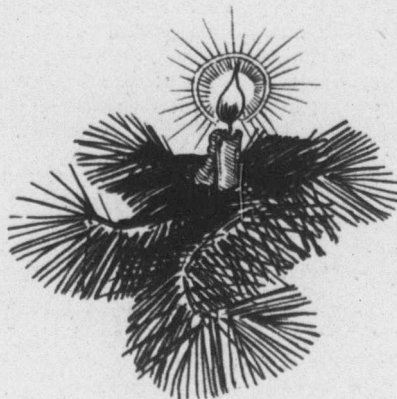
CANADIAN GROCER

Vol. XXXIII.

TORONTO, DECEMBER 19, 1919

No. 51

CANADIAN
GROCER
WISHES
ALL ITS



READERS
A VERY
HAPPY
CHRISTMAS

Good Reason for a Merry Christmas

WITH the coming of the present Christmas season the Merchant has more than usual cause for cheerfulness and thanksgiving. The dread years of war are over. That was the fact last Christmas, but the war months were so near and its trials well remembered and the future so uncertain, that the merchant was inclined to rejoice with trembling. There were a multitude of croakers about in the land, who could see nothing but calamity in the future, who foresaw an immediate era of hard times, with men out of work, with prices slumping, with credits bad, and failure abroad in the land. There are even yet such croakers. Even with the most prosperous Christmas season in decades at hand, there are still a few who are chanting calamity. CANADIAN GROCER has not joined this chorus in the past, and it sees less than ever any reason for joining it now. Business conditions were never better. The needs of the world, that spells business, were never more pronounced than now. Men are employed at good wages, with no indication of change in these conditions.

There is reason then for thanksgiving at this Christmas time, for the merchant may enjoy his good fortune with no shadow of impending trouble to mar the pleasure of the Christmas season. He is facing an era of generous days and there is no reason why he should not hold his head high.



High Exchange Affects Foodstuffs

Discount on Canadian Money is Now at Record Figure and Imports in Food Lines Reflect Situation—Shipments Are Also Delayed by Freight Congestion in U.S.A.

A factor that is entering into the higher cost of certain foodstuffs that are brought in from the United States is the abnormal rate of exchange that is prevailing at the present time. The figure at which Canadian money is discounted in the United States reached a record last week, when New York funds sold up to 11 per cent. Just now the grocery trade is affected very considerably, for the reason that large consignments of Southern fruits, vegetables and nuts, etc., are being brought in for the Christmas trade. This abnormal condition of exchange has meant slightly

stronger prices on some lines this week. Shipments of oranges, lemons and grapefruit have been very heavy, and there has been a tremendous demand for them. Consignments of nuts have been greatly delayed, and all coming through New York are affected by the exchange situation, to the extent of a cent or two cents per pound here. Produce dealers, too, who are bringing in eggs from the United States, told CANADIAN GROCER this week that the strong position of New York funds was adding to the cost of importation. While many of the imports in foodstuffs

from the United States are so-called luxuries, it is during the Christmas season that they are particularly in demand, and imports are larger just now than is usual.

The railway situation in the United States, importers here state, is very bad at present, and this fact is operating against the speedy delivery of goods. Delays in transportation is largely responsible for the shortage of raisins, although there is a very heavy inquiry for them at the Coast. One wholesale grocer, however, told of a shipment of raisins that should have been here weeks ago, that is still on the way. Consignments of various commodities are being held up in the States, because of congested freights. An importer of shelled almonds stated that he had had goods arrive in New York home time ago, but had been unable to get them through as yet.

WINDOWS HELP SELL GOODS



Hancock & Co., West Main Street, Galt, Ont., Says That Window Displays Have Been the Biggest Factor in Building His Business—Gets a Lot of Catch Trade

"WINDOW displays have built my business," spoke F. Hancock, of Hancock & Co., West Main street, Galt, Ont. This store is so situated as to catch all the employees of some of the largest factories in Galt. They have to pass Hancock & Co.'s store going to and from their work, and Mr. Hancock has certainly made the most of his opportunity. He has only been in business a few years, and he states that it has grown tremendously in a comparatively short time. He now employs a staff of three clerks.

Always Asks "What Else?"

"I cater to a lot of catch trade," Mr. Hancock told a representative of CANADIAN GROCER on the occasion of a recent visit. "Get them coming to your store," he added, "and if it appeals to them, you have them for steady customers. The power of display in building up a grocery business is one of the strongest factors to be considered. Arranging goods attractively in the window has meant a great deal to me. People certainly notice them, and in nine cases out of ten will come in and buy what you are showing. I never make a practice of saying to purchasers, 'Is that all?' Both my staff and myself always ask 'What else?' If it is flour a woman is buying, I mention a whole list of things, required by the average householder in baking. It invariably results in sales being made."

A Christmas Display

Just at the time of the visit of the

CANADIAN GROCER man, Mr. Hancock was displaying goods for Christmas, such as raisins, currants, peels, etc. It was the opportune time to sell these lines, and he believed in getting them started early. By showing them in the window and suggesting them, these goods were moving rapidly. Recently he had a window display of a certain brand of unfermented wine. Sales at the time were very gratifying, but Mr. Hancock's idea in putting it in the window was more to let people know he had it, anticipating a heavy demand for it during the week or ten days preceding Christmas.

Near the Theatre

Another circumstance associated with the situation of his store that Mr. Hancock plays up in his scheme to increase business is the fact that he is situated quite near the downtown theatre. While he is not open in the evenings after half past six, he keeps the lights on in the windows, and people are bound to notice his display. On more than one occasion, the advantages of following such

a plan have been proved by the new customers it has brought to the store.

COUGH DROPS MUST BEAR REVENUE STAMPS

Whether in Bulk or Package are Considered as a Proprietary Medicine and Require 1c Stamp.

Ottawa, Dec. 11. — "Cough drops," tablets sold for the relief of coughs, sore throats, etc., are a medicine, despite the fact that they are sometimes sold in bulk the same as candy, according to the ruling of the Inland Revenue Department, and as such must bear the correct amount of war tax stamps upon each package sold. Other articles, such as camphorated chalk, come under a similar ruling.

The attention of several Ottawa druggists was called to this ruling by a commercial traveller during the week, and in some cases they are said to have expressed surprise, as some of them had been treating the "cough drops" sold in bulk as more of a candy than a medicine.

George W. Taylor, Assistant Deputy Minister of Inland Revenue, stated recently that this was not a new ruling of the department. On November 1, 1917, twenty thousand copies of a pamphlet were distributed among all the known druggists in Canada, and on page six of that pamphlet it was stated that "cough drops" and other similar medicated articles were classed as patent medicines, and as such were subject to the war tax.

The war tax for all such item is one cent for every 25 cents' value or fraction thereof.



Business Falls Off When Advertising Ceases

Peter Hutchison, of Bracebridge, Ont., Attributes His Success to Steady Advertising


THE moment the merchant stops his advertisement in his town paper, that moment business begins to fall off. The foregoing statement was that of Peter Hutchison, who has for many years successfully conducted a grocery business in Bracebridge, Ont. Mr. Hutchison believes in advertising, and is most emphatic in his assertion that the man in business who does not advertise is losing money. Too often he has seen direct results from the advertisements he uses from week to week in the two Bracebridge papers, to be convinced otherwise. "On the other hand," remarked Mr. Hutchison to CANADIAN GROCER, "I have found that when I neglected to change my advertisement, there was a difference, and people noted the fact, reminding me of it. I find the farmers in the surrounding community look for my ad. in the local papers every week, and when they come to town on Saturday, they are largely guided by it in their purchases. It is the only way I have of successfully telling the people from the country what I have to offer in the way of specials, and people having once accustomed themselves to reading the ads., do so, from week to week, with as much interest as the newsiest item in the paper. Years of experience in business has convinced me that the money I have spent on advertising has been well spent, and I have received, in actual returns, many times the amount of the outlay."

Make the Copy Timely

Mr. Hutchison believes that much of the success of advertising depends on the attractive layout and timely character of the matter. Consequently, he pays particular attention to this feature, as the accompanying advertisements that he has used will indicate. "I make my advertisements seasonable," he told the CANADIAN GROCER representative, "otherwise, I don't think people would read them as they do." Early in August, just before the preserving and pickling season gained any pronounced degree of activity, Mr. Hutchison began pushing the sales of fruit sealers and rubber rings, and the various spices and vinegar. He utilized his advertising space for this purpose largely, and specifically told his public what he had in these lines, and what he was selling them at. Consequently, the majority of customers knew when they came into the store what they would have to pay for them, and Mr. Hutchison was of the opinion that this facilitated the sale of them.

Sells Car of Potatoes in Three Weeks

Actual instances where his advertise-



Make that Christmas Cake Now

Several lines of dried fruits are short this year and if supplies for the Christmas cake and pudding are left too late, difficulty may be experienced in getting them. Buy now is our advice; and for the Christmas baking be sure you use first class materials that can be depended upon. We guarantee the following:

RAISINS New York Raisins per pound..... 1.15 - 8 pounds..... 1.00 - Muskatele per pound..... 1.15 - 8 pounds..... 1.00 - Seeded raisins per pound..... 1.15 - 8 pounds..... 1.00 Fancy Seedling 2 plgs..... 1.00 bulk 1 pound..... .55 - Bulk 5 pounds..... 1.15 - Bulk 10 pounds..... 2.15 CURRANTS Wet-dried cleaned 7 pounds..... .55 PEELS Lemon, Orange and Citrus per lb..... .55 FIGS New Cooking Figs 2 pounds for..... .35 Table Figs per pound..... .50 Fancy 1 pound plgs. each..... .10 - 2 lbs..... .20 DATES New Halfstones per pound..... .10 CRANBERRIES Fancy Caps Cut 2 quarts..... .25 MINCED MEAT Bulk per pound..... .10 Wetday's plgs. each..... .10 GRAPES Fancy Stragles per pound..... .25 ORANGES California Navels from 25 to 50 Florida Nats 25 to 50 APPLES According to grade per barrel fresh 4.00 to 5.50 Try our special fancy apples in broken boxes, a real nice taste. per box from 1.50 to 1.85 FOWL If you see if Fowl would be a little higher than last year. Leave your orders for Turkey, Geese, Duck and Chickens. We will have a good sup- ply. NUTS Shell Walnuts per pound..... .50 Shelled Almonds per pound..... .50 Shelled Almonds fancy..... .60 Macadam Walnuts..... .80 Chestnuts..... .70 S. S. Almonds..... .90 Special Mixed..... .18 TEAS Queen Quality, Muskoka's Favor No Tea per pound..... .35 Special for December 3 pounds..... 1.00 Blended per pound..... .45 Lapsated (extra fine)..... .55 I would advise you to try a little stock of tea, indicating price to an advance when Parliament meets in January. TO THE FARMER We pay cash for farm produce, bring along your butter and eggs. If you have any Turkeys, Geese or Duck to sell, see us now, don't leave it until just before Christmas and as we must make arrangements for our supply Brick and Drain Tile Good hard burned brick, also 2, 4, 5 and 6 inch drains tile on hand. Get our prices Wishing you all a Joyous Festive Season. <h2 style="text-align: center; margin: 0;">HUTCHISON BROS.</h2> <p style="text-align: center; font-size: x-small;">PHONE 14 BRACEBRIDGE</p>	CONFECTIONERY Splendid assortment of fancy candy for Santa's use, and a nice selection of Box Sticks and Chocolates in boxes from 10c to 1.00 CANNED GOODS Tomatoes, Peas and Cans per tin..... 1.10 Canned Peas 2 lbs..... .25 Canned Peas 1 lb..... .15 Canned Pumpkin each..... .15 Canned Salmon, special for Decem- ber month only, per can..... .11 DRIED FRUITS ALL NEW Evaporated Peaches 2 pounds for..... .25 Apricots per pound..... .17 Apples 2 pounds for..... .25 New Prunes 2 pounds for..... .25 - 2 pounds for..... .15 per pound..... .15 FRED - Beans per 100 pounds..... 1.35 - Shorts..... 1.50 - Pork Chops..... 1.50 - Corn Chop..... .80 - Cracked Corn..... 1.75 - Wheat..... 1.75 - Scotch Feed..... 1.75 - Oats and Sugar..... 1.10 - Potatoes per bag..... 1.25 ONIONS Cooking 10 pounds for..... .25 Spanish 3 pounds for..... .25 BALED HAY A good stock on hand CROCKERY AND GLASSWARE See our full decorated glassware Water sets 7 pieces..... 1.49 Table sets 4 pieces..... 1.49 Fruit sets 7 pieces..... 1.49 Something safely in set glass "Wheat"..... 6.00 Large Busy Sets..... 4.50 Cream and Sugar..... 2.75 Crockery has advanced 25% We have complete lines of white ware, gold and green glazes at spe- cial prices for December CHEESE Emmentaler Brand, New and Old per pound..... .25 and .35 Edam in plgs..... 18 and 25 Swiss in plgs..... 25 Camembert and Cream..... 25 Gorgonzola and Roquefort..... 60 OLIVES Fine selection to choose from see cards..... 10 to 50 COFFEE - Norwegian Blend..... 50 - Mocha..... 50 - Java and Mocha..... 44 - Royal Blend (bulk)..... 44 - Local Special (bulk)..... 26
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"Make the copy timely and tell the people what you have to offer and the price of it," says Pete Hutchison.

ments have brought direct business are not lacking in Mr. Hutchison's experience. He told CANADIAN GROCER of several cases where the results were ample proof of the value of advertising. Inserting an advertisement in the papers last Fall, something to this effect:

"WE HAVE JUST RECEIVED
A CAR OF POTATOES.
ORDER AT ONCE. WE WILL
SELL FOR QUICK TURN-
OVER AT _____"

"It was at a time when potatoes were reported to be scarce, and I secured this car from Saskatchewan," Mr. Hutchison stated. "I sold the entire lot within three weeks, and I know I would not have done so if I had not advertised them."

Boosts Sale of Fish

While during the summer of 1919 Mr. Hutchison did not handle fish on a very large scale, because of the scarcity of ice, his business in fish in the summer of 1918 amounted to half a ton a week. Of course the Government campaign, to get the people to eat fish in order to

Uses Town Papers Regularly—Sold Car of Potatoes in Three Weeks Through Advertising

conserve meat, helped the sale to some extent, but on his own behalf Mr. Hutchison boosted the sale of it, through his weekly advertisements, making special offers, and by always having fresh supplies on hand.

Created Mail Order Business

One of the striking features in connection with Mr. Hutchison's campaign in advertising, is the mail order business he has created with all the surrounding country. Week after week, he told CANADIAN GROCER, he received letters telling him the writers had seen his advertisements in the paper, and enclosing an order for the goods advertised; and invariably for other lines as well. This is one of the direct results, he states, of mentioning prices in the advertisement; that is, really telling the public what you have to sell, and the price of it.

Through the advertising columns of the town papers, Mr. Hutchison has also built up a tremendous business in seed in the Spring and Fall months. Each autumn he buys large quantities of seed, and he is able to successfully compete with the large city houses in this regard. Just as soon as the season opens, he starts to advertise, with the direct intention of talking to the farmers, in order to get their seed. He is able to buy, and sell, under the figures of the larger centres. This is largely due to the fact of the geographical position of Bracebridge; but he goes right after the business through a campaign of advertising.

Keen Interest in Civic Affairs

Apart from the demands of his business, Mr. Hutchison has found time to take an active interest in the civic life of his town, and has played a big part in bringing it to its present thriving and enterprising state. He has filled practically every position in the gift of the people, to offer him. He has, through more than one term, filled the mayor's chair, having previously been a member of the Town Council and the Board of Education. He has also been President of the Board of Trade, and at the present time sits on the Electric Light and Water Commission. There is in Bracebridge, possibly more than in most places, a fine spirit of a "pull together" character among the grocers, at the same time not eliminating a friendly rivalry. It is not unusual, in the fruit season, for the grocers of Bracebridge to club together and buy a car of fruit, or to purchase a car of sugar. There is an early closing by-law, to which all strictly adhere. Mr. Hutchison is a prime mover in all measures for the benefit of the trade.

The Story of Tapioca

Some Interesting Information Regarding the Growth and Manufacture of an Important Commodity of the Grocery Store

Article I of Series

PROBABLY very few grocers, and certainly very few of the grocers' customers, know anything about tapioca, what it looks like in its native state, how it is made, or where it comes from. Tapioca actually grows underground like the potato, at least the root from which the tapioca is grown so grows, for tapioca is made from the roots of the tapioca plant. This plant goes under numerous names in various parts of the world. The botanical name is Manihot, but it also bears such names as cassava, cassada, manipot, manioca, mandioca, and many others.

The native home of tapioca is Brazil and, to a limited extent, it is also produced in Porto Rico, Jamaica and Trinidad. However, on account of cheaper labor in the East its cultivation was begun there and has developed until by far the greatest part of the world's supply comes from the Straits Settlements and Java. It will be as found in these latter places that the growth and processes of manufacture will be described.

The Tapioca Plant

The tapioca plant is from four to eight feet in height. It usually consists of one straight, woody stalk which may be from an inch to an inch and one-half in diameter at the base. From this stalk, branch large skeleton leaves with long, slender stems. None of this portion above ground enters into our food product. The only use to which the stalk is put is to cut it up into pieces of from six to eight inches in length to be used in planting for a new crop. These cuttings are merely inserted in the ground to a depth of from one to two inches and thereafter require but little attention until the crop is ready to harvest, which is a matter of from twelve to eighteen months after planting.

Looks Like Sweet Potato

The part of the plant below ground is that which is utilized for the production of tapioca. This consists of one or more tubers somewhat resembling our sweet potato, although usually much larger in size, some single tubers occasionally weighing as much as twenty to twenty-five pounds.

Cleaning and Grinding

The work of digging these tubers is done by natives, the instrument used being an extremely crude sort of hoe. As soon as they are dug the roots are carried to the mill, where they are thrown into a washer. This consists of

With this article CANADIAN GROCER begins a series of brief informative articles dealing with the origin, growth, preparation and distribution of many of the important products of the grocery store. There are few of these commodities that have not an interesting story, and this information should be of value to the merchant and his clerks.

a large, horizontal cylinder, built of wooden slats and slightly inclined toward one end, and so hung that the lower part of it, as it is made to revolve, is submerged in a tank of water. Into the higher end of this, as it turns slowly, the tubers are thrown and are gradually tumbled through the water, passing out of the lower end quite thoroughly washed. In dropping out of the washer, the tubers fall on a carrying belt, which transfers them to the grinder, consisting of two cylindrical rasps, revolving toward each other. Into this grinder a steady stream of clear water is kept flowing, and, as the root is thoroughly crushed, it is washed into pipes or troughs, conducting this mixture to sieves, which separate the pure tapioca starch from the wood and fibre of the root.

The Process of Manufacture

These sieves are round and inclined slightly toward one end. There are usually two such sieves which revolve toward each other. Into these also, streams of water are continually flowing, and as they turn slowly the fine, pure starch is washed down through

and is caught beneath in a large vat or pan. The wood and fibre are expelled at the lower end as waste matter. The fine starch mixed with water is drawn from the receiving pans to shallow vats where the starch is allowed to settle and the water is drawn off.

From the settling vats the starch is transferred to deeper tanks, more water is added, and the mixture agitated by a power paddle. During this process the particles of dirt, which are heavier than the starch, gradually settle out. When the washing process is complete the water is again drained off. After the starch is comparatively dry it is taken out of the tank in cakes or blocks and the bottom layer of from two to four inches containing the dirt is cut off.

These blocks of moist tapioca are broken up into pieces and cooked in iron basins under a wood fire. In each of these basins is placed five or six pounds of damp starch, which is at first stirred vigorously to prevent burning. The tapioca remains in this basin for about five minutes, and is heated to a high temperature. Next it is placed in shallow pans over a slow wood fire and here allowed to remain until thoroughly dried. It is then ready to be bagged for shipment, and in this form is the flake tapioca found on the market to-day.

Ordinary pearl tapioca is made in a similar way, except that instead of being broken up into irregular pieces it is rolled into spherical form before it is baked. A good deal of the pearl tapioca is made in small quantities by natives.

Prices of Jams Are Advanced

Higher Quotations on All Jams Are Immediately Effective—Market is Very Strong and Demand is Heavy—Sugar Situation Strengthens Jam Values

HIGHER prices have been named on jams, and they are immediately effective, although some of the wholesalers have not yet advanced their stocks, but any new buying must necessarily be at the new levels. The retail trade will be well advised to buy now, where possible, at the old quotations, as there is an extremely heavy demand for all jams, and the probability is that the inquiry will be greater than the supply. It is certain that at the beginning of the new year there will be no jams to buy at anything but the

prices now being announced. Wholesalers and dealers generally state that there is a heavier demand this fall and winter for jams than ever before, the principal reason for the same being the sugar scarcity that was so acute when the preserving season was at its height last summer. People are buying jams much earlier than is usually the case, because of the fact that they have no preserved fruits. The demand for the canned fruits is also very strong. The likelihood is that next year prices of

(Continued from page 46)

Special Lines Help Store Sales

J. D. LOWERY, 1426 Gerrard Street East, believes firmly in going after business.

"When I took over this store some time ago, I found trade very slow," he said. "There are several first-class grocery stores in the neighborhood, and, naturally, a new man had a hard, uphill path to travel. Of course, I did not despair of 'making the grade' in time, but I wanted quick results.

"In looking over the stock, I found I had a quantity of tobacco and cigars, and the usual line of confectionery carried by the average grocery.

"Now there are an unusual number of young people in the neighborhood to whom a good quality of confectionery would appeal.

"I put in a high-grade line, ranging in price from 70 cents a lb. and up, and when people came in to buy the cheaper lines, I called their attention to this other article.

"Very soon I had a big demand for the higher-priced stuff. I watched my stock carefully, and made a point of always having it fresh. 'If you don't

BUSINESS is built more readily on novelty lines than on staples. J. D. Lowery, Gerrard St. E., Toronto, has found both candy and cigars useful agents in encouraging other trade. People have called to get the candy their friends recommended and thus the store is introduced. The wife who buys candies is the more ready for a suggestion that she purchase a cigar for her husband. A method of introducing better grade cigars.

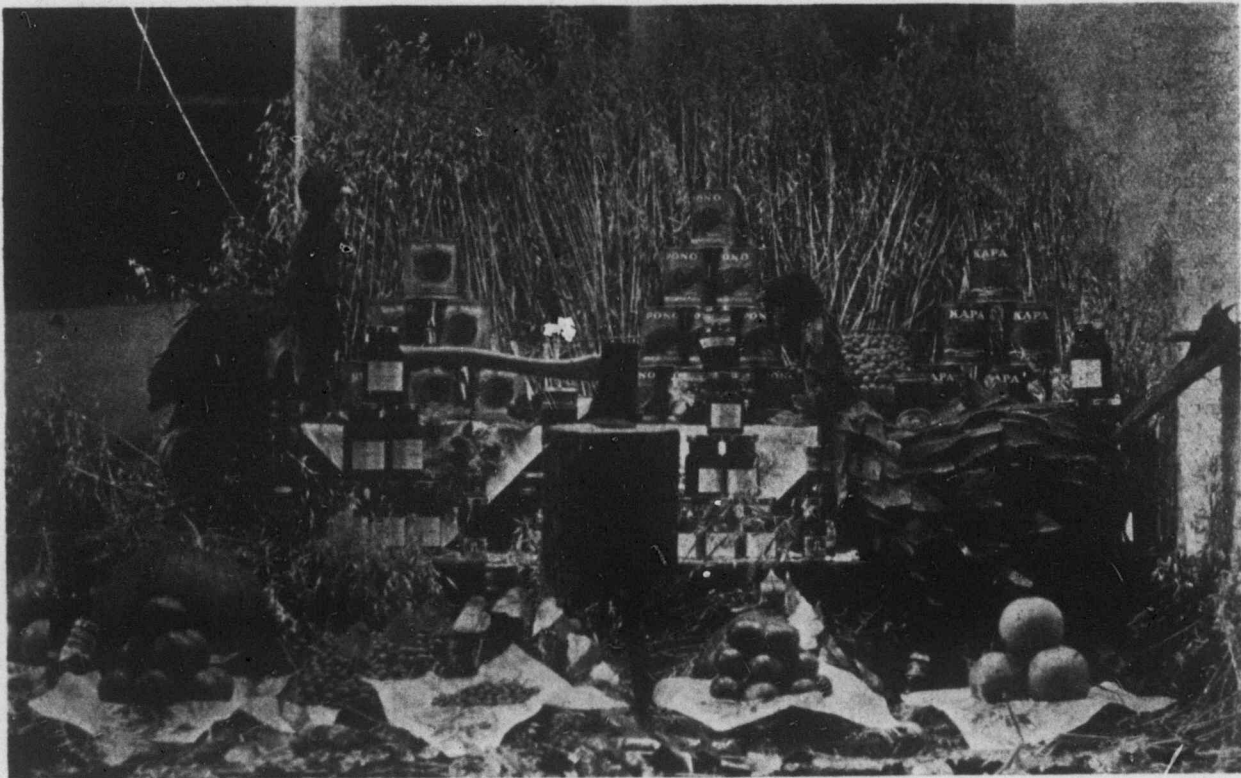
like this bring it back, and I'll refund your money,' I used to say in the early days. I have never had a box returned, nor have any of my customers ever found fault with the quality. On the contrary, people have come here to buy on the recommendation of friends. 'So-and-so says your candies are great,' is the way an order is frequently prefaced. To-day, my candy sales average \$150 per week."

"When I came in, — cigar was a very good seller. It is cheap, but a good line for the money, and seldom did anyone ask for any other kind.

"Ladies, while buying at the grocery or candy counter, often reacted favorably to the suggestion that the men of the family might appreciate a few cigars; and in selling to either men or women I generally slipped in one or more—depending on the size of the purchase—cigars of a better quality.

"As a result, people began to inquire for 'that odd cigar you put in the package I bought here the other day.' In this way, a demand for this higher-priced cigar has been established. To-day, my tobacco sales average \$80 per week, with every indication that the 'peak' is not yet.

"You see, these two items above are providing a very fair return," concluded Mr. Lowery. "And my grocery trade? Well, it averages pretty fair with the others. Mahomet went to the mountain, didn't he? We people who want business have to pursue the same course."



The A. J. Carroll store, Lindsay, Ont., arranged the unique Thanksgiving window displayed above. The realistic looking turkeys that are eyeing the chopping block with such concern are made out of crepe paper. The background of the window is made of sheaves of grain that make a very appropriate setting; pumpkins and maple leaves were also used to give it a Thanksgiving tone. The window was used to display a variety of canned fruit and pickles as well as a goodly assortment of fresh fruit. James Robinson, of the store's staff, was the window dresser.

How I Take My Annual Inventory

Methods Adopted by Montreal Grocer to Make the Toilsome Task as Easy as Possible

By JOHN CARSWELL

THE subject of stock-taking has always held its terrors for me. The very mention of the word spells continuous days of toil, worry and anxiety, as there is so much to be done in preparing for this event, that is, if the work is to be thoroughly and accurately done. Unless this is the ideal set in front of you, it is far better that it should be left alone, as nothing but accuracy will answer, when one is endeavoring to arrive at a satisfactory conclusion with regard to his financial standing, or rather that of his business. This should be the case no matter how small or how large one's business may happen to be, for the principle holds good in either case.

Planning Ahead

In my own case, I always fix the actual date on which the inventory is to be written up. (I usually take stock twice a year). I begin by marking out the work fully a month before hand, and we make a start by grouping everything together in our cellar and store-room, keeping a sharp eye on the actual conditions of the various goods, so that if it should happen that anything is out of order when the day of writing up the stock arrives, the real value of the goods will be noted. In this way one is in a position of knowing clearly and correctly the value of the stock.

At this time, or rather just before it, I take care to buy as little as possible from the wholesaler, so that it makes it easier for my assistants to carry out their part of the work properly.

Everything should have a label placed on it showing the contents of the receptacle in each case, and marginal space left, so that in the interval, if anything is taken from stock, it may be noted accordingly. Thus, by the time stock-taking day arrives, everything outside and within the store is in good shape in the writing up of stock.

Exercising Care

Usually, I begin early in the morning and go through everything carefully myself, writing down the goods in my stock book, and placing the amount and the value of the goods in the proper columns, at the same time. In the evening, after the store is closed, we proceed in earnest at writing down everything in the store, great care and system being taken so that no small corners are being missed. This might mean quite a considerable loss in the final total, if not carefully checked up.

I always begin right in one corner of the store, close to the front, and go over the stock shelf by shelf, beginning at the top shelf and going right through

to the back, then beginning at the shelf beneath at the rear end and working towards the front, and then from front to back again. The goods in the higher shelves have been gone over a day or two previously and ticketed, so that they will only have to be checked, and then all the bins and drawers below shelves are taken. In connection with these drawers and with shelves and boxes, etc., it is a good idea to have the tare on the outside of the package. If this is noted on each, it does away with removing goods from the receptacle or container.

Following this the goods on the floor of the store and counters are taken in, and it might be mentioned that I take the windows first, and take them separately.

Making the Entries

In entering goods in the stock book, it is a good idea to have sections of each portion of the store recorded separately, for the convenience of reference later, or, in case of fire or burglary. It might be necessary to check up for any one of the foregoing reasons at any time, and this separate recording of various parts of the stock would thus be of value.

The work of actual stocktaking does not mean, by any means, that the work is over. There remains much office work to be done, and this should be tackled right away. Of course, it is always assumed that books are posted right up to date, or as nearly as possible. All work of finding the amount of ledger accounts will have been done and these recorded.

Great care ought to be taken with regard to the exact amount of cash on hand and in the bank, it being fully verified right away, so as to avoid any error.

Once all the data of the wholesale and retail ledgers is ascertained, the work of making extensions of the stock can be proceeded with, a little more leisurely, and all the work leading up to your final balance is done at one's own convenience. Naturally, one wishes to get through with the various work as rapidly as possible, as there is a natural anxiety to ascertain the result.

The aim is, of course, that every article should be priced at the amount it would cost to purchase at time of stock-taking, and always allowing for discounts where they are allowed.

Is the Wholesaler Competing With Manufacturer?

"Printers' Ink" Draws Some Conclusions From the Changed Selling Policy of a Large Soap Concern—Are the Conclusions Correct?

THE change in the selling policy of Procter & Gamble in going over the wholesaler and reaching the trade with their own travellers, is a change of so definite a nature that it is worthy of serious consideration. "Printer's Ink," an important American publication, deals in a serious vein with the change in its editorial page. "Are the Deductions They Make Justified by the Conditions that Exist Here as Well as in the United States?"

The announcement is made that, hereafter, in New England, the Procter & Gamble Company will sell its soaps, washing powders and other products direct to retailers.

Some years ago, when Procter & Gamble took similar action in the metropolitan New York district, the statement was made by more than one interested observer that it was only a matter of time before the policy, then adopted, would be extended to other parts of the country. It looks now, as though these men knew what they were talking about.

No claim is made that the change in the company's sales policy is made because Procter & Gamble regard the jobber as a burden or because of a belief that the new plan is more economical than the old one: "The company is merely trying to attend to its own competition rather than trust to the jobbers," the announcement reads. Exactly what this means is not easily explained, but "Printers' Ink" is of the opinion that it means a good deal. As broad-minded and intelligently-managed an industrial enterprise as the Procter & Gamble Company would not cut loose from the jobber if it did not believe it was wise to do so.

If "Printers' Inks'" understanding of the situation is correct the wholesale grocers of the country are in a rather unenviable position. That the vast majority of them serve a useful purpose is not open to argument. But it is a fact that many of them, instead of co-operating with their natural allies, the manufacturers, are actually competing with them. Not only do many wholesale

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Now For an Intelligent Reckoning

Inventory Season the Time to be Honest With Yourself—How Shall We Take the Inventory?—On Pricing Our Stocks

By HENRY JOHNSON, Jr.

WAS that a fine business you had for Christmas? It was! Why, we were on the jump from morning until night, and such slathers of fine goods going out—well, let me say that if there is anybody suffering for want of money you'd never think it to see the way folks bought fine goods regardless!

That is the way we all feel at this season. And we are glad, too that it is over, that we can relax a little and catch a new breath. For things have been a bit slow since the big rush. Slow, did you say? Yes, and they will be slow for fully as many days as they were fast before the holiday. Which is something to set us thinking quite seriously.

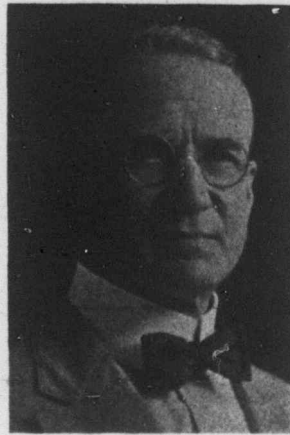
Come to think of it, things always are slow for fully as many days right after Christmas as they were brisk before. And that evokes the further question: Are there not far too many slow days during the year? Is there not too much leisure and waste time? Are there not far too many days during the year when we do not work to nearly capacity?

That is the other side of it. It sets us into a "brown study," whatever that may be. We get to a point of doubting whether after all our year is going to pan out quite so well as our enthusiasm over the Christmas business led us to expect.

Now the Time for Brass Tacks.

Well, now is the time to get down to earth and find out. We must know just where we stand compared with last year. And if the record is to be any use to us at all, we must not only be straight and honest with ourselves, but we must lean over backward to be CERTAIN that we have not overstated a thing.

The foundation of all our reckoning must be our inventory and that must be taken on the most solid and most conservative lines. Seems like a job to be dreaded, such a big task to undertake and push through. But it comes only once a year and no real merchant could rest easy who had not taken account of things at the beginning of each year. So maybe we better set aside next Sunday—the Sunday between Christmas and New Year—as the one Sunday in the year when everybody in shop shall work. That is the best time, for then everything is at a standstill and the work can be done rapidly and more accurately than at any other time. If it has been planned for through a careful arrangement of stock, the work of listing the store proper can be done in four or five hours. Then by pitching in early Monday morning with one gang down cellar and another upstairs, the remainder can be listed even before the real day's work is upon us.



Henry Johnson, Jr.

The work can be done, too, on Tuesday night. If things are all set on Monday and Tuesday with that end in view, the reserve stocks can be taken during Tuesday, for business will not be very brisk, and the store can be taken after supper with the work completed by around 11 or 11.30. Then there will be the next day of hustling work, followed by the holiday of complete rests. It is no hardship for anybody if it is planned out right.

Now to Take the Inventory

Accuracy always is the keynote of inventoring. The object is to ascertain, beyond the slightest doubt or reasonable question, just what merchandise and other things you have. The count must be right. Nothing else will do. Where it is necessary to estimate, like when we have a barrel of molasses partly used, the estimate must be conservative. If it looks like somewhere between 15 and 20 gallons, put it down at 15. Get on the inside always where there is doubt. Otherwise, where it is possible to weigh or count, get down the exact amount of saleable goods. If there are damaged items, put them in below the sound ones, indicating, as nearly as you can, what they are worth.

These are rules always to be observed; but if ever there was a time when one should be extra conservative, that time is right now. Things have been advancing rather steadily for a long time. Men have become a little liberal, sometime reckless, about ordering. They have felt that everything was "a safe buy" until now they are loaded up heavily. Almost every grocer to-day owns four or five times the coffee he should have; and nothing is "good property" which does not turn normally. Coffee has the disadvantage that it deteriorates steadily. And there are plenty of other things in the same category.

Now, I am not going to prophesy that

things are due for a slump. It is always foolish to prophesy and right now it is absolutely superfluous, for one mighty cogent reason—this:

Loss and Shrinkage There Already!

That on such goods as you have in excess of normal current requirements, you have sustained the loss already, regardless of the market! Get that? Every day you keep goods on hand costs money. Therefore, any goods you hold beyond the normal time of turnover have piled up against them an abnormal expense. When this extends beyond a certain very narrow limit, your loss is just bound to exceed any advantage that can possibly accrue from what you like to call "good buying."

There is, as a matter of fact, just ONE kind of good buying. That is underbuying. That makes for the quick turn, and the quick turn is the whole law and profits in retailing.

So there is no use trying to sidestep the fact that excess stocks stand you a loss; that the loss is there now, whether you admit it or not. So we need not speculate on what the market is going to do in that connection.

But we can think this way: The unexpected happens daily. In face of an insistent world demand for food fats, certain varieties very recently took a serious slump in one day, and sagged further later on. True, they recovered, but the incident shows how foolish it is to try to peer into the future and trade on it. The safe way is to trade on today's goods to-day.

How Shall We Price Our Stocks

All these factors influence the value of your stock on hand. If you have coffee enough to cover your normal sales for five months ahead, that stock should be taken in at not more than 80 per cent. of its replacement value, and 75 per cent. would be better. Such facing of plain facts may cause you to slow up on liberal buying for a long time. If you slow up as a permanent habit you will make more real money out of your business!

These are hints at how to price your goods. How far you will go on other lines depends on your own circumstances and environment; but a hint or two from some very successful people always must be of value.

In one very big Chicago jobbing house the practice is this way: In case of goods which have advanced since they were purchased, the value is put in on original cost. Where goods have declined since they were bought they are priced on the basis of replacement costs. This, you see, is working against the stock with a vengeance, but this is done by a very successful concern, and it is

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN President
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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, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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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. XXXIII. TORONTO, DEC. 19, 1919 No. 51

A REMEDY NEEDED

A GROCER of St. Catharines, Ont., was recently fined for selling butter containing too great a percentage of water. The grocer did not contest the case because Government experts had proved that the butter did show an excess of moisture over that permitted by the Pure Food Act. He did contend, however, that the butter had been bought in good faith, and that he believed the farmer from whom it had been purchased had sold it in good faith, that it fell below the standard required was not a fault of intent, but of inability to know whether the product was within the standard or not, because neither the farmer nor the grocer had the necessary equipment to discover the water content.

Doubtless the regulation is a necessary and beneficial one, but it does seem that there should be some way of obviating this evident injustice to the merchant.

ONE KIND OF EVIDENCE

EVERY now and then one gets a glimpse into the depth of human credulity that makes all this unthinking talk of profiteering seem understandable. A citizen writing in the *Toronto Star* recounts his difficulties with getting matches to light. Discussing this matter with friend wife, the following information was contributed to the elucidation of the mystery:

"My wife recalled a remark made by the grocer's delivery boy a few weeks ago when she returned

to him a box of matches that were of a make other than the kind she had ordered. He said: 'I'll take them back and bring you the right ones. This kind we get free from the wholesaler, thrown in with an order for such-and-such a quantity of the other make. We sell them all at the same price.'"

There may be some difficulty with matches, or for that matter with any other commodity, but to base the suspicion of conspiracy on the casual conversation of the delivery boy who probably knows little about the subject under discussion is bolstering a fact with very shaky evidence.

DO YOU EVER DO THIS?

THE writer had occasion to step into a meat shop in a large Canadian city a few days ago, and while there noted the evident disregard of the salesmen in serving several women customers. It was quite evident that the store closed at six o'clock, but of this fact at least two of the prospective customers were not aware. No meat was shown in the front part of a large refrigerator and the three or four white-aproned salesmen were hurrying around in a very definite manner.

The writer observed one woman making a purchase of two different kinds of meat, and these being wrapped up by the salesman who waited upon her, when she made a request to have one piece taken out and wrapped separately. This the salesman did, but in such a way as to show that he was not pleased with the request of the buyer. He made no remark and did not need to make any, for it was evident just how he felt.

In another instance one of the salesmen, waiting upon another lady was asked for about two pounds of meat. The man thereupon cut off a piece and it weighed three and a half pounds. She then repeated that she would like two pounds, and he proceeded to cut off what would be about the desired quantity, but using about the same type of manner as that shown by the previous clerk. In both cases the writer felt that this was going the limit.

There is truly a moral to be drawn from such an attitude upon the part of salesmen, and especially in a time when 20th Century methods are prevailing all over the continent. It would seem that there was no excuse for serving patrons this way. The customer of to-day who buys 50c worth may buy \$5.00 worth to-morrow; courtesy pays, even though there be cranks who must be served.

ARE WE SAINTS OR SINNERS?

THE persistent perusal of the pronouncements of the Board of Commerce leave one with a profound uncertainty as to whether the trade of the country is at the mercy of a crowd of crafty, profiteering pirates, or is being served by men who, taking

it by and large, are trying to give good service under abnormal conditions at no more than a just profit.

Consider these two pronouncements for instance:

Judge Robson, chairman of the Board of Commerce, in the course of investigations recently held at Winnipeg, is reported as follows:

"I want to tell you that the only thing that prevents rampant profiteering from going on in this country is the fact that this Board of Commerce is sitting."

From the same city, but dated a day or so later, comes the following official pronouncement of the Board:

"The board is pleased to be able to observe as a result of its preliminary survey of business conditions that, despite high prices prevailing, profiteering, so-called, that is, the taking of unjust profits, is not, in the board's opinion, as common, nor nearly as common, as may have been charged or claimed."

Which are we, saints or sinners? Or is it perhaps that in trying to make us the one or the other, that the Board has missed the real fact that we are just human.

THE REMEDY FOR SCARCITY

THE *Toronto Globe*, that for some years past has had little good to say of the business man or of methods of business, has apparently had a new light, or if not, someone with some knowledge of business conditions must have strayed into the editorial sanctum. The following editorial seems to suggest a return to something like sane thinking on business matters:

"The Board of Commerce raises a perplexing question in protesting against the policy of encouraging the export of Canadian dairy products while 'thousands of children in Canada are being starved for want of milk.' Virtually the Board proposes that milk producers shall be required to take less for milk than they can get in the present open market. Milk prices are raised by the export demand for butter, cheese, and other milk products, and would naturally fall if exports were prohibited or limited, but legislation for this purpose would demand a sacrifice from one class of producers. They would be compelled both to sell and to buy in a restricted market.

"The real remedy lies deeper than a policy of restriction, which, though necessary during the war, can only operate in peace to the detriment of producers and consumers. The world is short of milk, meat, and other essential foods, and will only be fully fed when the supply has increased and shipping facilities are equal to the demands of international trade. Greater production is the only panacea. In Canada we are paying the penalty of the rush to the cities. A larger proportion of the national energy should be applied to the soil. There are too many consumers of food compared with the number

who are growing it. If it be true that Canadian children are being under-nourished because milk is scarce, and therefore dear, the situation will not be improved by cutting off profitable markets and discouraging milk production. It is a problem for each community to study with the object of seeing that no children suffer, even if the necessitous cases have to be dealt with at some expense to the public."

Worth While Editorials From Other Papers

AN ERA OF LOW PRICES

"WHAT would be the meaning of an era of low prices? Would it not mean general unemployment, considerable, possibly widespread, distress and poverty, the establishment of soup kitchens, and the formation of bread lines made up of hungry, desperate men?

"At best it would mean insufficient money in working people's hands to buy life's necessities, even if they were obtainable at low prices.

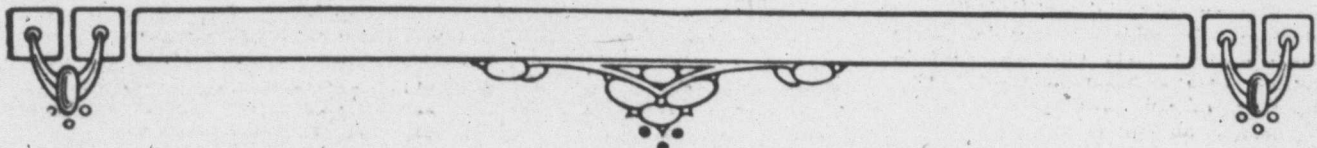
"It would certainly mean distress, general complaint, and the mischief to pay everywhere.

"Now, by contrast, what does an era of high prices, like the present, mean? We see that it means work for everybody that wants to work, no extreme poverty, no soup kitchens, no bread lines, no dire distress, plenty of money with which to buy the necessities, even at high prices, and some money left over.

"We see comfort everywhere, although oftentimes accompanied by grumbling at the high prices of necessities, which grumbling is brought about because the public will not buy economically.

"It is better, for illustration, for a workingman's wife to have twenty-five cents in her pocket with which to buy a can of vegetables at from fifteen to twenty cents that she formerly bought at eight cents to twelve cents than to have only five cents in her pocket to buy an article that is being sold at seven to ten cents.

"Thrift is what the people should learn. Thrift means prosperity for all. Thrift will keep America straight on the road to greater things for the Nation and for the individuals making the Nation. The people should learn to say 'No' and not try to live on a plane twenty-five per cent. above income, whether it be great or small."—*The Canner*, Chicago.



ST. LOUIS GROCERS HAVE NOVEL BUYING PLAN

Merchants of St. Louis, Mo., Combine to Meet Chain Store Competition

The Co-Operative Grocers, an organization fostered by the St. Louis Retail Grocers' Association, was formed recently, its purpose being to buy groceries in large bulk, later to be resold to individual merchants, in order that the average grocer will be in a position to compete with the chain stores.

Under the plan formulated each retail grocer participating in the venture will subscribe \$100 to be used as capital. The organization will buy for cash and sell to its members on a strictly cash basis, the object being to get the greatest number of turnovers possible. It is stated by some merchants behind the movement that they expect to turn the stock once every twenty-four hours.

The association has no desire to take the place of the wholesalers, but intends to buy from them, taking advantage of the discounts offered for cash. Merchandise then will be passed on to the individual merchant at cost plus overhead, which it is expected will be quite small.

ASK PROCLAMATION OF EARLY CLOSING BY-LAW

At a meeting of the Toronto grocers' section of the Retail Merchants' Association on Monday evening of this week, a resolution was passed, requesting the Mayor and Board of Control of Toronto to issue a proclamation in regard to the early closing by-law. It was at first decided to have the by-law go into effect on the 12th of December, but it was afterwards felt that this was too short a notice, and on account of the Christmas rush, the date was fixed as the 29th. It was also urged that the closing hour for Saturdays, and nights before a holiday, be set forth as eleven o'clock. The Toronto police commissioners will also be requested to see that all public holidays are observed by the trade, according to statute.

The candidature of T. L. Church for Mayor was also endorsed by the grocers, and the name of Controller McBride was excluded from all support. It is felt that the Retail Merchants' Association generally will co-operate with the grocers. Another meeting of the grocers' section will be held after the nominations have been completed to further consider organized support of certain candidates.

MISINFORMATION REGARDING SUGAR

The Stratford, Ont., Herald of recent date has an editorial entitled "Sugar Extortion," in which it garbles some already-garbled facts that appeared in an issue of the Brooklyn Eagle. The editorial is as follows:

"Fear is expressed that sugar will go to 25 cents a pound in the United States, despite the fact that the new crop of Cuban sugar will soon come in unhampered as to price. The Brooklyn Eagle believes that, though the Cuban crop will end the 'shortage,' man-made extortion will continue. Already, the ridiculous differentiation between Cuban and non-Cuban sugar has made the retailer virtually foot free. Sugar is sugar. One cannot tell the difference between cane from Louisiana, which has votes in Congress, and beet from the West which has also votes in Congress, and Cuban, which has no votes. The notion that wholesale prices could be kept under 10 cents a pound on the Cuban stuff, and run up to 17 or 18 on the products of States with votes, was the initial stupidity, according to the Eagle. The retailer can buy Cuban sugar for 9½ cents under present rules. If he sells it for 20 cents, as non-Cuban sugar, and a complaint is filed, the burden of proof is on the prosecutors. He stands pat on the proposition that what he sold was non-Cuban."

It is quite true that the new Cuban crop, estimated at something like 400,000,000 tons, will soon be available, though not so soon as is implied, because there is only a very limited quantity available before Feb. 1. The Cuban crop will not end the shortage, because, for all the unusually large Cuban crop, that is still subject to unfavorable climatic conditions, and may not produce up to the estimate, there is still a pronounced world-shortage. Already, more than a third of this crop has been sold to European countries that formerly drew their supplies from Germany, Belgium and France, and these European countries are yet tightening

their belts and deciding that they will have to materially curtail their sugar consumption. The statement that the retailer can buy Cuban sugar at 9½ cents, if true, is due entirely to the fact that the Government is compelling its sale under cost, as Cuban sugar, at the present, is selling around 8½ cents for raws, f.o.b. Cuba.

NEW EXPORT AND IMPORT FIRM OPENS IN MONTREAL

Beck Brothers & Turner, Limited, have opened an office in Montreal at 207 St. James street. The firm is comprised of R. G. A. Beck, B. W. F. Beck and W. H. Turner.

The firm proposes to engage extensively in the importation of European goods, and lines will be secured from British, Scotch and French manufacturers. Among the manufacturers whose lines have already been secured are the following: Atlas Mfg. Co., tennis rackets and stuffed toys, London, England; Audley Sparrow & Reid & Co., London, Eng.; A. Bradshaw, Nottingham, Eng.; C. H. Collins & Sons, Ltd., Birmingham, Eng.; A. B. Trichon & Co., Dundee, Scotland; Gloucester Pin Mfg. Co., Gloucester, Eng.; Guerault & Lemariher, Paris, France; Harwood Bros., Liverpool, Eng.; Louis Levrier, Oyonnax, (Ain), France; J. Nicklin & Co., Ltd., Birmingham, Eng.; Rendall & Underwood & Co., Birmingham, Eng.; Solport Bros., Ltd., London, E.C.; Lewis Woolf, Birmingham, Eng.; Jos. Walker, Birmingham, Eng.

While the firm will perhaps do a larger business in import for the immediate present, it is proposed to engage in exporting various Canadian lines from time to time.

Where Does the Retail Grocer Get Off?

THIS is the season of the year when the retail grocer, perhaps to greater extent than any other tradesman, is pestered to death with solicitors who want quantities of groceries for sale at church and other bazaars, etc. He is the goat to such an extent, in some localities, that he is to be sincerely sympathized with.

It does seem that many women, when it comes to a matter of this nature, have absolutely no conception of the idea which they advance—that of getting anywhere from, say \$5 to \$25 worth of groceries. In fact, trading with a certain grocer, they seem to feel that he, the grocer, is under obligation to supply at least a generous portion of what may be disposed of at the above-mentioned functions. As a case in point, the writer, in speaking a few days ago with an ex-salesman, and who well knows the difficulties of the retail grocer, and whose profits are, all too often, very

meagre, was informed that a certain woman, entering the store of her grocer, and being gently reminded by the latter that he would have to draw the line somewhere, threatened to immediately withdraw her custom, were her wishes not met.

The principle adopted in so many parts of the country—that of holding functions of this sort to raise funds for the carrying out of church enterprise—worthy and all as it may be, does seem very wrong. However that may be, it is not proposed to discuss the matter here. It would seem, notwithstanding, that grocers would do well to take a firm stand in the matter, for here is an evil, unless provision be made for it in the estimated overhead charges for the year, which will let the retail grocer "in" for many dollars' loss. It is an imposition which should not be tolerated—not to the extent, in any case, which so frequently obtains.

CURRENT NEWS OF THE WEEK

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

MARITIME

John Neville, general merchant, Halls Harbor, N.S., is retiring from business.

Daniel Murray, general merchant, Springhill, N.S., has been succeeded by D. Murray & Co.

Dearborn & Co., Ltd., wholesale grocers and manufacturers of spices, St. John, N.B., suffered recently from fire. The loss was covered by insurance.

Muir Bros. have opened a new branch of their grocery and food business at Stellarton, N.S., in the building formerly occupied by Hattie Bros. The firm now have stores at New Glasgow, Stellarton, Thorburn and Barney's River, N.S.

QUEBEC

Brown & Duncan, grocers, Montreal, have dissolved partnership.

Wm. J. Brown and Harold E. Pugh have registered a partnership.

L. Valiquette, grocer, Fabre, has been succeeded by Alfred Valiquette.

Caldwell & Kelly, general merchants, Shawville, have been succeeded by J. H.

ONTARIO

John Curry, Hamilton, has sold out.

John Currie, grocer, Toronto, has sold to J. M. Tuff.

N. Gordica, Fort William, has sold to J. J. Costi.

W. C. Armstrong, London, has sold to G. B. Clark.

G. Croft, grocer, Toronto, has sold to Robert Walker.

Jennie Little, grocer, Toronto, has sold to Cox Bros.

Wm. Morden, grocer, Chatham, has sold to W. J. Iles.

Geo. Davey & Co., grocers, Toronto, have sold to R. Lawlor.

I. W. Hunter, grocer, London, has sold to A. R. Thrower.

W. H. McGauley, grocer, Blind River, has sold to J. R. Bradbury.

E. Gendron, Cheney Station, has been succeeded by P. Blondin.

A. D. Ferguson, general merchant, Manchester, has sold out.

Andrews Bros., grocers, Toronto, have sold to The Loblaw Stores, Ltd.

Edward W. Knee, grocer, Toronto, has sold to A. Welch & Co.

T. M. Brown, general merchant, Belmont, has sold to Frank B. Taylor.

Odelon Desrosiers, general merchant, Sandwich, has sold to J. C. Whitney.

O. Thomas & Co. are opening a grocery business in Chatham.

H. Nicholls, general merchant, Eberts, has sold to A. W. Clapp.

Andrews Bros., grocers, Toronto, have discontinued business.

Hamilton Bros., general merchants, Sioux Lookout, have opened a branch at Grant.

T. M. Brown, general merchant, Belmont, has sold to Frank D. Taylor.

Birkby & Elgie, grocers, Chatham, have sold to Isaac Johnstone.

E. C. Gammage, grocer, Chatham, has sold his Queen Street store to A. E. Snell, and his St. Clair Street store to R. H. Jones.

M. R. Peter, grocer, Ottawa, has sold to McLatchie Bros.

Walter Mitchell, of Collingwood, Ont., has opened a strictly cash grocery on the corner of Hurontario and Sixth Streets.

The Management of the Loblaw Stores, Limited, gave a dinner to their managers at the Ontario Club on Wednesday of this week, December 17.

John A. Sweet, who died recently at his home, 11 Fairview Boulevard, was one of Toronto's oldest grocers, having been in business for 38 years, retiring only three years ago, at the age of 70. His store was in the neighborhood of Queen and Sumach Streets.

The late Mr. Sweet was born at Darlington, Ont., and came to Toronto to engage in business in 1884.

The Loblaw Stores, Limited, have opened a groceria at 2010½ Queen St. E., Toronto. This store is divided into four sections—groceries, cakes, candies and meat department. All these departments are being run on the groceria plan of "self-serve."

The St. Williams Fruit Preservers, Simcoe, Ont., intend enlarging their plant in the spring. It will be about double the capacity of the present building so as to enable them to turn out double the quantity of goods.

The Loblaw Stores, Limited, Toronto, have opened up three more stores in that city. They have taken over the Andrews Bros.' store at 101 Danforth Ave.; the G. C. Hardy store at 1151 St. Clair Ave. W., and the Irish Store at 607 Pape Ave. This makes a total of 31 stores in the Loblaw chain. It is the intention of the management to open up further stores.

CELEBRATE 68TH ANNIVERSARY.

The Sherer-Gillett Company, Chicago, Ill., and Guelph, Ont., are celebrating this month the 68th anniversary of their establishment. While celebrating the 68th anniversary of its founding, the firm is also commemorating another event—the building of the first Sherer Sanitary Counter twenty-five years ago. During this time more than 65,000 counters have been sold.

FLOOR GAVE WAY UNDER WEIGHT OF CHRISTMAS SHOPPERS

A section of the second floor of the W. E. Preston, Ltd., store, Midland, Ont., collapsed under the Saturday afternoon crowd of Christmas shoppers, and only the fact that the falling floor was checked by the cash carrier wires long enough to allow the employees and customers on the ground floor to escape, prevented serious injury or loss of life. As it was, though several shoppers, chiefly children, suffered painful injuries, no fatality resulted. The fine grocery department of the store was not injured.

FRUIT COMPANY LOSES DAMAGE ACTION

In an action for the sum of \$185.00, which the plaintiffs, J. R. Clogg & Co., Montreal, had brought against the New York Central Railway Company, and which the plaintiffs brought because of alleged wrong delivery of a consignment of oranges in December, 1917, judgment was delivered by Mr. Justice Howard in Montreal last week against the plaintiffs. Plaintiff received a consignment of fruit which he said should have been forwarded to Quebec, his own having been sent to the above destination.

In delivering judgment, Mr. Justice Howard found that if the wrong goods were delivered to the plaintiffs, the mistake was not due to the company, against whom action was taken, and who had carried out the directions as given to them.

COFFEE CONSUMPTION INCREASING

R. J. Drolet, of J. Aron & Co., Inc., coffee importers and exporters, New York City, has been in Canada for some time and just returned to New York City at the end of last week. Mr. Drolet has been appointing agents in different parts of the country. He was as far west as Vancouver. He reports that coffee roasters and grinders in Canada are very much interested in coffee and predicts for Canada a much greatly increased consumption of coffee. He has been absent from the New York office for a couple of months but his trip included visits to some Western States centres. While in Toronto last week he appointed the Lind Brokerage Co. their agents in Toronto.

Mr. Drolet is a former Canadian from Montreal, so that he is by no means a stranger here.

CHRISTMAS EXHIBIT

Many Grocers and Butchers Are Attending the Display This Week in the New Cooler in the Annex of the Plant

Hundreds of grocers and butchers are attending the splendid display of Christmas beef and other products manufactured by this firm at the plant of Gunns, Ltd., this week. The exhibit is being held in the new cooler in the annex, and is one of the most attractive ever held. This display of Christmas beef and lamb is very fine, and many choice sides are shown. Some of them are from prize animals that were winners at the Fat Stock Show, recently held at the Union Stock Yards, and others were purchased outside the city. One of the features of the exhibit that is occasioning considerable favorable comment is the showing of parts of the beef and lamb that heretofore have been considered discards. These can be made into palatable dishes, and this fact was brought out at the show. The products of Gunns, such as Easifirst, lard, and many of their prepared meats were displayed to advantage. The cooler was very attractively decorated with the Christmas colors, red and green, presenting quite a gala appearance.

ENGLISH CONFECTIONERY SLOW TO REACH MARKET

British Confectionery Products Will Not Be a Large Factor for Some Time—

A. D. Gunn Co., Vancouver, Has New Factory

A. D. Gunn, wholesale confectioners and candy manufactures, have bought the property and building at 129 Cordova West, Vancouver, known as the old Grand Theatre. The building has been entirely made over into a factory, modern in every way. Mr. Gunn returned from overseas on December 2; he reports that while many English confectioners and manufacturers have got into their stride, there are many of the lines familiar on the Canadian market that will not be available till next spring. While one of their principals, Callard & Bowser, manufacturers of butter scotch and nougat, have recently made their first delivery to Vancouver since '14, others are not ready yet to export. Foster Clarke, of Maidstone, Kent, will be unable to ship custard powders, etc., to Canada till spring, as their factories are just now being converted to their pre-war purpose, one having been used for munitions and one for canning beef.

IS THE WHOLESALE COMPETING?

Continued from page 40

grocers have their own private brands, but they are in the market, constantly, as buyers of job-lots of merchandise which they sell in competition with the goods of manufacturers for whom they act as distributing agents. In the long run, that sort of thing does not pay. The jobbers should realize that. They should also realize that they must take a stand on one side of the fence or the other—and stay there. They cannot be brokers

one week, jobbers the next, and dealers in job-lots the next.

A complaint one often hears is that the majority of jobbers' salesmen are merely "order takers" and that the jobbers themselves are merely collectors. That is an over-statement, of course. But there is just enough in it to make it stick. If it is true, as many manufacturers say it is, that their salesmen, and not the jobbers', sell the bulk of their output and that they can collect from retailers at smaller cost than the jobbers' discount amounts to, the jobber will do well to "Stop, Look and Listen." It may be that he is getting on dangerous ground.

WILLIAM KEARNEY PASSES

There died in the Montreal General Hospital last week, William Kearney, of the wholesale tea and coffee firm of Kearney Bros., Ltd. The late Mr. Kearney came to Canada from his



The Late William Kearney

birthplace, County Lough, Ireland, in the early seventies. With his two brothers, John and Thomas, he established a wholesale grocery business in Montreal. Subsequently, Mr. Kearney became owner of the Oxford Cafe, and later owner of James Guest & Co., wholesale wines and liquors.

Mr. Kearney joined the firm of Kearney Bros., established about forty-seven years ago, after the decease of two of his brothers, Thomas and John. Kearney, another brother, Peter, at that time being the remaining partner.

Having visited Ireland during the past fall, the late Mr. Kearney returned to Montreal about a month ago. In failing health, he gradually sank until his demise, as above.

NOW FOR AN INTELLIGENT RECKONING!

Continued from page 41

always safe to copy, or imitate, or emulate success. So think that over.

Remember, too, that whatever value

you put into your inventory you will not change the actual value of the merchandise. If, therefore, you value it too high, the stock will not pan out and you will be badly fooled. If you undervalue it the stock will come up better than you calculated. That is the only kind of self-fooling that you can afford to have around your shop.

What will you do when you have the lists completed? Obviously, you yourself must work nights and at every odd moment pricing and totalling the sheets so you can balance your books. This work always is most valuable to every thoughtful grocer, for it will show him precisely where he has too much stock—and practically all of us are subject to this weakness.

This is the finest time of the year to see just how much more than you should have is in stock. As a preliminary, you might figure out what you should have, based on your sales. If, for example, you are doing \$40,000, the correct normal limit of your stock on hand, assuming that you are fairly convenient to markets, is \$2,666.66. This is arrived at in this way:

Sales, \$40,000. Average gross margin, 20 per cent., or \$8,000. That leaves \$32,000 as cost of goods for the year. Turnover should be twelve times, so divide \$32,000 by twelve and you find the normal stock to be as stated.

Having set down that kind of figure for your own business, you will be astonished to find how much you have in excess of what you should have. Then, when you have found this out you will begin to reduce stocks. It is not so desirable that you make cut price sale, though you may have to reduce some items to clean them out, as it is that you stop buying. Cut every order down to just what you must have. When you have reduced stock to normal, keep it there. That is perhaps as valuable a result as you can expect to get out of the habit of taking an inventory.

But take the inventory anyway. Know where you stand at least once annually.

JAMS ARE ADVANCED

(Continued from page 38)

jam will be even higher. Indications point to very strong prices ruling on sugar in 1920. The quotations on raws for delivery next year are at such levels as to preclude any possibility of normal values on the refined article. Consequently jams are bound to reflect the sugar situation.

The new prices on jams to the retail trade are as follows:

Black currants, 16 oz., doz.	\$4.60
Black currants, 4s, each	1.15
Gooseberries, 4s, each	98
Gooseberries, 16 oz., doz.	4.10
Peach, 4s, each	97
Peach, 16 oz., doz.	4.00
Red currants, 4s, each	1.00
Red currants, 16 oz., doz.	4.15
Raspberries, 16 oz., doz.	4.60
Raspberries, 4s	1.15
Strawberries, 16 oz., doz.	4.70
Strawberries, 4s, each	1.20

NEWS FROM WESTERN CANADA

William McAsh, grocer, Saskatoon, has sold out.

Nichols Cash Grocery, Winnipeg, is discontinuing.

Alex. Cohen, grocer, Edmonton, has sold to H. Miner.

Roger J. McAskin, grocer, Edmonton, has sold to T. Bell.

Thomas Richardson, general merchant, Fielding, Sask., has sold out.

Morrison & Silver, grocers, Dauphin, Man., have sold to Kaltek & Sykwarok.

G. J. Forbes, general merchant, Marylake, Alta., has sold to L. R. Hicks.

Foley & Buckland, grocers, Winnipeg has sold to Bradshaw & Ball.

A. Gulluzzo, grocer and confectioner, Winnipeg, has sold to G. J. Brown.

S. Slemko, general merchant, Warspite, Alta., has sold to S. C. Herman.

H. D. Grisewold, general merchant, Paulson, Alta., has sold to S. C. Herman.

Thos. Ray, general merchant, Pouce Coupe, Alta., has sold to W. S. Bullen & Co.

W. Korbin, general merchant, Kuroki, Sask., has sold to Klurfine & Kowall Bros.

Summerfeldts, general store, Dundurn, Sask., has been sold to Stewart Bros.

Mrs. E. B. Morrison, general merchant, Beresford, Man., has sold to F. McLellan.

W. K. Wilson, general merchants, Findlater, Sask., has sold to Abramovitch & Bronstein.

Joseph Knox & Sons, general merchants, Dilke, Sask., are selling to W. A. Caswell & Co.

The Milner Trading Co., Lamont, Alta., have been succeeded by the Letawsky Trading Co.

Dompier & Co., general merchants, Notre Dame de Lourdes, Man., are selling to Xavier Delaques & Co.,

Booth & Bristow, grocers and butchers, Winnipeg, have sold their grocery business to Mrs. Rydall.

James and Annett are opening a new cash store at New Norway, Alta. The store will carry a full stock of groceries, dry goods, boots and shoes.

J. C. Anderson, formerly with Meade Bros., Nassau Street, Winnipeg, has started in the grocery and provision business for himself, at 759 Corydon Avenue, naming his store The Crescentwood Grocery. Mr. Anderson has been with Meade Bros. for a number of years, and has a very large circle of friends, who wish him every success in his new venture.

A new trading company, known as the Penticton Trading Association, Ltd., has been organized in the town of Penticton, B.C. This concern commenced

operations on the first of December, with a full line of groceries, provisions, flour and feed. The capital subscribed is \$11,750, of which \$7,025 has been paid up. The store will be run on the co-operative plan, and will be managed by Chas. I. Spence, formerly of Fernie, B.C.

CO-OPERATIVE ORGANIZATION OPENS IN VANCOUVER

Follows System Adopted in Old Country

A co-operative organization was launched in Vancouver on November 29, when the Vancouver Co-Operative Society opened their new store at 41 Pender West. On the opening day the members bought out the entire stock that had been put on the shelves, and orders taken on that day amounted to a few hundred

dollars' worth out of shipments to arrive as well. Robt. Skinner, the manager, stated that the society was organized along the lines of the Old Country societies. He stated that shares were sold to consumers at \$5 each; no one person could own more than fifty; one shareholder had one vote, and that after deducting 3% for the use of capital, and 1% for educational work along the co-operative line, the net profit remaining would be distributed among the shareholders, in proportion not to the amount of their shares but the amount of their purchases. A limited line of dry goods is also carried. The management expect to extend the scope of its service. Mr. Skinner is a practical grocer of several years' experience, "and I have read CANADIAN GROCER for many years," he stated.

A CO-OPERATIVE STORE

A great deal of interest is being manifested throughout Canada in the experiments being conducted by local grain growers' associations in the West in the operation of co-operative general stores. Here is a view of the interior of the store operated by the grain growers at Melville, Sask., a divisional point on the G.T.P. Railway. The turnover in this store in 1918 was approximately \$64,000. It was started with a capital of \$400 four years ago. It will be observed that apart from its grocery department, which is fairly complete, it stocks a very rough line of goods for the farmer trade. The manager's desk is located beside the second stove in the rear. Here he receives orders for binder twine, coal, lumber, machinery and repairs. The store and all services in connection with it is available to the general public. It is organized under the auspices of the Saskatchewan Grain Growers' Association, which has the support of the Government, and which operates so many co-operative grain elevators in the Province as to practically have a monopoly of the business.



WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is not much tendency to lower prices in the general list of grocery commodities on the various markets throughout the Dominion. The trend appears to be the other way. Shortage in various lines is reported. The sugar situation does not improve readily and the likelihood is that supplies will be only fair and prices very strong in the New Year.

MONTREAL—Advanced prices are in effect this week for MacLaren's Imperial peanut butter, in jars, tins and in bulk. The present bulk price is 28c per pound. Broken caustic is down 50c per drum to \$6.50. Camphor tablets are up 50c per pound to \$5.50. Libby's corned beef is lower to the extent of approximately 20 per cent. Bee brand jelly is advanced 45c per dozen in one jobbing quarter, the present price being \$2.95 per dozen. Pure Gold jellies are quoted at \$1.40. New prices are out on various Crosse & Blackwell goods.

The outlook for sugar supplies is anything but encouraging, as the raws are now running short, and it will be mid-January probably before the supplies are made up. Canned goods are steady; nuts are active and peanut prices are showing a tendency to decline, while others are still steady and firm. Dried peaches are higher, due to the exchange situation. Turkish figs are to hand and dates have also come in from the Orient and are of excellent quality, but high in price. Honey and maple syrups and sugar are steady and unchanged. Rice markets are very firm and strength of undertone is developing. Tapioca is unchanged. Cocoa prices have advanced, the package sizes being changed 5c to 25c per dozen. Teas continue to sell well and the undertone is firm. Cereal markets promise to be higher and in one or two quarters there are already advances. Spices have moved out well. Package rolled oats and barleys are likely to be higher. Fruits and vegetables are mostly firm with a number of advances for vegetables.

The exchange situation is causing some uneasiness insofar as it affects lines imported from the United States. Trade has continued very satisfactory and there has been much of the holiday spirit manifest already in trade circles.

TORONTO—There are not many changes in the grocery markets this week. Prices are for the most part steady with tendencies towards higher levels. Sugar quotations are unchanged on the basis of \$12.21, Toronto delivery. Some dealers seemed to think there was a slight improvement in offerings this week,

but supplies are still confined within narrow limits. New prices of jams have been announced and all kinds have advanced. There is a very heavy demand for jam and all indications point to strong values prevailing for some time to come. The scarcity of sugar is forcing people to buy more prepared jam than they otherwise would and this fact has largely been responsible for the higher quotations. The shortage of raisins is still very keenly felt and no improvement was reported this week. In fact shipments that have long since been sent forward from California have been delayed, owing to greatly hampered shipping facilities in the United States. The shortage is not likely to be relieved before Christmas and because of the heavy inquiry for the Christmas trade the scarcity is more keenly felt than it otherwise would be. There were some number one Crown muscatels offered this week as high as 23 cents. Thompson's seedless raisins are practically off the market and any who have them in stock are asking as high as 24 cents per pound for them. There is no scarcity at all of currants and Grecian currants are fairly abundant. Shipments have been coming along freely and present prices are lower than quotations on raisins. There is a tremendous demand for all Christmas specialties. Dates are big sellers at strong figures. Table raisins are also in demand, ranging in price from \$7.50 to \$10.50 per twenty pound packages. Oranges and nuts are, as is usual at this season, meeting with a tremendous inquiry. California navels are now arriving freely. Spanish Malaga grapes are also on the market this year for the first time since the war. They are quoted very high.

In the produce markets fresh meats are up for the better class of pork and beef. Butter and eggs are very strong, but smoked meats and pork products continue at steady figures.

WINNIPEG—Markets this week are generally very strong with scarcity of some lines still very pronounced. The sugar situation does not improve satisfactorily and supplies are very light. Dried fruits are in heavy demand and the quantities available are not sufficient to meet it. Bulk teas show advances this week and the market for the same is very strong. All Christmas goods, such as fruits and nuts, are selling freely. Both cocoa and cocoanut are quoted higher. Fancy biscuits are also likely to advance.

In produce lines hog quotations are steady and firm. Lard is quoted slightly easier, but cheese, butter and eggs are all very strong.

QUEBEC MARKETS

MONTREAL, Dec. 17—Changes for the week in grocery markets have been, for the most part, on goods imported from the United States and on some other imported goods. The general feeling is that most commodities are likely to hold firm for the present, although there may be a few revisions downward after the first of the year on some lines of dried fruits. This depends upon the extent of the selling of various lines in the meantime and the arrival, from now on, of such goods as were expected to arrive ere the holiday season is over.

Not Much Promise of More or Cheap Sugar

Montreal.
SUGAR.—The present outlook does not leave much encouragement for the trade with regard to replenishment of supplies. Entering the mid-season when old and new crop raws meet, it is apparent that the refiners will not have succeeded in laying aside any considerable quantities of refined sugars. As a consequence of the very heavy demand from all sections of the country, coupled with the difficulty of securing new supplies of raw sugar, it is questionable if sugar will be available in any but meagre quantities for many weeks. In the meantime, refiners are running to the end of their raw sugar stock, and with little likelihood of being able to replenish this before the middle of January, or thereabouts. It will be necessary, in the meantime, to closely conserve supplies all around. Certainly there will be no decline in the market, and there is probability of increases coming soon.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	12 00
Acadia Sugar Refinery, extra granulated.	12 00
Canada Sugar Refinery	12 00
Dominion Sugar Co., Ltd., crystal granulated	12 00
St. Lawrence Sugar Refineries	12 00
Iceing, barrels	12 20
Iceing, 25-lb. boxes	12 60
Iceing, 50-lb. boxes	12 40
Do., (50 1-lb. boxes)	13 70
Yellow, No. 1	11 60
Do., No. 2 (Golden)	11 50
Do., No. 3	11 40
Yellow, No. 4	10 55
Powdered, barrels	12 10
Do., 50s	12 30
Do., 25s	12 50
Cubes and Dice (asst. tea), 100-lb. boxes	12 60
Do., 50-lb. boxes	12 70
Do., 25-lb. boxes	12 90
Do., 2-lb. pack	14 00
Paris lumps, barrels	11 85
Paris lumps (100 lbs.)	11 95
Paris lumps (50-lb. boxes)	12 05
Paris lumps (25-lb. boxes)	12 25
Paris lumps (cartons, 5-lb.)	13 00
Do. cartons, 2-lb.	13 25
Do. (cartons, 5-lb.)	12 75
Crystal diamonds, barrels	12 60
Do. (100-lb. boxes)	12 70
Do. (50-lb. boxes)	12 80
Do. (25-lb. boxes)	13 00
Do. (cases, 20 cartons)	13 75

Firm and Steady Are Various Canned Goods

Montreal.
CANNED GOODS.—Actual activity in the canned goods market is rather limited, booked orders having been quite extensively delivered to the dealer. Sorting orders come to hand from week

to week, and there is no change in the list, as far as quotations are concerned. An odd lot of special fruits and other canned vegetables, etc., comes to hand from time to time.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2 1/2s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62 1/2	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2 1/2-lb., doz.	1 50	1 50
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s)	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2 lb. tins	1 45	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 80	1 85
Do., 2 1/2s	1 90	2 15
Do., 3s	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	1 85	1 90
Peas, standards	1 92 1/2	2 05
Do., Early June	3 00	3 00
Do., extra fine, 2s	2 00	2 00
Do., Sweet Wrinkle	1 57 1/2	2 75
Do., fancy, 20 oz.	2 75	2 75
Do., 2-lb. tins	27 50	30 00
Peas, Imported—	23 00	20 00
Fine, case of 100, case	30 00	23 00
Ex. Fine	23 00	20 00
No. 1		
No. 2		

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 25	6 50
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 80	1 95
Do., gallons, doz.	5 25	5 75
Blueberries, 1/2s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. talls, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
No. 2	3 65	4 00
No. 2 1/2	4 80	5 15
Do., gallon, "Pie," doz.	9 50	9 50
Do., gallon, table	10 00	10 00
Pears, 2s	4 25	4 50
Do., 2 1/2s	5 25	5 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	2 30
Do., 2-lb. talls, doz.	4 00	4 50
Do., 2 1/2s	2 00	2 20
Plums, Lombard	2 40	2 45
Do., in heavy syrup	2 45	2 45
Do., in light syrup	2 40	2 45
Gages, green, 2s	4 50	4 60
Raspberries, 2s, black or red, heavy syrup	4 50	4 65
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	2 25

CANNED FISH, MEATS, ETC.

Salmon—		
Chums, 1-lb. talls	2 00	2 00
Do., 1/2s, flat	1 20	1 20
Sockeye, 48, 1s, doz.	4 75	4 75
Do., 96, 1/2s, doz.	2 50	2 50
Red Springs, 1-lb. tall	4 00	4 30
Do., 1/2 lb.	2 00	2 00
Cohoos, 1-lb. tall	3 75	3 75
Do., 1/2-lb. flat	1 90	1 90
Pinks, 1 lb.	2 55	2 55
Do., 1/2 lb.	1 30	1 30
White Springs, 1s	2 00	2 00

Chums, 1 lb., talls	2 00
Do., 1/2s, flat	1 10
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador, 1-lb. flat	3 60
Alaska, red, 1-lb. tall	4 25
Herrings, imported, tomato sauce	3 25
Do., kippered	2 85
Do., tomato sauce, 1/2s	1 85
Do., kipp., Canadian, 48, 1s	1 50
Do., plain, case of 4 doz.	6 75
Do., 1/2s	1 65
Haddies (lunch), 1/2-lb.	1 00
Haddies, chicken (4 doz. to case), doz.	2 25
Canadian sardines, case	6 25
Whale Steak, 1-lb. flat	2 00
Pilchards, 1-lb. talls	1 90
Norwegian sardines, per case of 100 (1/4s)	24 00
Oysters (canned), 5 oz., doz.	2 60
Do., 10 oz., doz.	4 20
Lobsters, 1/4-lb., doz.	3 40
Do., 1/2-lb. tins, doz.	5 50
Do., 1-lb. talls	12 00
Do., 3/4-lb., doz.	6 00
Do., 1-lb. flats	12 00
Lobster paste, 1/2-lb. tins	2 40
Sardines (Amer. Norweg'n style)	14 50
Do., Canadian brands (as to quality), case	6 25
Do., French	32 00
Do., (gen. Norwegian)	21 00
Do., Portuguese, case	22 25
Scallops, 1-lb., doz.	3 25
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 40
Do., 1 1/2s	4 50
Crabs, No. 1 (case 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river), 1 lb., doz.	1 90
Scotch Snack, No. 1, doz., Montreal	2 35
Meats, English potted, doz.	2 00

Dried Peaches Up; Turkish Figs Come

Montreal.
EVAPORATED FRUITS.—Prices are marked up in one quarter on dried peaches, and this is attributable to the high rate of exchange. The advance makes the maximum wholesale price 30c per lb., for fancy, and 28c per lb. for choice. Turkish figs have arrived in this market and are being distributed. European dates, it is also understood, have come to hand, and are of excellent pre-war quality, but the prices are very high. Prunes are active sellers, but the supplies are said to be arriving slowly. Figs are marked up. Until the end of the year changes are expected to be limited, but will probably be more extensive after the first of January.

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

Figs, white (70 4-oz. boxes)....	5 40
Figs, Spanish (cooking), 28-lb. boxes, each	0 14
Figs, Turkish, 3 crown, lb.....	0 44
Do., 5 Crown, lb.....	0 46
Do., 7 Crown, lb.....	0 52
Figs, mats	4 75
Do., 25 8-oz. boxes.....	3 50
Do. (12 10-oz. boxes).....	2 20
Prunes (25-lb. boxes)—	
20-30s	0 33
30-40s	0 30
40-50s	0 25
50-60s	0 22
60-70s	0 21
70-80s (25-lb. box)	0 20
80-90s	0 18½
90-100s	0 17½
100-120s	0 16

Peanuts Will Decline; Almonds; Walnuts High

Montreal.
NUIS.—Peanut prices, after the turn of the year, if not before, are likely to decline, according to the importing trade. Java nuts are due to arrive in this market about the first of January, and prices are said to be 1½ to 2c per lb. lower than the price basis for Spanish. With supplies freer, there is likely to be an easing of the undertone, with a subsequent mark-down of the prices. Walnuts, filberts, pecans and almonds are in active demand for the holiday trade, and there seems to be, for the time being, a fair undertone. The price tendencies, after the holiday's needs are satisfied, will depend, materially, upon the stocks that are then carried over.

Almonds, Tarragona, per lb.....	0 30	0 35
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 26	0 26
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.....	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 20	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.....	0 29	0 30
Do., Shelled, No. 1, Virginia..	0 16½	0 18
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.....	0 38	0 38
Fancy splits, per lb.....	0 33	0 33
Pecans, Jumbo, per lb.....	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 80	0 82
Do., Chilean, bags, per lb.....	0 33	0 33

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

Still Slow Movers Are Beans; Peas High

Montreal.
BEANS AND PEAS.—The sale of beans is still very light. With the present cold weather, if continued, sales should be much heavier. Best grades are selling mostly, and the undertone, despite the slow movement, is strong. Best boiling peas are still scarce and high, but the probability of improving stocks seem to be remote.

BEANS—		
Canadian, hand-picked, bush...	5 10	5 40
Japanese	5 25	5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bushel	4 00	4 00
Split, new crop (98 lbs.)	7 25	8 00
Boiling, bushel	8 00	8 50
Japanese, green, lb.....	9 10½	9 11

Although Season Late Syrup and Honey Move

Montreal.
HONEY AND MAPLE PRODUCTS.
 —Although this is a very late time of the year for much sale on honey, the movement is reported quite active, and jar and tin honey are good sellers. The basis is firm and unchanged. Maple sugar and syrups are still maintained on an unchanged basis, and the movement of these lines is said to be quite satisfactory.

Maple syrup—		
13½-lb. tins (each) (nominal)	16 70	16 70
10-lb. cans, 6 in case, per case	16 60	16 60
5 gal. (Imperial), crated.....		
Maple Syrup (nominal), small lots, cases of 25 lbs. gross, case..	7 00	7 00
In cases of six, 5-lb. blocks, cs.	9 60	9 60
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 26	0 26
In tins, 60 lbs., per lb.....	0 24	0 24
30-lb. pails	0 25	0 26
10-lb. pails	0 26	0 26
5-lb. pails	0 25	0 25
24 1-lb. jars, case	7 00	7 00
2½-lb. tins (24), case	18 00	18 00
Buckwheat (60 lb. tins), lb.....	0 19	0 19

Looks Like High Rice With Bare Markets

Montreal.
RICE, TAPIOCA.—The movement of rice is steady and reasonable. Reports from outside sources are to the effect that supplies are very quickly applied, as they arrive, to orders that have been outstanding for some time. It looks as though the market was not due for any weakening tendency, and advances would be more likely than not. Local prices are held this week, but are very firm.

Tapioca is quite unchanged, but there is not the firmness to this that applies to rice.

RICE—		
Carolina, ex. fancy	17 50	18 00
Do. (fancy)	17 00	17 00
Do., No. 2	16 50	16 50
Do., broken	13 50	13 50
Siam, No. 2	12 50	12 50
Siam (fancy)	16 00	16 00
Rangoon "B"	11 75	13 00
Rangoon CC	11 75	12 90
Mandarin	13 75	13 75
Sparkling	15 75	15 75
Japan	13 50	13 50
Do., special	9 50	9 50
Patna	0 14½	0 15½
Broken rice, fine	7 00	7 00
Do., coarse	9 00	9 00
Tapioca, per lb. (seed)	0 12½	0 16
Do. (pearl)	0 12½	0 14
Do. (flake)	0 11	0 13

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

Molasses Under Market; Firm Syrup Undertone

Montreal.
MOLASSES, SYRUPS.—To import molasses at present would mean that prices at present ruling in this market would have to be advanced, according to a heavy jobber in this line. Supplies are fair with some, others being sold out of round lots. It looks as though there might be further strengthening of the markets.

Corn syrups are even firmer than they were, although there has been no change this week. There is no prob-

ability of declines, say the manufacturers.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 08½	0 08½
Half barrels	0 18½	0 18½
Kegs	0 08½	0 08½
2-lb. tins, 2 doz. in case, case..	5 45	5 45
5-lb. tins, 1 doz. in case, case..	6 05	6 05
10-lb. tins, ½ doz. in case, case	5 75	5 75
20-lb. tins, ¼ doz. in case, case	5 70	5 70
2-gal. 25-lb. pails, each	2 60	2 60
3-gal. 38½-lb. pails, each	3 85	3 85
5-gal. 65-lb. pails, each	6 25	6 25
White Corn Syrup—		
2-lb. tins, 3 doz. in case, case	5 95	5 95
5-lb. tins, 1 doz. in case, case	6 55	6 55
10-lb. tins, ½ doz. in case, case	6 25	6 25
20-lb. tins, ¼ doz. in case, case	6 20	6 20
Cane Syrup (Crystal) Diamond—		
case (2-lb. cans)	7 50	7 50
Barrels, per 100 lbs.	10 25	10 25
Half barrels, per 100 lbs.....	10 50	10 50
Glucose, 5-lb. cans (case)	4 80	4 80

	Prices for
Barbadoes Molasses—	Island of Montreal
Puncheons	1 20
Barrels	1 23
Half barrels	1 25
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.	6 00
3-lb. tins, 2 doz. in case, case.	8 25
5-lb. tins, 1 doz. in case, case.	6 80
10-lb. tins, ½ doz. in case, case	6 65

Note—Prices on molasses to outside points average about 8c per gallon less. In gallon lots 2c above ½ barrel prices.

Coffees Are Moving; Cocoa Has Advanced

Montreal.
COFFEES, COCOAS.—Markets have advanced for coffee, but only as reported last week, and at those prices the various grades are selling actively. Stocks are being augmented from week to week by deferred shipments that have been en route for many weeks.

The cocoa market is higher, and this is in line with the definite forecasts made in CANADIAN GROCER for several weeks. Package lots are advanced from 5c to 25c per dozen, according to the size.

COFFEE—		
Bogotas, lb.	0 46	0 48
Maracaibo, lb.	0 44½	0 46
Mocha (types)	0 45	0 48
Jamaica	0 42	0 45
Mexican, lb.	0 44	0 46
Rio, lb.	0 35	0 37½
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

COCOA—		
In 1-lbs., per doz.	5 50	5 50
In ½-lbs., per doz.	2 90	2 90
In ¼-lb., per doz.	1 55	1 55
In small size, per doz.	1 15	1 15

A Wide Distribution Of Teas; Very Firm

Montreal.
TEAS.—Shipments of tea which have been en route to Canada are still arriving, and the trade is readily accepting their allotments. A very firm undertone characterizes the whole market, all grades being held firmly. With production much shorter during the past season in some countries; with labor costs maintained on a much higher basis than formerly, and with these conditions promised for 1920, there seems little probability of lower market prices than those obtaining to-day. Many anticipations advances later.

JAPAN TEAS—		
Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00
Java—		
Pekoe	0 42	0 45
Orange Pekoe	0 45	0 45

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

Mark-ups on Rolled Oats; Barley Perhaps

Montreal.

CEREALS.—There will probably be considerably higher prices on rolled oats ere long, and this week several varying advances have been made. Package goods, too, will probably cost more soon. Cornmeal is firm under the strong markets for the raw material which are now prevailing, and there seems little probability of any but a strong market. The barley market, too, is very strong, and there is every probability of higher prices prevailing for both pot and pearl grades.

Cornmeal, golden granulated	5 50	6 00
Barley, pearl	7 00	7 50
Barley, pot, 98 lbs.	6 00	6 50
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs. (new)	6 00	
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	6 45	
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	5 40	6 00
Rolled oats, 90-lb. bags	4 70	5 25

Package Goods Firm and Moving Freely

Montreal.

PACKAGE GOODS.—There has been a steadily heavy sale for many classes of package goods. Oatmeal, barleys, rolled oats and various brands of corn flakes are firm, and low prices are improvable at present, particularly as packing material is scarce and high, deliveries being very slow.

PACKAGE GOODS

Breakfast food, case 18	2 85	
Cocconut, 2 oz. pkgs., doz.	0 78 1/2	
Do., 20-lb. cartons, lb.	0 36	
Corn Flakes, 3 doz. case 3 50 3 65 4 15	4 25	
Oat Flakes, 20s	5 40	
Rolled oats, 20s	5 60	
Do., 18s	2 00	
Do., large, doz.	3 00	
Oatmeal, fine cut, pkgs., case	6 75	
Puffed rice	5 70	
Puffed wheat	4 25	
Farina, case	2 35	
Hominy, pearl or granu., 2 doz.	3 65	
Health bran (20 pkgs.), case	2 60	
Scotch Pearl Barley, case	2 60	
Pancake Flour, case	3 60	
Pancake Flour, self-raising, doz.	1 50	
Buckwheat Flour, case	3 60	
Wheat food, 18-1 1/2s	3 25	
Wheat flakes, case of 2 doz.	2 80	
Oatmeal, fine cut, 20 pkgs.	6 75	
Porridge wheat, 36s	6 45	
Do., 20s	6 25	
Self-raising Flour (3-lb. pack.)		
Do.	2 90	
Do. (6-lb. pack.), doz.	5 70	
Corn starch (prepared)	0 11 1/2	
Potato flour	0 16 1/2	
Starch (laundry)	0 12	
Flour, Tapioca	0 15	0 16

Speculation as to Probable Flour Price

Montreal.

FLOUR.—The market undertone is a very firm one, and while there is no definiteness regarding the outlook, many are speculating as to whether an advance will be permitted. Millers have been working on export business for the Wheat Export Company, and whose last order, CANADIAN GROCER understands, was for another half million barrels. This business is said to be more

desirable and more profitable than that of domestic nature. Mills are running, for the present, to full capacity, it is stated.

Standard Wheat Flour—

Straight or mixed ears, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bbl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 80
Winter wheat flour (bbl.)	10 75

Holiday Sales Big of Various Spices

Montreal.

SPICES.—Sales to the trade of various spices for holiday demands have been quite up to the average, and importers are well pleased with the situation. In a general sense the market remains firm, without actual changes this week in the price list.

Allspice	0 22	
Cassia (pure)	0 33	0 35
Cocconut, pails, 20 lbs., unsweetened, lb.	0 46	
Do., sweetened, lb.	0 36	
Chicory (Canadian), lb.	0 20	
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 85	
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 40	
Ginger (Cochin or Jamaica)	0 31	
Mace, pure, 1-lb. tins	1 00	
Mixed spice	0 30	0 32
Do., 2 1/2 shaker tins, doz.	1 15	
Nutmegs, whole	0 60	0 70
64, lb.	0 45	
80 lb.	0 43	
100, lb.	0 40	
Ground, 1-lb. tins	0 65	
Pepper, black	0 38	0 40
Do., special	0 32	
Do., white	0 50	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 28	0 30
Paprika	0 65	0 70
Tumeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 00	1 10
Cardamon seed, per lb., bulk	2 00	
Carraway (nominal)	0 30	0 35
Cinnamon, China, lb.	0 80	0 80
Do., per lb.	0 85	0 40
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Pimento, whole	0 18	0 20

For spices packed in cartons add 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

Hay and Straw Up \$1; Oats One Cent Less

Montreal.

HAY AND GRAIN.—An increase of one dollar per ton is applied this week to all grades of hay, and to straw also. This is the inevitable result of the approach and arrival of severe weather, together with a short delivery to market by the farmers. There is plenty of hay in the country but it does not seem probable that the immediate future will record any lowering of prices. Oats are reduced one cent a bushel. This does not mean that the market is weakening in a general way, for the undertone on good milling oats has ruled high for some time and they are said to be scarce. No barley quotations are available.

Hay—		
Good, No. 1, per 2,000-lb. ton	25 00	
Do., No. 2	24 00	
Do., No. 3	20 00	
Straw	12 00	
Oats—		
No. 2 C.W. (34 lbs.)	1 01	
No. 3 C.W.	0 99	
Extra feed	0 99	

No. 1 feed	0 98
No. 2 feed	0 96
Barley—	
No. 3 C.W.	
No. 3	
No. 4 C.W.	

Holiday Fruits Firm; Box Apples at \$4.00

Montreal.

FRUITS.—The movement of fruits has been active, and grapes, fancy pears, pomegranates, oranges and bananas have been the leaders. For the better boxed apples, \$4 is being asked, and prices on barrel apples are decidedly firm. There is a good array of grapefruit at \$4.25 per case.

Apples—

Baldwins	7 50	8 00
Ben Davis, No. 1	6 00	7 00
MacIntosh Red		12 00
Fameuse, No. 1		14 00
Greenings	7 00	7 50
Gravenstein	5 00	5 50
Spies		10 00
Winter Reds	6 50	7 00
Apples in boxes	3 75	4 00
Bananas (as to grade), bunch	6 00	6 75
Cranberries, bbl.	12 00	13 50
Do., gal.		0 75
Holly, doz. bunches, doz.		2 00
Grapes, Tokay (box), 30 lbs.		3 50
Grapes, Emperor, kegs		3 00
Grapefruit, Jamaican, 64, 80, 96		2 25
Evergreen, bundle		3 00
Do., Florida, 54, 64, 80, 96		4 25
Lemons, Messina		6 00
Pears, Cal.		6 50
Pomegranates (boxes of about 80)		7 00
Keiffer Pears (box)		6 75
Pears, Cal.		6 00
Oranges, Cal., Valencia		6 25
Cal. Navel		6 00
Florida, case		6 00

Tendencies Higher On Many Vegetables

Montreal.

VEGETABLES.—The market undertone on nearly all lines of coarse vegetables is higher, and this will probably be maintained owing to the difficulty of getting supplies to market in cold weather. Potatoes, onions, turnips, etc., are firm. Mushrooms are marked higher and increased prices are effective for leeks, parsley, green peppers, mint and cauliflower.

Artichokes, bag	2 00
Beans, new string (imported) hamper	7 00
Beets, new, bag (Montreal)	1 50
Cucumbers (hothouse), doz.	4 00
Chicory, doz.	0 75
Cauliflower, American, doz.	5 00
Cabbage (Montreal), barrels	2 75
Carrots, bag	1 00
Celery, Canadian, doz.	1 00
Do., California, 5-7 doz. crate	11 00
Garlic, lb.	0 28
Horseradish, lb.	0 25
Do. (Boston), head, crate	3 75
Leeks	2 00
Mint	0 60
Mushrooms, lb.	1 50
Do., basket (about 3 lbs.)	4 00
Onions, Yellow, 75-lb. sack	5 00
Do., red, 75 lbs.	6 00
Do., crate	2 75
Do., Spanish, case	7 00
Oyster plant, doz.	0 50
Parsley (Canadian)	0 30
Peppers, green, doz.	0 50
Parsnips, bag	1 50
Potatoes, Montreal (90-lb. bag)	2 50
Do., sweet, hamper	3 50
Do., New Brunswick	2 75
Do., sweet, hamper	3 00
Radishes, doz.	0 25
Spinach, box	1 00
Squash, Huber, doz.	2 00
Turnips, Quebec, bag	1 50
Do., Montreal	1 25
Tomatoes, hothouse, lb.	0 35

ONTARIO MARKETS

TORONTO, Dec. 19.—The scarcity of raisins is still very pronounced and some wholesalers are entirely without supplies. Transportation difficulties in the United States are the principal causes of the shortage as orders long since passed have been very much delayed. Prices of sugar are unchanged, but the market is very strong and high quotations are likely to prevail. California fruits and nuts are the most active sellers these days. Teas and coffees continue very strong.

Strong Market

Likely in Sugar

Toronto.

SUGAR.—The sugar situation continues about the same, although some refiners expressed the opinion that there was some improvement in the movement of supplies the past few days. However, consignments coming forward are by no means abundant yet. Quotations are very high on raws and deliveries are slow. All indications point to high prices ruling on sugar for some time to come. All refineries are now quoting on the basis of \$12.21, Toronto delivery.

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

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

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

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

Corn Syrups Are

Selling Freely

Toronto.

CORN SYRUPS, MOLASSES.—There are no changes in the market for corn syrups. Prices on both syrups and molasses are steady and strong. There is a very active demand for both products, and all indications point to higher quotations on the latter.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 08 1/2
Half barrels, 1/2c over bbls.: 1/4	
bbls., 1/2c over bbl.	
Cases, 2-lb. tins, white, 2 doz.	
in case	5 95
Cases, 5-lb. tins, white, 1 doz.	
in case	6 55
Cases, 10-lb. tins, white, 1/2 doz.	
in case	6 25
Cases, 2-lb. tins, yellow, 2 doz.	
in case	5 45
Cases, 5-lb. tins, yellow, 1 doz.	
in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz.	
in case	5 75

Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, 1/2c over bbls.: 1/4	
bbls., 1/2c over	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 40
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2	
doz., Barbadoes	4 90
Tins, 3-lb., table grade, case 2	
doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Bar-	
badocoe	5 30

Tins, 10-lb., 1/2 doz. to case,		
Barbadoes	5 20	
Tins, No. 2, baking grade, case	3 50	4 00
2 doz.		
Tins, No. 3, baking grade, case	4 70	6 60
of 2 doz.		
Tins, No. 5, baking grade, case	3 75	6 20
of 1 doz.		
Tins, No. 10, baking grade, case	4 60	6 95
West Indies, 1 1/2s, 48s.	3 60	6 00
of 1/2 doz.		

Rolled Oats Good

Buying Now

Toronto.

PACKAGE GOODS.—With the present strength of the market for raw oats, there is no doubt about it that rolled oats, at present prices, are a good buy; and retailers will do well to see to it that they have a good supply. All indications point to higher prices in the New Year on rolled oats. The round packages in cases of twenty, and also the square packages, are selling freely at \$5.60 per case for the former, and at from \$5.10 to \$5.60 for the latter. Fine oatmeal is quoted at \$6.75 for 20s, and cornmeal, in 24s, is selling at \$3.65.

PACKAGE GOODS

Rolled Oats, 20s round, case	5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 30
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb., cartons	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/2
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 13 1/2
Do., in 6-lb. wood boxes	0 13 1/2
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 60
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s.	3 30
Buckwheat flour, 24s	3 30
White flour, 24s	5 50
Graham flour, 24s	5 75

Bulk Cereals

Are Active

Toronto.

CEREALS.—There is an active demand for all cereals at present prices. Rolled oats are very strong, and are quoted at \$4.75, in bags of 90 pounds. Rolled wheat, in 100 pound bags, is selling at from \$6.50 to \$7. Oatmeal, in 98s, is selling at from \$5.70 to \$5.80.

Single Bag Lots

	F.o.b. Toronto	
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s		6 00
Barley Flour, 98s		4 50
Buckwheat Flour, 98s		6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75

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

Teas on Spot

Are Steady

Toronto.

TEAS.—The tea market continues much the same, with all indications pointing to a very strong situation. Quotations on spot are unchanged. Dealers are buying more freely for import, and anything that has been purchased on a low market is selling very rapidly. Teas cannot be replaced at present selling prices. Buying in the Old Country is very heavy, as tea drinking in England has greatly increased. Rupee exchange has again advanced, and the continuous strengthening of exchange enhances the values of teas on primary markets.

Ceylons and Indians—

Pekoe Souchongs	0 48	0 54
Pekoes	0 52	0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66

Javas—

Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50

Japans and Chinas—

Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Jams Show

Higher Prices

Toronto.

CANNED GOODS.—There is a very active demand for most lines of canned goods, and some lines are rapidly becoming depleted. Tomatoes are fairly plentiful, at from \$1.95 to \$2 per dozen. Canned peas are very strong in price, at from \$2 to \$2.50 per dozen, for standards, and at \$2.40 for early Junes. Canadian corn is in brisk demand at \$1.75 per case. All canned fruits have an exceptionally active inquiry. The demand is unusually heavy, on account of the scarcity of sugar last summer, and the consequent curtailment in the quantity of preserves put away in the homes. Stronger prices are announced on jams, and the increase in quotations has already taken effect, as indicated in the price list.

Salmon—

Sockeye, 1s, doz.	4 75
Sockeye, 1/2s, doz.	2 75
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Cohoos, 1/2 lb. tins	2 00
Do., Red Springs, 1-lb. talls.	3 75
Do., White Springs, 1s, doz.	2 30
Chums, 1-lb. talls	2 35
Do., 1/2s, doz.	1 35
Pinks, 1-lb. talls	2 35
Do., 1/2s, doz.	1 35
Lobsters, 1/2 lb. doz.	6 00
Do., 1/4-lb. tins	3 25
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 75
Canned Vegetables—	
Beets, 2s, dozen	1 45

Tomatoes, 2½s. doz.	1 95	2 00
Peas, standard, doz.	2 00	2 50
Do., Early June, doz.	2 40	2 40
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	2 00	2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.	2 50	2 50
Canadian corn	1 75	1 75
Pumpkins, 2½s, doz.	1 25	1 25
Spinach, 2s, doz.	2 15	2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.	10 00	10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 62½
Do., standard 10s doz.	5 00	5 00
Apples, gal, doz.	6 25	6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 10	2 35

Jams—		
Apricots, 4s, each	0 90	0 90
Black Currants, 16 oz., doz.	4 60	4 60
Do., 4s, each	1 15	1 15
Gooseberry, 4s, each	0 98	0 98
Do., 16 oz., doz.	4 10	4 10
Peach, 4s, each	0 97	0 97
Do., 16 oz., doz.	4 00	4 00
Red Currants, 16 oz. doz.	4 15	4 15
Raspberries, 16 oz., doz.	4 50	4 50
Do., 4s, each	1 15	1 15
Strawberries, 16 oz., doz.	4 70	4 70
Do., 4s, each	1 20	1 20

Raisin Scarcity
Very Pronounced

Toronto.
DRIED FRUITS.—The market for dried fruits is chiefly characterized by a continued scarcity of raisins at a time when there is a particularly heavy demand for the Christmas trade. Some wholesalers are entirely without supplies, and others have very few. Impaired transportation in the United States has greatly held up supplies. One wholesaler was offering number one crown muscatels, in 25s, at 23 cents per pound. Some Smyrna sultanas are being offered, ranging all the way from 22 to 28 cents per pound. New prunes are selling freely. Dates are plentiful, and are in big demand for the Christmas trade. New Hallowee dates are offered at 19½ and 20 cents per pound. Fard dates are 29½ cents per pound.

Evaporated apples	0 22	0 23
Apricots, cartons, 11 oz., 48s.	4 55	4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron	0 75	0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, *3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case	5 50	5 50
Dromedary, 3 doz. in case	7 00	7 00
Fard, lb.	0 28½	0 29½
New Hallowee dates, per lb.	0 19½	0 19½
Figs—		
Taps, lb.	0 17	0 17
Malagas, lb.	0 17	0 17
Comarde figs, mats, lb.	0 17	0 17
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case	5 00	5 00
Cal., 8 oz., 20s, case	3 25	3 25
Cal., 10 oz., 12s, case	2 25	2 25
Prunes—		
30-40s, 25s	0 31	0 31
40-50s, 25s	0 28	0 28
50-60s, 25s	0 24	0 24
60-70s, 25s	0 22	0 22
70-80s, 25s	0 21½	0 21½
80-90s, 25s	0 17½	0 17½
90-100s, 25s	0 16½	0 16½
Sunset prunes in 5-lb. cartons, each	1 15	1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Extra fancy, 25-lb. box, peeled	0 35	0 38

Raisins —		
California bleached, lb.	0 21	0 22
Extra fancy, sulphur bich., 25s	0 20½	0 20½
Seedless, 15-oz. packets	0 23	0 24
Seeded, 15 oz. packets	0 23	0 23
Seedless, Thompson's, bulk e.	0 25	0 27
Crown Muscatels, No. 1s, 25s	7 50	10 50
Turkish Sultanas	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

Spot Coffees
Light in Supply

Toronto.
COFFEES.—Changes in coffees are conspicuous by their absence this week, although the market is very strong and goods on spot are very scarce. There have been some Santos come forward, but the railway situation in the United States has caused delays in shipments coming forward. There is a very active demand for coffees, but the scarcity of good coffees is causing some concern among dealers. Some packaged coffees have advanced this week.

Java, Private Estate	0 51	0 53
Java, Old Government, lb.	0 49	0 50
Bogotas, lb.	0 46	0 52
Guatemala, lb.	0 55	0 55
Mexican, lb.	0 47	0 48
Maracaibo, lb.	0 46	0 46
Jamaica, lb.	0 53	0 53
Blue Mountain Jamaica	0 55	0 55
Mocha, lb.	0 36	0 37
Rio, lb.	0 46	0 47½
Santos, Bourbon, lb.	0 54	0 54
Ceylon, Plantation, lb.	0 25	0 25
Chicory, lb.	0 31	0 31
Cocoa—		
Pure, lb.	0 31	0 31
Sweet, lb.	0 31	0 31

Spice Market
Looks Stronger

Toronto.
SPICES.—The market for spices is very strong, and indications point to higher prices ruling on some lines in the New Year. Peppers are very firm, as also are cloves and ginger. There is a very active demand for spices, and cream of tartar is also very strong, and supplies available are none too plentiful. Quotations are steady.

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

Big Inquiry For
Nuts For Christmas

Toronto.
NUTS.—Nuts for the Christmas trade are selling very freely. The demand for the same is very heavy. A fairly large consignment of California walnuts arrived at the end of last week, and are

being taken up quickly. They are quoted all the way from 40 to 45 cents, depending on the quantities bought. Almonds have been coming through slowly, particularly shipments sent via New York. Almonds that were sent through Montreal have arrived. The exchange situation on Canadian currency has also added to the price. Some dealers have been paying a premium on shelled Manchurian walnuts to get them through from Vancouver. Unsweetened coconut is now quoted to the trade as high as the sweetened kind, at 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Bitternuts, Canadian, lb.	0 08	0 08
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Grenobles, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 25	0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack	10 00	10 00
Cocoanut, unsweetened, lb.	0 45	0 45
Do., sweetened, lb.	0 45	0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.	0 32	0 33
Mixed Nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Peanuts, Spanish, lb.	0 25	0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.	0 88	0 88
Pecans, lb.	1 30	1 30

Rices Are Quiet;
Market is Firm

Toronto.
RICES.—The market for rice just now is rather quiet. It is not an active seller at the present time. There is some Siam second rice on the market that is quoted at 13 and 13½ cents per pound. Future quotations on tapioca look easier, but it will be February before there is any new stuff on the market. Tapioca is at present selling at from 14½ to 15 cents per pound.

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

Honey Sells
Slightly Easier

Toronto.
HONEY, MAPLE SYRUPS.—Supplies of honey in the dealers' hands are fairly plentiful, and there is ample to supply all inquiry. The ten and sixty pound tins are selling to the trade at 25 cents per pound, and buckwheat honey in 50 pound tins is quoted at 16 cents. Number one fancy comb honey is offered at \$4.50 per dozen. Maple syrup is now pretty well sold up, and is largely in the hands of the retail trade.

Honey, Clover—		
5-lb. tins	0 28	0 28
2½s. tins	0 29	0 29
10-lb. tins	0 25	0 25
60-lb. tins	0 25	0 25
Buckwheat, 50-lb. tins, lb.	0 16	0 16
Comb, No. 1, fancy, doz.	4 50	4 50
Do., No. 2, doz.	0 28	0 28
Maple Syrup—		
¾-lb. tins, 10 to case, case	18 00	18 00
Wine qt. tins, 24 to case, case	23 00	23 00
Wine ½ gal. tins, 12 to case, case	20 00	20 00

Wine, 1 gal. tins, 6 to case, case	24 00
Imp. 5 gal. cans. 1 to case, case	20 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 29

Beans Have a Good Inquiry

Toronto.

BEANS.—No changes are noted in the market for beans this week. There is a moderate demand for the same, and prices are holding at firm quotations.

Ontario, 1-lb. to 2-lb. pickers, bus.	5 25	5 50
Do., hand-picked, bus.	6 00	6 00
Marrowfats, bush.	6 00	6 50
Japanese Kotonashi, per bush.	4 50	5 00
Rangoons, per bushel	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, lb.	0 13	0 14

Cal. Navels Now Arriving Freely

Toronto.

FRUITS.—There is a very active demand for oranges and grapefruit at the present time. There are still California Valencia oranges on the market selling at from \$5.50 to \$6.75 per case. California navels are also arriving freely, and are quoted to the trade at from \$6 to \$7.50 per case. Apples in barrels are unchanged in price. Grapefruit is from \$4.50 to \$5.75 per case. Spanish Malaga grapes are selling well for the Christmas trade. These are the first since before the war. They are selling at from \$13 to \$16 per barrel. Tangelos are from \$3.50 to \$5 per case.

Bananas, Port Limons	0 08
Valencia Oranges—	
100s, 126s, 150s, 176s, 200s	5 50 6 75
216s, 250s, 288s, 324s	5 50 6 75
Cal. Navels—	
100s, 126s, 150s, 176s, 200s	6 00 7 50
216s, 250s, 288s, 324s	6 00 7 00
Lemons, Cal., 300s, 360s	5 00 6 00
Lemons, Messinas, 300s	5 75
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50 5 75
Apples—	
Nova Scotia Kings, bbl.	6 00 7 00
Ontario Spies, bbl.	6 00 6 50
Blenheims, bbl.	5 50 6 50
McIntosh Reds, box	3 75
Jonathans, box	3 35 3 50
Kings, box	3 25
Spys, Ont., box	2 75
Rome Beauty, sizes 88s, 96s, 104s, 118s, 125s, 138s, 150s	3 75 4 00
Delicious, 80s, 88s, 100s, 112s, 125s, 138s, 150s, 168s, box	4 00 4 25
Cal. Pears	5 50
Florida Tangelines, 144s, 168s, 196s, 216s, 224s	3 50 5 00
Grape, Cal., Emperor	7 75 8 00
Do., Spanish Malagas, keg	13 00 16 00
Cranberry, Cape Cod, bbl.	14 00
Do., half bbl.	7 50
Do., boxes	4 50
Pomegranates, boxes	4 00
Can. Chestnut, lb.	0 25

Vegetables Show Few Changes

Toronto.

VEGETABLES.—There are not many changes in quotations on vegetables. Ontario potatoes are \$2.50 and \$2.60 per bag. Green vegetables are beginning to be offered more freely. Green onions are selling at \$1 per dozen bunches, and spinach is \$3 per hamper. California cauliflower is selling at \$4.50 per case. Hothouse tomatoes are 30 and 40 cents per pound.

Cabbage, bbl.	2 75
Carrots, per bag	1 25
Parsnips, bag	1 75
Lettuce, Cal., head, crate 8 doz.	8 00

Hothouse Tomatoes, lb.	0 30	0 40
Onions, Yellow Danvers, 100-lb. sacks	7 00	
Do., 75 lbs.	4 50	
Spanish Onions, large cases	7 50	
Do., small crates	2 50	
Do., Cal. Australian Browns, 100 lbs.	7 50	
Onions, white, large sacks	6 50	
Green Onions, doz. bunches	1 00	
Spanish, hamper	3 00	
Celery, 8 doz.	7 00	
Cauliflower, Cal., pony crates	4 50	
Potatoes—		
Ontario, 90-lb. bags	2 60	
Quebec, 90-lb. bags	2 60	
Jersey Sweet Potatoes, hamper	2 75	
Do., bbl., double headers	7 50	
Turnips, bag	1 00	
Mushrooms, 4-lb. basket	3 50	

Domestic Inquiry For Flour Good

Toronto.

FLOUR.—There is no change in flour quotations. The market is steady, with a fair demand for the domestic trade.

Ontario winter wheat flour, in carload shipments, on track, in

cotton bags	11 15
Do., in jute bags	11 00

Millfeeds Are Holding Steady

Toronto.

MILLFEEDS.—Millfeeds continue at the fixed prices, and there is a very active demand for the same.

MILLFEEDS—

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

Chase & Sanborn Advance Coffees

Toronto.

MISCELLANEOUS.—Chase and Sanborn's coffees have been advanced, the half pound tins now selling at 59 cents; the one pound tins at 57 cents, and the two pound tins at 56 cents. Robertson Bros. have advanced all grades of their candy one cent per pound.

WINNIPEG MARKETS

WINNIPEG, Dec. 17—The sugar situation does not improve readily here. There is still a very pronounced shortage of granulated sugar. Dried fruits, particularly raisins, are also in scant supply. Bulk teas have advanced, as all new buying is at higher levels. The market in confections reflects the sugar situation and there is a scarcity in many lines. Cocoa and cocoanut are both quoted higher.

Still a Great Sugar Shortage

Winnipeg.

SUGAR.—Supplies of granulated sugar have not been coming in sufficient quantities to nearly keep the trade supplied. Many retailers are unable to get any granulated sugar at all, and the darker grades of yellows are a common sight on the tables of many restaurants whose proprietors say they cannot get granulated sugar in any quantities.

Dried Fruits Have Heavy Demand

Winnipeg.

DRIED FRUITS.—Dried fruits are being picked up very quickly from jobbers. Retailers report a larger demand than they have experienced in many years; this, combined with shipping conditions, will soon make spot stocks very small. There is already a scarcity reported in some lines, particularly California raisins.

Raisins—

Cal. Muscatels, Three Crown, med. 25-lb. boxes, per lb.	0 16
Cal., bulk, seeded, 25-lb. boxes, per lb.	0 16
Cal., bulk, seedless, 5-lb. carton, per carton	1 05
Cal., seeded, pkgs. 11 oz.	0 14
Do., 11 oz., fancy	0 15
Do., 15 oz., choice	0 20 1/4
Cal. seedless, pkgs. 11 oz., choice	0 16 0 17
Currants—	
Australian, 3 Crown, lb.	0 25
Greek, 3 Crown, Filiatras	0 21
Do., dry cleaned	0 22

Prunes—

90-100s	0 17 1/2
80-90s	0 18
70-80s	0 19 0 20

60-70s	0 20	0 21
50-60s	0 21	0 22
40-50s	0 23	0 24

Dates—

Royal Excelsior, 3 doz. cases, per pkg.	0 18 1/2	0 19
Dromedary, 3 doz. cases, per pkg.	0 22	0 22 1/2
Fard, 12-lb. boxes, per box		3 15

Figs—

Spanish cooking, re-cleaned, per lb.	0 18
Cal. White Seedlings, per lb.	0 23
Black Figs in Cartons, 10 x 15 per carton	1 16
Fancy Calimyrns, 5-row, 10-lb. boxes	4 10
Do., 6-row, 10-lb. boxes	3 95
Do., white Adriatic, 4-row, 10-lb. boxes	3 60
Do., 5-row, 10-lb. boxes	3 40
Fancy, 8-oz. bricks, 24 to box	3 35

Peaches—

Peeled, 25s	0 27 1/2
Superior quality, 5-lb. cartons	1 56
Extra choice	1 35
Unpitted, 25s, lb.	0 22

Apricots—

5-lb. cartons	1 85
Evaporated apples, lb.	0 18

Bulk Teas Are Stronger in Price

Winnipeg.

TEAS.—General advances are reported on practically all lines of bulk teas. Spot stocks are very light. Large packers are finding it difficult to secure lines within their cost allowance to maintain their regular blends. If many of these blends were put out at to-day's costs, retailers would be getting nearer a dollar per pound than prices asked now.

Cereal Quotations Are Unchanged

Winnipeg.

CEREALS.—The market for cereals is very strong, with the demand very

active. No changes are reported as compared with a week ago.

Collected oats, 80s	4 20
Do., 40s	2 15
Do., 20s	1 10
Wheat granules, 98s	6 00
Do., 49s	3 05
Do., 24s	1 15
Barley, Ont., pot, 98s	5 35
Do., 49s	2 75
Do., pearl, 98s	7 50
Do., 49s	3 85
Do., 24s	2 00
Cornmeal, yellow, 1/2 sack	2 75
Do., 1/4 sacks	1 40
Do., bales	6 15
Standard oatmeal, coarse, 98s	5 50
Do., 49s	2 80
Do., 24s	1 45
Granulated oatmeal same prices as standard	0 04
Dried peas, yellow, whole, per lb.	0 10 1/2
Dried peas, green, per lb.	7 75
Split peas, 98s	3 90
Do., 49s	0 08 1/2
Do., small lots, lb.	

**Fancy Biscuits
Are Advancing**

Winnipeg.

FANCY BISCUITS.—An advance in fancy biscuits is looked for. There have been slight advances, especially in the cheaper lines. Manufacturers explain that on account of the higher prices being asked for sugar, cocoanut, flour, and the various ingredients entering into their manufacture that it will be necessary to advance many lines.

**White Beans in
Heavy Demand**

Winnipeg.

BEANS.—There is a very heavy demand for white beans. Prices have been very firm with slight advances noted by some shippers. Selected quality, hand picked, are being quoted at \$7.75 per bag of 100 pounds.

**Macaroni Likely
To Be Higher**

Winnipeg.

MACARONI.—Due to the high cost of wheat and labor, macaroni looks like good buying at to-day's prices. Manufacturers say they cannot continue to sell at present prices for very long. Wheat has just advanced twenty cents per bushel, and a general increase in wages went into effect some weeks ago in many macaroni factories.

**Olive Oil is
Quoted Higher**

Winnipeg.

OLIVE OIL.—Quotations from France for the better grades of olive oil are quoted higher. Some lines have advanced as much as fifty per cent. There is a heavy demand for olive oil just now. Large buyers are placing heavy import orders. The retailers will be well advised to fill up his stock of the various sizes.

**Candy Situation
Not Improving**

Winnipeg.

CONFECTIONERY.—Owing to delayed deliveries and the general scarcity

of sugar, nuts, etc., there is a great shortage of many of the more popular confectionery lines. Many shipments are reported to be in transit, but there is fear expressed that they will not arrive in time to be put on sale for the Christmas trade. There has been a quick jump in bulk cocoanut. American shippers report an advance of three cents per pound. There is an advance of one cent per pound reported on one or two lines of bulk cocoa.

**Advance in Flour
Is Reported**

Winnipeg.

FLOUR.—Owing to an advance in cotton sacks of five cents, flour has consequently advanced five cents when put up in cotton sacks.

FLOUR—

Government Cotton Sacks, 98	
lbs. per sack	5 40
Jute bags, 98 lbs., per sack	5 35
Do., (2) 49 lbs., per sack	5 45
Do., (4) 24 lbs., per sack	5 55

**QUEBEC MAY HAVE DEPARTMENT
COMMERCE AND INDUSTRY**

At its meeting last week the Montreal Chambre de Commerce carried a resolution to the effect that the creation of a Ministry or Department of Commerce and Industry for the Province of Quebec should be urged upon the provincial authorities. This resolution was framed by the executive committee and brought in by the president, Joseph Quintal. The resolution was as follows:

"The executive has the honor to recommend that the Chambre de Commerce urges the Provincial Government to study the possibilities of creating, at Quebec, a Ministry or Department of Commerce and Industry, which are now widely scattered, and which have for its object the advancement, by all possible means, of commerce and industry in the Province of Quebec."

The Shoe on the Other Foot!



ACT GELFANT

—FROM THE RETAIL PUBLIC LEDGER.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Dec. 16.—British Columbian peaches have not been damaged by frost. Sweet potatoes will be scarce. They are quoted to the trade at \$8. Japanese oranges are down to 87 cents. Local potatoes are \$60 per ton. Oregon currants are expected and will sell at 27 cents. Christmas business is reported double that of last year.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 16.—Flour has advanced 10c per barrel. Campbell's soups are up 20 cents per case. Tapioca is quoted at from \$13.50 to \$15 per cwt. Cheese is from 33 to 34 cents per pound, and lard in 3s is offered at from \$18.60 to \$20.40. The best grade of sockeye salmon, in the talls, are \$19 per case, and in the halves \$21. Good supplies of California and Smyrna figs are being offered. Shelled almonds and California raisins have also arrived. Bleached sultanas are 23½ cents, and Australian valencias are 21 to 25 cents per pound. Grapefruit is \$6.25 per case. Coconut, shoe polish and Jell-O are quoted slightly higher. A few local new-laid eggs are 90 cents a dozen. Western States fresh pullet eggs are \$27 per case.

Flour, No. 1 patents, bbls., Man.	12 60
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary	3 85 3 90
Rolled oats	11 25
Rice, Siam, per 100 lbs.	13 00 13 50
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 20
Sugar—	
Standard, granulated	12 10
No. 1, yellow	11 60
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 33 0 34
Eggs, fresh, doz.	0 90
Eggs, case	0 65
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 58
Lard, pure, lb.	0 81 0 31½
Lard, compound	0 30 0 30½
American cleared pork	58 00 63 00
Beef, corned, 1s	4 55 4 90
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 25 7 35
Corn, 2s, standard, case	3 75

Peas, standard, case	4 10
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 23 0 23½
Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bbl.	3 75
Onions, Can., 100-lb. bag	6 00
Lemons, Cal.	7 00 7 50
Oranges, Cal., case	6 00 7 50
Grapefruit, Cal., case	6 25
Apples, Western, box	4 00 4 50
Bananas, per lb.	0 09 0 10
Grapes, Malaga, keg	11 00 13 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 16.—Business is reported satisfactory. Big Christmas sales feature most concerns. They have had an excellent year. Few changes are reported in markets; an advance in flour is expected because the American embargo is lifted. Pure lard shows a slight increase at 32 to 32½ cents. Dairy stock is scarce. Eggs are higher, the fresh at 80 and 85 cents, and the case eggs at 65 and 70 cents. Potatoes will be higher, and have already advanced to \$4 and \$4.25. Poultry is reported fairly plentiful, but turkeys are high at 65 cents per pound. They will be higher next week.

Flour, 96s, per bbl.	10 70
Beans, B.C.	7 50 9 00
Rolled oats, 80s	4 45
Rice, Siam	13 50 14 50
Japan, No. 1	17 00 18 00
Tapioca, lb.	0 14
Sago, lb.	0 15
Sugar, pure cane granulated, cwt	
Cheese, No. 1, Ontario, large	0 31 0 33
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 55
Lard, pure, 3s, lb.	0 32 0 32½
Eggs, new-laid, local	0 80 0 85
Do., No. 1 storage	0 65 0 70
Tomatoes, 2½s, standard, case	4 00 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 24 0 25
Do., 25s, lb.	0 26½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50
Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 31
Raisins, bleached Sultanas	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16½
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	60 00
Oranges	6 35
Lemons	7 75
Grapefruit	7 00
Pears, evaporated, lb.	0 33½
Pineapples, 2s	6 20
Do., 2½s	7 90

WINNIPEG PROVISION MARKETS

(Continued from page 60)

Do., twins	0 32½
Do., triplets	0 33¾
Manitoba, large	0 31
Do., twins	0 32
Ontario Stilton	0 35½

Lard Prices

Are Easier

Winnipeg.

LARD.—Lard prices are easier, showing a decline of about 2½c per pound.

LARD—	
1-lb. cartons	0 33½
20-lb. wood pails	7 00
20-lb. tin pails	6 58
50-lb. tin pails	16 37
360-lb. tierces	0 32½

Fish Quotations

Are Unchanged

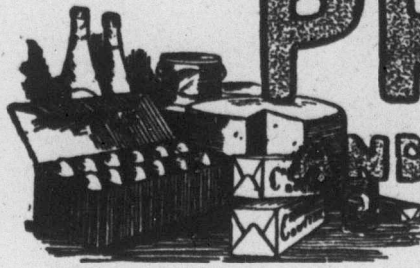
Winnipeg.

FISH.—Fish quotations are the same as last week, with the exception of a slight decline of half a cent per pound in Lake Superior herring from 5 to 4½ cents per pound.

FROZEN FISH	
Halibut, chicken, 300-lb. case	0 17
Do., broken cases	0 18
Jackfish, dressed	0 10
Pickarel, case lots	0 13
Cohoe, broken cases	0 21½
Do., case lots	0 20½
Red Spring, case	0 23½
Do., broken cases	0 24½
Whitefish, dressed, case lots	0 12½
Do., broken cases	0 13½
Black Cod, lb.	0 12
Brills	0 09
Soles	0 09
Herring, Lake Superior, 100-lb. sacks	4 50
SMOKED FISH	
Bloaters, Eastern, per case	2 60
Haddies, 30-lb. case, per lb.	0 14
Do., Western	2 40
Do., 15-lb. case	0 14½
Kippers, fancy Western, per box	2 30
Do., Eastern, per box	2 20
Fillets	0 15
SALT FISH	
Cod Steak, 2s, per lb.	0 16
Blue Nose Cod, 20-ls, per lb.	0 15½
Acadia Cod, 12-2s, per lb.	0 16
Do., 20-ls, per lb.	0 16
Salt Herring, ½-bbl., per bbl.	7 00
Do., 20-lb. pails	1 75
Do., 10-lb. pails	0 90
Holland Herrings, Milkers	1 40
Do., mixed	1 30

PRODUCE ASSOCIATION CONVENTION TO BE HELD IN HAMILTON

The eighth annual convention of the Canadian Produce Association will be held at the Royal Connaught Hotel, Hamilton, on February 10th and 11th. It is expected that the Hon. B. F. Tolmie, Minister of Agriculture, will be present, and will address the members at their banquet on the evening of the 10th.



PRODUCE AND PROVISIONS

Packer and Livestock Raiser Have Mutual Interests

J. S. McLean, of the Harris Abattoir Company, Makes a Strong Plea for a Better Understanding Between the Two Vital Elements of the Livestock Industry

AT the first directors' luncheon of the Ontario Winter Fair, at Guelph, Ont., J. S. McLean, secretary-treasurer of the Harris Abattoir Company, made an effective reply to the numerous charges of profiteering that had been made against the packing industry, and showed, in a very vivid and forceful way, how the interests of the packer and the live stock producer were one and the same.

Mr. McLean did not hesitate to say that it was in the packers' interests to see that good prices were paid for live stock, but at the same time he warned the producer that their industry, like all others, must have its losing periods, and that such a period might not be far distant. He urged the necessity of considering the industry on a basis of a period of years rather than on an individual season, if a correct perspective were to be obtained.

With regard to the matter of prices of hog products, Mr. McLean said: "The packing houses convert the live animal into meat and dispose of the latter to the consumer, and retain only a fraction of a cent per pound as payment for the work. Throughout the past five years, in which the packers have been most under fire, their profit had been 25 cents per 100 pounds of meat, and as the average per capita meat consumption of the country was 160 pounds, the average cost of the packers' work to the consumer was 40 cents. If we are looking for a solution of the high-cost-of-living problem, we can hardly find it by attacking the packing houses."

A Double Duty

The packers have a two-fold duty, Mr. McLean pointed out. First, they must buy all the stock of the farmer for food purposes, and must provide a market at all times for all that is offered; second, the packing house operator must roam the world, with a view to discovering the most advantageous markets for the finished product, and,

coming back, must pay the farmer such prices as the world market will permit. The Canadian packer has fairly well held up to his duty in this respect, said the speaker. With regard to Canadian bacon, Mr. McLean said that it enjoyed the reputation of being the best on the British market, commanding as high a price as the best of the home product, and being well ahead of that produced in any other country, in that respect. The reason for this was that the Canadian farmer produced the desired type of hog. "But," he said, "without the packer's effort in preparing the product, the bacon would not enjoy this prestige. As to the matter of the packer paying the farmer all that the trade would permit, he pointed out that the Canadian price for live hogs had for a long time averaged two cents per pound higher than the American price: a difference that amounted to about \$4 on the average bacon hog, and on the amount of business done annually to about \$100,000,000 more than if the hogs had been sold in the United States.

"At times, there has been a feeling that there was a variance of interest between the two bodies" (packers and producers), said Mr. McLean; "but this is not so. The farmer's interest is the packer's," he declared, "and the packers realize that if the price paid the farmers was not sufficient, the supply would fall off, to the disadvantage of the packer."

Speaking of price fluctuations, Mr. McLean claimed that, as a result of economic conditions, the farmers could not look for a profit all the time. All industries ran into losing periods. For the past five years the farmers had made steady profits, but now the highest price for hogs had been passed. "In the decline, it is inevitable that some animals, hogs and others, will be sold at a loss."

The speaker was satisfied, however, that the means of greatest profit to the farmer is his live stock over a period

of years, and he appealed to stockmen not to be discouraged by individual losses, which were rather a reason for staying in the business of breeding and feeding. Feed, based on the fixed price for wheat, made the production of hogs, for which the price is not fixed, a difficult matter, but before long the wheat supply would return to normal, and the fixed price would be removed, while prices of feeding grains would decline, he predicted.

Live Stock Industry Sound

On the other hand, live stock and live stock product prices would stay at a reasonably high level for a much longer period; therefore, the live stock man's best plan is to keep on producing. Mr. McLean's experience on the grain and stock situation in Europe within the past six months had confirmed his opinion in this regard.

WILL SEEK CHANGE IN FISHING LAWS

M. P. McCaffrey, president of the Board of Trade of Prince Rupert, B.C., who was in Montreal last week, stated that strong efforts are being made with regard to changes in existing regulations governing the salmon fishing industries in Northern British Columbia.

"It is now pretty generally known that Prince Rupert is in the centre of what is regarded as the world's biggest fisheries. While it is a supply base for the whole north country, and has many excellent industries, including a great shipbuilding and ship repairing plant, on which it relies for its continued prosperity and development, it depends very largely upon its fisheries," said Mr. McCaffrey. The citizens of Prince Rupert feel that they are working under a severe handicap in connection with the salmon fisheries. That this handicap will very shortly be removed by the Minister of Marine and Fisheries, is the hope of the citizens of Prince Rupert.

Prince Rupert people look upon salmon fishing industry, as at present arranged, as being virtually a monopoly—a great natural resource in the hands of a comparatively few people.

Mr. McCaffrey pointed out that the people of his city wanted equal rights in connection with the fishing industry. This involves a careful consideration of how fishing grounds should be handled.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 16—Features of the week in provision markets are those of an unsettling of the undertone for pork, although there was no actual change in the quotation. Supplies were picked up by the trade and the developments immediately ahead will depend upon the trend of markets in outside points and where the tendencies have been downward. Cured hams and some grades of bacon have reacted upward. This has been true with regard to barrel pork, prices advancing from \$2 to \$4 per barrel. While the butter market has not changed, quotably, there seems to be likelihood of export again developing to the States, and where, under the exchange situation, butter will now bring a higher price. Lard prices are inclined to stiffen under a heavy buying that has become excessive as related to the supplies. Cheese may decline if export cannot be profitably arranged and which does not now seem likely. New-laid eggs are much higher and poultry is higher for choice killed stock to the buyer, while buying prices are lower. Fish markets are active.

States market is very favorable to the Canadian trade. For instance, with butter selling at around 77 cents, New York basis, the Canadian holder may ship to that market, pay his two cents freight, and, under the present rate of discount, sell in New York at 75 cents per pound, and thus get several cents a pound more there than he can in the home market. It is understood that shipments went forward there last week. Quantities have also been forwarded to the Belgian and French markets, it is stated.

The only price change of the week is that of a new quotation for "No. 2 Creamery," this being two cents per pound under the quotation for "Creamery." Dairy butter is one cent less. The consumption is large.

BUTTER—

Creamery, prints, fresh made	0 69
Creamery, solids, fresh made	0 68
Creamery No. 2, solids	0 67
Do., prints	0 66
Dairy, in tubs, choice	0 61
Dairy prints	0 62
Bakers'	0 55

Lard Prices Stiffening Under Lessened Supply

Montreal.—LARD.—An interesting situation has developed of late, in that the supply of lard is not equal to the demand—considering export demand and that of home consumption. One informant stated to CANADIAN GROCER this week that they had been asked, several times, to cancel an order which had been placed some time ago for supplies, the seller not wanting to deliver. Under these conditions, the market has been stiffening, and it would scarcely be surprising if there are mark-ups soon.

LARD, pure—

Tierces, 400 lbs., per lb.	0 29	0 30
Tubs, 50 lbs., per lb.	0 29½	0 30½
Pails, 20 lbs., per lb.	0 29¾	0 30¾
Bricks, 1 lb., per lb.	0 31	0 32½

With Lard Price Fair Shortening Sales Light

Montreal.—SHORTENING.—While there is some difference in the differential basis for lard, this difference is not great enough to throw the demand on shortening, and, as a consequence, the sales of the latter are reported light. Prices have remained unchanged, and supplies of the compound are quite large enough to meet all requirements.

SHORTENING—

Tierces, 400 lbs., per lb.	0 28
Tubs, 50 lbs., per lb.	0 28½
Pails, 20 lbs., per lb.	0 28¾
Bricks, 1 lb., per lb.	0 30

Little Cheese Sold For Export; Easier

Montreal.—CHEESE.—Under the present position of exchange rates, there is little encouragement to those holding cheese to export. As a consequence, there will

Somewhat Unsettled But Fresh Meats Held

Montreal.—FRESH MEATS.—While there was some uneasiness, and a consequent unsettling of the undertone, hog markets have ruled without substantial change this week. There has been a fair run of hogs, and with a fair consumptive demand, the supplies have been picked up quite readily. Cattle markets, too, have been unchanged, from a quotable standpoint. The consumption of meats has continued seasonably active.

FRESH MEATS—

Hogs, live (selects)	16 50	17 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	24 50	25 00
Country dressed	23 00	24 00
Fresh Pork—		
Leg of Pork (foot on)	0 31½	
Loins (trimmed)	0 34½	
Loins (untrimmed)	0 32	
Bone trimmings	0 18	0 21
Trimmed shoulders		0 25
Untrimmed		0 23
Pork sausage (pure)		0 24
Farmer sausages		0 18
Fresh Beef—		
(Cows)		(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 25	\$0 26
0 12 0 14 ..Front quarters..	0 15	0 16
0 27 ..Loins		0 36
0 22 ..Ribs		0 26
0 12 ..Chucks		0 14
0 18 ..Hips		0 19
Calves (as to grade)	0 22	0 28
Lambs, 60-80 lbs. (whole carcass), lb.		0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.		0 18

Upward Reaction in Hams and Barrel Pork

Montreal.—CURED MEATS.—There was considerable reaction upward on cured hams this week, some weights being marked two to four cents a pound higher than the prices obtaining last week. This seems attributable to a heavier demand incident to the season. One or two lines of bacon, also, were marked up. Barrel pork is firmer again, being marked up \$2 to \$3 per barrel. Under the easing tendencies of fresh pork, it is probable

that this stiffening of price will be but temporary.

Hams—

Medium, smoked, per lb.—		
(Weights) 8-10 lbs.	0 35	
12-14 lbs.	0 36	
14-20 lbs.	0 35	
20-25 lbs.		
25-35 lbs.	0 30	
Over 35 lbs.	0 28½	
Boneless (for slicing), 4c advance over prices.		
Bacon—		
Breakfast	0 39	
Windsor	0 50	
Cottage Rolls	0 32½	
Picnic Hams	0 27	
Barrel Pork—		
Canadian short cut (bbl.), 25-35 pieces	54 50	56 50
Clear fat backs (bbl.), 40-50 pieces		64 00
Heavy mess pork (bbl.)		52 00
Plate Beef		30 00
Mess Beef		23 00
Bean Pork		53 00

A Seasonable Sale For Cooked Meats

Montreal.—COOKED MEATS.—There has been little change of undertone, and no change in the price list for various cooked meats. There is a steady and seasonable consumptive demand, and supplies are ample to take care of the needs.

Head cheese	0 14
Choice jellied ox tongue	0 55
Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 28
Hams, cooked	0 49
Shoulders, roast	
Shoulders, boiled	0 44
Pork pies (doz.)	
Blood pudding, lb.	0 12
Mince meat, lb.	0 15
Sausage, pure pork	0 23
Bologna, lb.	0 13

Exchange Difference Favors Butter to U.S.

Montreal.—BUTTER.—Under the present position attained through the exchange situation, it is stated that the shipment of round lots of butter to the United

be an accumulation of stock here, unless the difficulty mentioned is soon relieved, and with consumptive demand just fair, it is a question if the market will not soon decline. Stocks, as shown by the Government storage report just issued, are materially heavier than those of last year. If the export could be maintained, the market would be active, for it is stated that there is a great need for cheese in European countries. One informant stated that a report passed among the trade last week, giving figures to the effect that no fewer than 100,000,000 people would be in dire need of food supplies there this winter, with a prospect of them being absolutely short of their needs.

CHEESE—

New, large, per lb.	0 31
Twins, per lb.	0 31
Triplets, per lb.	0 31
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

Exchange Tends to Firm Oleomargarine

Montreal. **MARGARINE.**—Sales of margarine are limited, despite the fact that butter holds high. The higher exchange rates are beginning to manifest a firming of the price for imported margarine, and while prices still rule at 37 cents to 39 cents per pound, in prints, it is probable that there may have to be increases to take care of the higher prices paid for imported margarine.

MARGARINE—

Prints according to quality, lb.	0 37	0 39
Tubs, according to quality, lb.	0 31	0 34

Higher Prices For Strictly New-Laid

Montreal. **EGGS.**—For strictly new-laid eggs, as much as \$1.25 per dozen is being charged. The supply, even at this, is a very limited one, and all offerings are quickly picked up. There is much use of best storage stock these days, and supplies are being rapidly eaten into. The movement is heavy.

EGGS—

No. 2	0 55	
No. 1	0 58	
Selects	0 65	0 66
New laid	1 10	1 25

Higher Dressed Poultry Buying Prices Lower

Montreal. **POULTRY.**—Under the heavy demand for best dressed poultry, material advances have been effected this week, and there is a decidedly active demand. On the other hand, prices are lower to the seller of dressed and live birds, and this is attributed to the poor class of stock shipped forward. For real choice birds, a premium of three to four cents a pound is being offered.

POULTRY (dressed)—
(Selling Prices)

Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk)	0 42	0 44
Ducks—		
Brome Lake (milk fed green)	0 48	
Young Domestic	0 48	
Turkeys (old toms), lb.	0 48	
Do. (young)	0 53	

Geese	0 32	
Old fowls (large)	0 34	
Do. (small)	0 30	
(Buying Prices)		
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 33	0 34
Geese—		
Young	0 23	0 26-0 28
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 32-0 33	0 37-0 40

Salt and Pickled Fish Lags; Frozen Active

Montreal. **FISH.**—The undertone on salt and pickled fish is an easier one, and this is due to the lightness of demand from consumers. The present sales are heavier of frozen fish, and the movement is very satisfactory. Prospects, say the dealers, are that the winter season will be very active, and while the weather conditions on the coast have somewhat deferred shipments, there is a large variety. Christmas trade in oysters, prawns, shrimps, lobsters and scallops is active.

FRESH FISH

Haddock	0 07	0 07½
Steak, cod	0 11	0 12
Market cod	0 07½	0 08
Mackerel	0 17	
Flounders	0 08	0 10
Prawns	0 45	
Live Lobsters	0 40	
Salmon (B.C.), per lb., Red	0 30	
Skate	0 12	
Shrimps	0 40	
Whitefish	0 16	

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 18	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 16	0 18
Smelts, No. 2, per lb.	0 11	0 12
Smelts, extra large		0 28

ONTARIO MARKETS

TORONTO, Dec. 19.—Fresh meats show a rising tendency this week and some are quoted higher. There is a very active demand for high-class beef for the Christmas trade. The butter market continues very strong and eggs are also higher. Poultry is arriving freely for the Christmas trade and quotations promise to be high on turkeys.

Fresh Meats Quoted Higher

Toronto. **FRESH MEATS.**—Fresh meats show higher prices this week. This is largely due to the excessive demand for the Christmas trade. Prices are all very strong. Pork tenderloins are quoted at from 47 to 48 cents per pound, and fresh loins of pork at from 35 to 36 cents. Fresh beef is higher in price, the hind quarters selling at from 18 to 28 cents per pound, and the front quarters at from 12 to 20 cents. Calves are quoted at from 20 to 27 cents, and spring lambs at from 22 to 27 cents.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.		16 50
Live, fed and watered, per cwt.	16 25	16 50
Live f.o.b., per cwt.		15 25
Fresh Pork—		
Legs of pork, up to 18 lb.		0 28

Pike, headless and dressed	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 15	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 50
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Large bbl., 200 lbs.		20 00
No. 1, medium, bbl., 200 lbs.		17 00
No. 2, 200-lb. barrel		15 00
Strip boneless (30-lb. boxes), lb.		0 20
Boneless (24 1-lb. cartons), lb.		0 20
Ivory (2-lb. blocks, 20-lb. boxes)		0 18
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.		16 00
Skinless, 100-lb. boxes		16 50
Pollock, No. 1, 200-lb. barrel		15 00
Boneless cod (2-lb.)		0 23

PICKLED FISH

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

SMOKED FISH

Haddies, BXs, per lb.	0 11	0 12
Filleta	0 17	0 18
Bloaters, box		2 50
Kippers	2 15	2 50
Digby Chicks, in bundles, per box		0 24
Boneless Smoked Herring, 10-lb. box, lb.		0 25

OYSTERS

Cape Cod, per barrel	13 00	15 00
Batouche, per barrel		14 00
Malpeques shell oysters, choice, bbl.		18 00
Do., XXX, bbl.		16 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 00	8 40
Can No. 5 (Solids)	11 20	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00

SUNDRIES

Paper Oyster Pails, ½ per 100		1 50
Paper Oyster Pails, quart size, per 100		2 25
Crushed Oyster Shells, 100-lbs.		1 50

Lions of pork, lb.	0 35	0 36
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 20	0 20½
Picnics, lb.	0 22	0 24
New York shoulders, lb.		0 24
Boston butts, lb.		0 30
Montreal shoulders, lb.		0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 28
Front quarters, lb.	0 12	0 20
Ribs, lb.	0 18	0 32
Chucks, lb.	0 16	0 35
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 15	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 20	0 27
Spring lamb, lb.	0 22	0 27
Sheep, whole, lb.	0 12	0 15
Above prices subject to daily fluctuations of the market.		

Provisions Are Unchanged

Toronto. **PROVISIONS.**—No changes are reported in the market for provisions. Bacon and ham are quoted unchanged.

from a week ago; and, in fact, prices have been steady since the new quotations were inaugurated a few weeks ago. There is an active demand for smoked meats.

Hams—		
Medium	0 36	0 38
Large, per lb.	0 28	0 32
Heavy	0 28	0 30
Backs—		
Skinned, rib, lb.	0 46	0 49
Boneless, per lb.	0 59	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 27
Do., av., 80-90 lbs.		0 25
Clear bellies, 15-30 lb.		0 28
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 16-20 lbs.		0 30
Out of pickle prices range about 2c per pound		
ing, per lb.		0 44
below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.		42 00
Short cut backs, bbl. 200 lbs.		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy		50 00
Lightweight		60 00
Above prices subject to daily fluctuations of the market.		

Moderate Inquiry For Cooked Meats

Toronto.
COOKED MEATS.—There is a moderate inquiry for cooked meats. Boiled hams are selling to the trade at from 47 to 50 cents per pound. Roast hams are from 50 to 52 cents per pound.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choite jellied ox tongue, lb.		0 55
Jellied pork tongue	0 40	0 50
Above prices subject to daily fluctuations of the market.		

Butter Quoted at High Levels

Toronto.
BUTTER.—The market for butter continues to show higher levels. Creamery prints are in heavy demand, and they are quoted to the retail trade at from 67 to 70 cents per pound. Dairy prints are 58 and 60 cents per pound.

BUTTER—		
Creamery prints (fresh made).	0 67	0 70
Dairy prints, fresh, lb.	0 58	0 60
Dairy prints, No. 1, lb.		0 56

Cheese Prices Firm But Unchanged

Toronto.
CHEESE.—Large cheese are selling to the trade at from 31 to 32½ cents per pound, and the Stiltons at from 34 to 36 cents. The market is very strong, and the demand active.

CHEESE—		
Large	0 31	0 32½
Stilton	0 34	0 36
Twins 1c higher than large cheese.		Triplets
1½c higher than large cheese.		

High Exchange Affects Egg Prices

Toronto.
EGGS.—As most of the eggs that are being sold in this market are being brought in from the United States, quotations are rendered higher this week

by reason of the high rate of exchange that is prevailing. Selects are quoted at from 63 to 65 cents per dozen, and No. 1 storage eggs at 61 cents. Special new laids, of which there are very few offered, are 90 and 95 cents per dozen.

EGGS—		
No. 1 storage, doz.		0 61
Selects	0 63	0 65
Special new laids, in cartons	0 90	0 95
Prices shown are subject to daily fluctuations of the market.		

Margarine Sells Fairly Well

Toronto.
MARGARINE.—There is a very fair demand for margarine, at prices holding steady, with the exception of nut margarine, that is now selling at from 34 to 35 cents per pound.

MARGARINE—		
1 lb. prints, No. 1	0 36	0 37
Do., No. 2	0 34	0 36
Do., No. 3	0 30	0 31
Nut margarine, lb.	0 34	0 35

Lard Sells at Steady Figures

Toronto.
LARD.—No change in lard is reported this week. It is selling freely at 29 and 29½ cents per pound.

Shortening is Selling Well

Toronto.
SHORTENING.—There is a very fair demand for shortening at unchanged prices.

SHORTENING—		
Tierces, 400 lbs.	0 27	0 28

Frozen and Smoked Fish in Demand

Toronto.
FISH.—No changes are reported in fish quotations this week. There is an active demand for both frozen and smoked fish. Oysters are selling freely. The amount of fresh fish offered now is very small.

Turkeys Will Be High For Christmas

Toronto.
POULTRY.—Poultry receipts are very heavy. Turkeys are not coming along as freely as they might, and it is difficult to say, dealers state, just what the supply will be for Christmas. Prices have advanced in the last week. They are quoted to the trade at from 50 to 55 cents. Geese are selling well, too, at from 27 to 30 cents, and spring chickens range all the way from 28 to 35 cents.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys, old, lb.	—\$0 35	—\$0 40
Do., young, lb.	0 35	0 45
Roosters, lb.	0 14	0 19
Fowl, over 5 lbs.	0 25	0 30
Fowl, under, 3½-5 lb.	0 22	0 28
Ducklings, 3½ lbs. up	0 25	0 30
Geese	0 18	0 24
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 20-0 22	0 26-0 30

Prices quoted to retail trade:—

	Dressed
Hens, heavy	0 32
Do., light	0 20
Chickens, spring	0 28
Ducklings	0 28
Geese	0 27
Turkey s.	0 50

WINNIPEG MARKETS

Prices of Hogs Are Very Firm

Winnipeg.
HOGS.—Lighter shipments of hogs are reported, and prices are firm. There is reported a heavy supply of sheep and lambs on the market. Prices are steady.

Pork—		
Selects	15 50	
Lights	13 50	14 50
Heavies		13 50
Sows		11 00
Sheep and Lambs—		
Good lambs	13 75	
Medium lambs		10 50
Good sheep	9 00	10 00
Steers—		
Choice	11 25	12 00
Fair	9 25	11 00
Medium	7 50	9 00
Common	6 00	7 00
Butcher Cows—		
Choice	8 00	9 00
Fair	6 75	7 50
Medium	5 00	6 25

Potatoes Are \$2 and \$2.25 Bag

Winnipeg.
VEGETABLES.—Potatoes are selling at from \$2 to \$2.25 per bushel and turnips are \$2.50 per cwt. Onions are in heavy demand at \$4 for Manitoba onions and \$5 for B. C. onions.

Potatoes, per bush.	2 00	2 25
Turnips, per cwt.		2 50
Carrots, per cwt.		4 00
Beets, per cwt.		3 00

Cabbage, per cwt.	4 00
Man. Onions, per cwt.	4 00
B.C. Onions, per cwt.	5 00

Butter Prices Firm and Steady

Winnipeg.
BUTTER.—Butter remains very firm and prices show no changes.

Creamery butter, in cartons, lb.	0 70
Do., bulk, lb.	0 69
Do., choice, in cartons, lb.	0 69
Dairy, finest prints	0 64
Do., choice, solids	0 48
Margarine, 1-lb. prints	0 37½ 0 38

New-laid Eggs 90 Cents a Dozen

Winnipeg.
EGGS.—The market for eggs is very strong. New-laid eggs are very strong at 90 cents per dozen.

EGGS—		
Choice, in cartons	0 66	0 70
Candied	0 58	0 60
Loose	0 55	0 56

Cheese Selling Very Freely

Winnipeg.
CHEESE.—September cheese is advancing rapidly.

CHEESE—	
Ontario, large	0 33

(Continued on page 56)



Greetings

A Year of Peace and Prosperity brings to Christmas this year much of its old time spirit of Joy and Gladness.

∴

May you and yours have a bountiful share in its Blessings, and may the coming New Year yield its full measure of Success and Happiness to all your hopes and ventures.

The Wm. Davies Co., Limited
Toronto and Montreal

Christmas, 1919



A Merry Christmas and A Happy New Year

SINCERITY backs the wish that all our dealers have a most Merry Christmas and a Happy New Year.

To you who have so loyally supported us during the year 1919, we tender our thanks, and trust that fortune will continue to further your endeavors, and that justified success may be with you through the coming years.

Accept the wish in the spirit it is given—the spirit of friendship and loyalty.

CANADIAN PACKING CO. LIMITED

Successors to

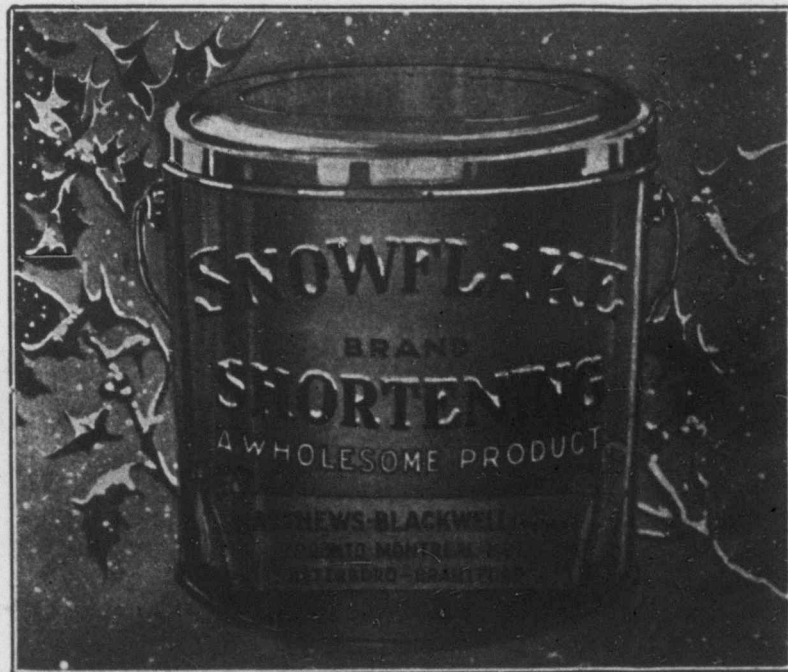
MATTHEWS-BLACKWELL, LTD.

Branches at

Winnipeg Fort William
Ottawa Sydney
Halifax

Plants at

Toronto Montreal Hull
Peterboro Brantford





Every Package Sold Builds Up Good Will

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

Gunns
LIMITED
WEST TORONTO

Repeat Sales Absolutely Certain



Concentrate on Armour Oval Label Products. They ensure repeat sales. They make for a rapid stock-turn and increased profits.

The Armour Oval Label is a dependable guarantee of utmost quality, purity and highest value. It enables customers to make a quick and satisfactory selection of food products. Think of the time you can save by concentrating on these quality products.

Write the nearest Branch House or to us direct.

ARMOUR AND COMPANY

GENERAL OFFICES AND PLANT:
HAMILTON,
ONT.

BRANCH HOUSES:
TORONTO,
SYDNEY, N.S.,

MONTREAL,
ST. JOHN, N.B.



Have No Hesitation
in choosing

'Bluenose' Butter

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.

SMITH
AND
PROCTOR

SOLE PACKERS

Halifax - N.S.

Fresh Pork Sausage

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

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

GEORGIAN BAY APPLES

*We Invite Correspondence for Fall and Winter
Supplies.*

LEMON BROS.
Owen Sound, Ont.

57

HEINZ Quality Begins with the Seed

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

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

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

H. J. HEINZ COMPANY

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

57

57

Ask Your Jobber for

"STAR" BRAND
COTTON
WRAPPING TWINE

"Manufactured in Canada"

Announcement

**Temporary Delay
in Shipments**

DUE to the recent storm considerable damage was done to our plant, causing delay in shipments to our customers.

We very much regret the inconvenience you may have suffered, but we assure you that every effort is being made to make the necessary repairs as speedily as possible.

It is confidently anticipated that the plant will be running again at full capacity shortly.

The Canadian Salt Co., Limited
WINDSOR, ONT.



**CURLING
BROOMS**

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

Selected basswood handles.

Selected corn.

Closely stitched.

Well balanced.

*Tough, Fine Corn
Can Ship from Stock.*

J. C. SLOANE CO.
Owen Sound Canada

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

is a good line to feature during the cold weather months because wherever tried it is recognized as a certain remedy for colds, coughs, la grippe and kindred complaints.

Get this line in stock in good time and recommend it strong.



Mathieu's Syrup of Tar and Cod Liver Oil--a splendid body builder.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

Owing to the high freights prevailing
CONTINUE TO IMPORT
supplies of

SPRATT'S
DOG CAKES
POULTRY FOODS
CANARY & PARROT MIXTURES
Etc.,

through **SPRATT'S**
PATENT (AMERICA) LIMITED
NEWARK, - NEW JERSEY

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

We offer for prompt shipment

CANNED SEA FOODS

Clams, Oysters, Finnan Haddie, Kippered Herring, Mackerel, Salmon of all grades, Lobster, Lobster Paste, etc.

We also have on spot a limited quantity of choice

Beaver Brand Stringless Green Beans

Standard 2's—two doz. to case.

Beaver Brand Blueberries

1 lb. talls—four doz. to case.

Beaver Brand Chicken

New pack canned chicken in pound talls and flats now on hand. All goods are guaranteed quality and your orders will receive our best and prompt attention. Prices furnished on request.

J. W. Windsor Limited, - Montreal, Que.

The Christmas Window Contest

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

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

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

Second, on their novelty of idea or arrangement.

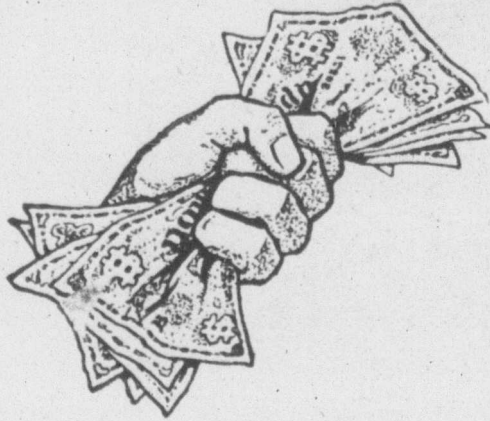
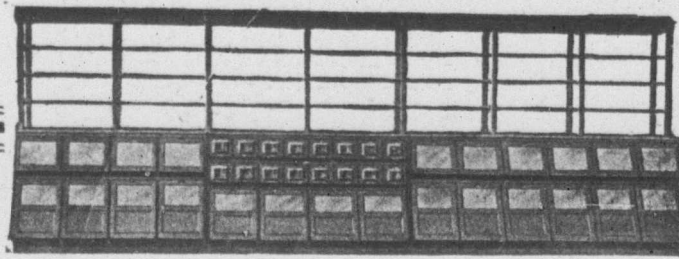
Third, on their general attractiveness.

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

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

A description of the make-up of the window should accompany the entry. Photos where possible should be 5 x 7 or larger. Contest closes Jan. 3. Address all entries to

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



Increase Your Profits

Attractive, clean, well-arranged store equipment will do more than anything else to attract customers to your store. It is one of the best advertising mediums you can have. Every customer impressed with your Walker Bin Fixtures will be a booster for your store.

The Walker Bin System will help advertise your store, bring increased trade, and best of all, increase your profits.

Let Walker Bin Fixtures increase your sales and earn bigger profits for you this Christmas. Write, enclosing your floor plan in rough, to-day.

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

Your Customers Know Because We Advertise

Grocers appreciate the aggressive advertising which makes the merits of our brand of flour known to customers before they come in to give their orders. It makes selling easy.

PURITY FLOUR

(GOVERNMENT STANDARD)

is as good for bread baking as for pastry making. The name has become a household word throughout Canada by reason of our constant advertising to consumers. Take advantage of our national campaign for 1920 and sell more Purity Flour. It makes friends.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited
Head Office: Toronto, Ontario

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

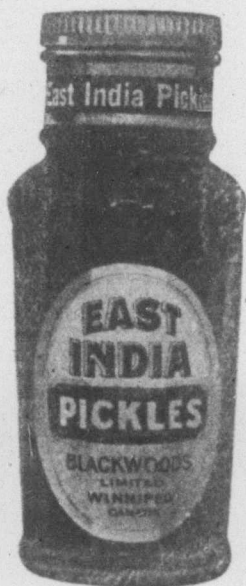
Christmas

Greetings



Gosse-Millerd Packing Co., Ltd.

Vancouver, Canada



Sell Blackwoods Goods

Make your store the neighborhood headquarters for Blackwoods

- TEMPERANCE DRINKS
- PICKLES
- BAKING POWDER
- SAUCES
- EXTRACTS
- VINEGAR

All obtained from one reliable source. Write us.

Blackwoods Limited

Here Since 1876

WINNIPEG,

MANITOBA



Registered

Trade Mark

The Retailer's Extra Profit

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

MACDONALD'S PLUG TOBACCO

Smoking--**BRIER
INDEX**

BRITISH CONSOLS

Chewing--**PRINCE OF WALES
CROWN**

**BLACK ROD (Twist)
NAPOLEON**

Selling Agents

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

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

W. C. MACDONALD REG'D.
INCORPORATED
MONTREAL





She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arab Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER
ESTABLISHED 1875

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

The Norcanner Brand



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

Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.



Your jobber can supply you.

NORCANNERS, LIMITED

STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

RICE

RICE FLOUR

RICE MIDDINGS

Mount Royal Milling and

Mfg. Coy., Limited

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

D. W. ROSS COMPANY
Agents
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.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

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

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

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



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

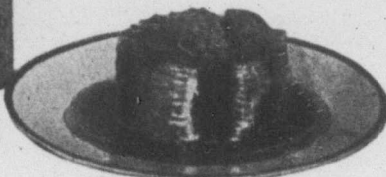
EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - VANCOUVER

W. H. Edgett Ltd.
Vancouver
Canada
Importers - Exporters
Car Lot Handlers: Beans, Nuts, Potatoes

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER



EVERY MORSEL EDIBLE AND DELICIOUS



Your customer scales a fish before it's ready for her table

Albatross Pilchards are **SCALED—NO SCALES.**
TRIMMED—no fins or tails.
CLEANED—no roe or entrails.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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

When Writing Advertisers Mention This Paper

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

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

ALEX. BAIRD LTD.

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

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

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. H. GRANT CO.

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

F. MANLEY
Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

Mention This Paper When Writing
Advertisers.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER
ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

FRANK H. WILEY
Mfrs. Agent and Importer
Grocers and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave. Winnipeg

MANITOBA
SASKATCHEWAN

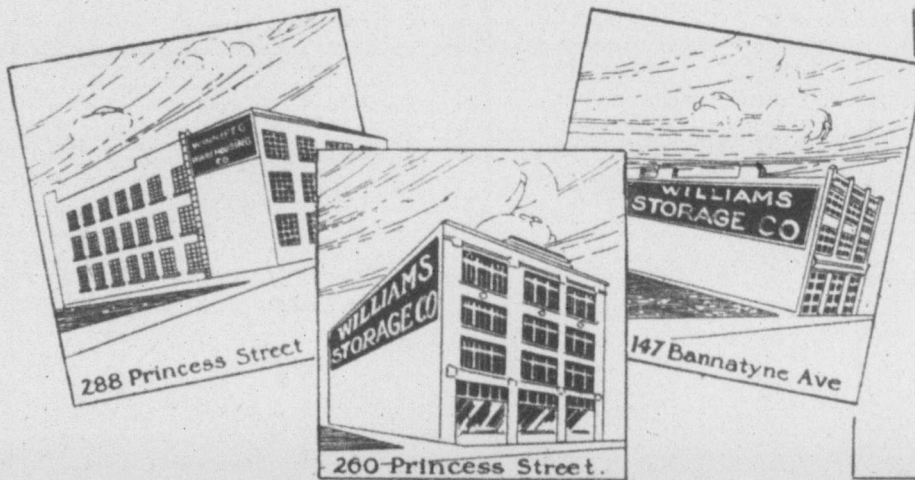
Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG

and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

"Always On The Job"

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

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

STORAGE

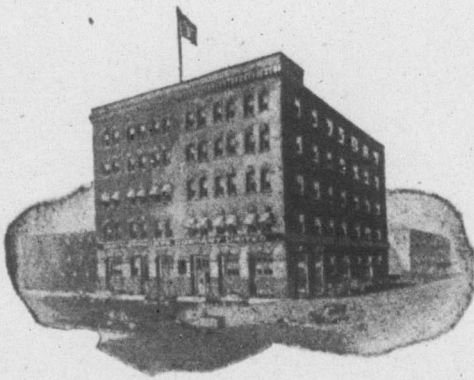
DISTRIBUTING

FORWARDING

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

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

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

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

J. D. McLeod & Co.

Manufacturers' agents and grocery brokers, 10179 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave. W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

B. M. Henderson Brokerage, Ltd.

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

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

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

WHEN WRITING TO ADVERTISERS
KINDLY MENTION NAME OF THIS
PAPER

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

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

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

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

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

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

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

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

ESTABLISHED 1899

We Cover the West

SIX BRANCHES with SERVICE that SATISFIES

We have 20 SCIENTIFIC SPECIALTY SALESMEN

Who are anxious to introduce your lines

W. H. ESCOTT Co. Limited

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

Wholesale Grocery Brokers and Importers

Consignments solicited. Write or wire us.

OLIVE OIL
PRICES ARE ADVANCING
ORDER NOW
"Purity" Italian Olive Oil
"Pasco" Spanish Olive Oil
Quality Guaranteed
P. Pastene & Co. Limited
340 St. Antoine St. Montreal, Que.

OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

LONDON, S.E., ENGLAND

AGENTS:

Manley & Baker, 21 Empress Office, 354 Main Street, Winnipeg.
Sankey & Manson, 239 Beatty Street, Vancouver.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC

ROSE & LAFLAMME LIMITED

Commission Merchants
Grocers' Specialties

MONTREAL TORONTO

EPPS COCOA

From now on

J. C. Thompson Co. F. E. Robson Co.
Montreal Toronto

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

PAUL F. GAUVREAU

WHOLESALE BROKER

Flour, Feeds and Cereals

84 St. Peter Street, - QUEBEC

If you need potatoes wire or write me for prices. Will quote good prices delivered your Station.

HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

THE DOMINION TRADING CO MONTREAL

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

WANTED

Agencies for food products for the City of Montreal, best references.

SILCOX & DREW

33 NICHOLAS ST., MONTREAL

AGENCIES WANTED

For Food Products, Confectionery, etc.
For the Dominion. Best References.

H. S. JOYCE,

Room 903 Southam Bldg., Montreal

MANUFACTURERS

Place your merchandise with a modern up-to-the-minute Agency in 1920.

O. M. SOLMON

MANUFACTURERS' AGENT, IMPORTER,
EXPORTER, COMMISSION MERCHANT
Is open to represent several new progressive manufacturers in the New Year.
4492 St. Catherine St. W., Montreal

Industrial concern in new town requires first-class Retail Store Manager who can produce first-class credentials and provide \$2,000 bond, in respect of which Company will pay fees. French and English. Liberal salary to thoroughly competent man. Apply Box 800, Canadian Grocer, Toronto.

BRITISH GUIANA

Why not build up your trade in British Guiana and the West Indies, by appointing us your Agents?

McDAVID & CO.

Manufacturers' Representatives

41 Robb Street, Georgetown, Demerara,
British Guiana

Exporters: Coconuts, Coffee, Rice, Cocoa.

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

REX PRODUCTS

are now being sold in all parts of Canada.
Are you selling them?

Rex Cedar Oil

Rex Floor Wax Rex Furniture Cream

Rex Washing Powder

Order from your Jobber or Wholesaler.

REX CHEMICAL CO.

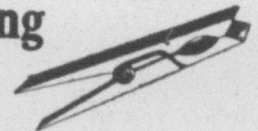
103 Wellington St., MONTREAL

McDONALD ADAMS
WINNIPEG
GAETZ CO.
HALIFAX

S. H. MOORE & CO.
TORONTO
W. S. CLAWSON CO.
ST. JOHN

KING & SOUTHCOT
VANCOUVER
J. N. DION
QUEBEC

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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



Made Under
the British
Flag

that's why
"it's always good"

COX'S

Instant Powdered

GELATINE

*A Merry Xmas and a Happy New Year
to all our Customers in Canada*

Cox's Gelatine will continue to be Canada's Favorite.
Are You Selling It?

Manufactured in the splendidly equipped Laboratory of

Messrs J. & G. Cox, Limited, Edinburgh, Scotland

For Sale by Leading Grocers Everywhere

Tees & Perse
Manitoba

Canadian Agents:
Arthur P. Tippet Co.
Montreal - Toronto

Martin & Robertson, Ltd
Vancouver

FRUITS FOR THE HOLIDAYS

Our Stock is Complete with all lines of

FOREIGN and DOMESTIC FRUITS FOR CHRISTMAS

If you require quick service try us.
We can ship the same day order is received.

**How about your supply of Winter Apples?
We can supply most varieties.**

Send Us
Your
Order.

Bell King Ltd., Montreal

Prompt
Service

Velvet finish
Lighter labor
Instantaneous
Troubles over

"VLIT"

Velvet finish
Lighter labor
Instantaneous
Troubles over

The Time and Labor-Saving Furniture Polish

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

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

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

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

Sold only through the wholesalers and jobbers.

A Strictly Canadian Firm

VLIT MANUFACTURING COMPANY, LIMITED

223 MCGILL ST., MONTREAL

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

MAIN 4927

\$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 6,500 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 6,500 and more likely places, remember that. No other single newspaper in the world gets into 6,500 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

**JAMS
MARMALADES
PEELS**

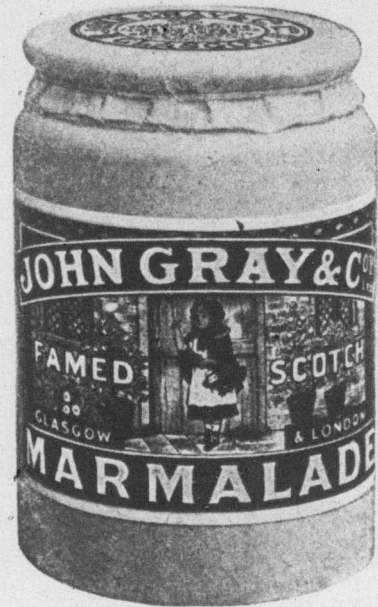
John Gray & Co., Ltd., Glasgow

Established over a Century

Cable : Lamberton, Glasgow.

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

**CONFECTIONERY
MARZIPAN
CHOCOLATE**



Agents:

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

Lind Brokerage Co., Ltd., Toronto



**Simcoe Brand
Baked Beans**

(With Tomato Sauce)

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

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

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

Dominion Cannery, Limited
HAMILTON, CANADA



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

with a full appreciation
of the many favors which
you have extended to us
during the past year,
when conditions have often
been exacting and trying
in the extreme.

We beg you to take on
our very best wishes for
a happy Christmas

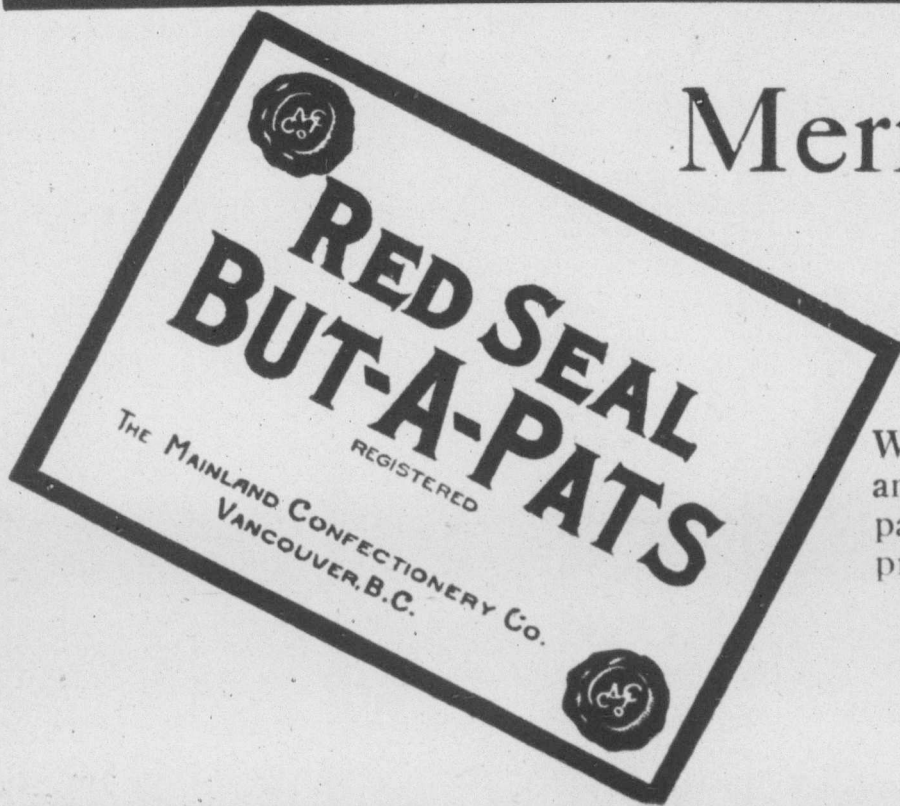
H. P. Eckhardt & Co.



A Merry Christmas &
A Happy New Year



THE BOWES COMPANY, LIMITED
TORONTO, CANADA



Merry

Christmas

We wish you a joyous Yule-tide,
and may "But-A-Pats" do their
part to make the New Year a most
profitable one.





A 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.

WALLACE FISHERIES, LIMITED

HEAD OFFICE:
VANCOUVER



Your Customers will Prefer Caldwell's (Whole) Tomato Catsup

Once they have tried this delightfully flavored catsup they will always buy it. It is a perfect blend of the best spices, onions, garlic and pure granulated sugar—a perfection that was reached only after patient testing and research. Each bottle is enclosed in a wrapper.

The price is \$2.35 per doz., packed 2 doz. to the case. Freight paid on 10 cases anywhere in Ontario. We also manufacture Pure and Blended Jams and Worcester Sauce, etc.

Order through your wholesaler or direct.

The Wentworth Orchard Co.

Canners and Preservers

HAMILTON

ONTARIO

KING GEORGE'S NAVY

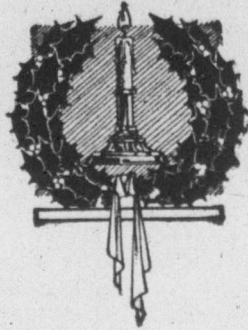
CHEWING
TOBACCO

is always worth pushing

If you fully realized what real profit-making value there is in King George's Navy Chewing Tobacco you would get a display working for you immediately.

Start right in to-day and become one of those aggressive grocers who are "making good" with King George's Navy.

Rock City Tobacco Co., Ltd.



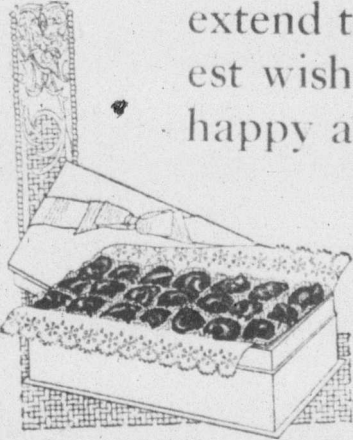
That you may
enjoy a
Merry Christmas
and a
New Year
Full of Prosperity
is the
earnest wish of



"NOBILITY"
CHOCOLATES

A Merry Christmas

We appreciate the kind favors of past years and extend to you—our patrons and friends, our heartiest wishes for a Merry Christmastide—a healthy, happy and prosperous 1920.



NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:

Scott & Thomas, Foy Bldg., Front St. W., Toronto

Maclure & Langley, Limited
Montreal Winnipeg

Greetings

To all our friends and customers who have favored us with their liberal patronage during the past year—

We wish a most Happy Christmas and a New Year of profitable business and good health.

We know that these two leaders will make our wishes to you a reality.



Agents for Manitoba, Saskatchewan and Alberta:
NICHOLSON, RANKIN, LIMITED, WINNIPEG, MAN.

Kelly Confection Company, Limited
Vancouver, B.C.





Merry Christmas
and a
Happy New Year
May Prosperity Be
With You in 1920

We wish to thank all our customers and friends for their patronage during the year and hope to have the privilege of serving you during the coming year.

Our Motto

will be to serve you with the very best goods that we know how to manufacture. We are increasing the capacity of our plant and expect in a short time to be in a position to fill all orders on short notice.

Cie Canadian Importation Co.

140 St. Catharine St. East, Montreal

H. DAOUST, Manager

*A Merry
Christmas*



*A Happy
New Year*

*Never a Christmas morning
Never the Old Year ends
But somebody thinks of somebody
Old days, Old times,
Old friends.*

St. Williams Fruit Preservers
Limited

SIMCOE and ST. WILLIAMS, ONT.



Maclure and Langley, Limited

TORONTO

MONTREAL

WINNIPEG



“Good Cheer!”

May your Christmas be Merry and may the New Year bring your Prosperity, Health and Good Cheer in abundance.

For your kind and valued patronage of 1919, we thank you, and in the future may it be our privilege to serve you as in the past.



CONNORS BROS., LIMITED

Black's Harbor, N.B.



Canada Food Board License No. 1-603





Ford Motor Company
OF CANADA LIMITED
FORD, ONTARIO

A LASTING CHRISTMAS GIFT

*The Ford Sedan
will be a constant
source of pleasure
in the years to come.*

*Make this Christ-
mas the beginning
of a long season of
happiness by pre-
senteding the Family
with a Ford Sedan-
the car of comfort
at a reasonable price.*



The Secret

BEHIND THOSE LIGHT,
FLUFFY BISCUITS

IS

EGG-O

BAKING POWDER



Why have Egg-O sales in Ontario increased twenty-one hundred per cent. in three years?

BECAUSE the *quality* is unique. Egg-O is a combination powder which carries on its leavening action from the time the ingredients are mixed until the baking is completed, thus ensuring the lightest and tastiest of cookery.

BECAUSE the *price* is right. Egg-O is the cheapest because it never fails, never loses its power.

BECAUSE Egg-O has *stood the test*. It has been tried under all conditions. From the coarsest to the finest of flours it has never failed to give results.

PUBLICITY without quality is a waste of money. Egg-O is advertised only for what it is, and thus its sales increase daily.

The satisfaction of all jobbers and customers, and the increased demand for our product should convince all merchants of the necessity of stocking up with Egg-O Baking Powder.

Results insure further sales.

Sold once, Egg-O sells itself.

Egg-O is carried in stock by all jobbers



EGG-O BAKING POWDER CO., LIMITED
HAMILTON, ONTARIO

Sell the Best

"BETTER be sure than sorry."
OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please **ALL** your customers sell them.

OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

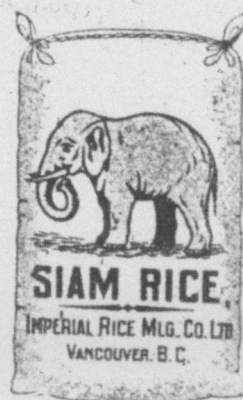
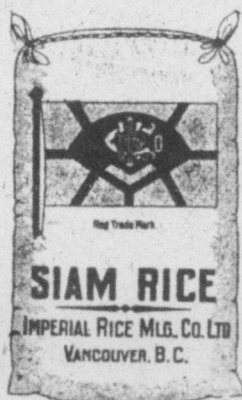
HARGREAVES (CANADA) Limited

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

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

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
 Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE MARMALADE

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

PORK AND BEANS "DOMINION BRAND"

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

CATSUPS—In Glass Bottles

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

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

CONDENSED MILK

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

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—1/2s	\$2.90
1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.80; 2s, \$8.95.	
English Brawn — 1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.35; 2s, \$8.80.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves — 1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.45; 2s, \$8.75.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.95; 6s, \$31.75.	
Roast Mutton—1s, \$6.25; 2s, \$11.75; square cans, \$4.2.	
Boiled Mutton—1s, \$6.25; 2s, \$11.75; 6s, \$42.	
Jellied Veal—1/2s, \$3.35; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.95; 2s, \$4.95.	
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.	
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.	
Mince Collops—1/2s, \$1.95; 1s, \$3.85; 2s, \$6.75.	
Sausage Meat—1s, \$3.95; 2s, \$7.95.	
Corn Beef Hash — 1/2s, \$1.40; 1s, \$3.20; 2s, \$5.80.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.80; 2s, \$8.90.	
Jellied Hocks—2s, \$9.35; 6s, \$30.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.45; 2s, \$8.75.	
Boneless Chicken—1/2s, \$6.95; 1s, \$11.45.	
Boneless Turkey — 1/2s, \$6.95; 1s, \$11.45.	
Ox Tongue—1/2s, \$4.95; 1s, \$12.00; 1 1/2s, \$18.50; 2s, \$23.95; 3 1/2s, \$44.00; 6s, \$60.00.	
Lunch Tongue—1/2s, \$4.90; 1s, \$10.45.	
Mince Meat (tins)—1s, \$3.45; 2s, \$5.45; 5s, \$15.95.	
Mince Meat (bulk)—6s, 25c; 10s, 27c; 25s, 26c; 50s, 28c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.25; 3s, \$3.50.	

A Real Quality Food!

Backed by continuous
national advertising,

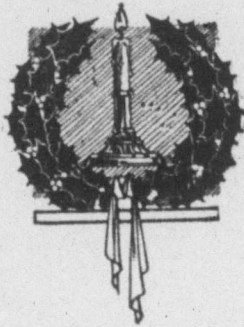
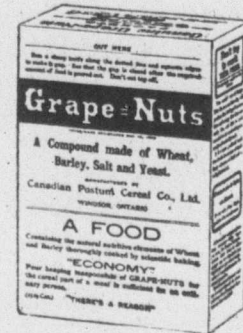
Grape-Nuts

is a fast-selling specialty with
a staple demand.

Good profit to grocers.

Constantly increasing in volume.

Canadian Postum Cereal Co., Ltd.
Windsor, Ont.



A
Merry Christmas
and a
Happy New
Year

Get a Second Chance at Your Dollar

SPEND IT IN CANADA. YOU LOSE NOTHING

Watson's Herrings are the equal of
any you could import. Scotch cured
Herring in 10 lb. pails or barrels.
Smoked Kippers, Bloaters, Bone-
less Herring or Chicks.

Watson Bros. Fishing and Packing Co., Limited
VANCOUVER

Greetings

THE oft repeated greeting, "A Merry Xmas and a Happy New Year" means to us far more than the idle repetition of a few words that have become habitual through custom and long usage.

Our greetings conveyed to you through the medium of Printer's Ink contains the same earnestness and sincerity as they would, were we able to greet you individually and in person.

To our many friends throughout the Dominion we tender our sincerest thanks for the loyal support given us throughout the year. We wish you one and all primarily, health, happiness and contentment. May success attend your efforts and the coming year be crowned with justified business increase and prosperity.

Stevens-Hepner Co., Limited
Port Elgin, Ontario

You can now make a substantial profit on

FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen.

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED
PRINCE RUPERT, BRITISH COLUMBIA

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, 12s, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$16.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—¼s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Peanut Butter—¼s, \$1.45; ½s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 25c; 50s, 25c.

HARRY HORNE & CO.,
Toronto, Ont.

Per case
Cooker Brand Peas (3 doz. in case) 4 20
Cooker Brand Popping Corn (3 doz. in case) 4 20
B.C. HOPS
Dominion Brand, quarters, per short weight pound 0 30
Dominion Brand, halves, per short weight pound 0 29
Maple Leaf Brand, ¼ lb. packages, per full weight pound 0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound 0 35
COLMAN'S OR KEEN'S MUSTARD
Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1 lb. 10 40
F.D., ¼-lb. Per jar
Durham, 1-lb. jar, each \$0 60
Durham, 4-lb. jar, each 2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal

KLIM
Hotel \$20 00
Household size 9 00
F.o.b. Ontario jobbing points, east of and including Fort William.
THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry	\$0 10
100-lb. kegs, No. 1 white	0 10½
200-lb. bbls., No. 1 white	0 10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 12
40 lbs., Benson's Enamel (cold water), per case	3 25
Celluloid, 45 cartons, case	4 70
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	0 11½
40 lbs. Canada Pure or Challenge Corn	0 10½
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 16½
(20-lb. boxes, ¼c higher, except potato flour.)	

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case 5 45
5-lb. tins, 1 doz. in case 6 05
10-lb. tins, ½ doz. in case 5 75
20-lb. tins, ¼ doz. in case 5 70
(Prices in Maritime Provinces 10c per case higher.)
Barrels, about 700 lbs. 0 08½
Half bbls., about 350 lbs. 0 08½

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case \$5 95
5-lb. tins, 1 doz. in case 6 55
10-lb. tins, ½ doz. in case 6 25
20-lb. tins, ¼ doz. in case 6 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan 4 15
Metal Outfits, Black and Tan 4 95
Creams, Black and Tan 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. 1 00
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 00
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 30
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream ¼s, ½s, and 1-lb. tins 1 60
Forest and Stream, 1-lb. glass humidors 1 75
Master Workman, 2 lbs. 1 12
Master Workman, 4 lbs. 1 12
Derby, 9s, 4-lb. boxes 1 05
Old Virginia, 12s (bars), 8s, boxes, 5 lbs. 1 25

JELL-O

Made in Canada

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

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weights, 11 lbs. to case. Freight rate second class.

BLUE

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

COCOA AND CHOCOLATE

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

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. \$5 25
Perfection, ¼-lb. tin, doz. 2 75
Perfection, ½-lb. tins, doz. 1 45
Perfection, 10s size, doz. 1 10
Perfection, 5-lb. tins, per lb. 0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz. 3 00
Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. 0 28
(Unsweetened Chocolate)
Supreme Chocolate, 12-lb. boxes, per lb. 0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box 1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box 1 90

SWEET CHOCOLATE Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes 0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case 0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case 0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate, 28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. \$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. 0 45



Best Wishes for
A Merry Christmas
 and
A Happy New Year

May 1920 usher-in a year of prosperity, new business and good health for you, Mr. Grocer. We thank you for your esteemed patronage and hope for its continuance in the New Year.

Robert Henry & Son
 Windsor, Ontario

Eastern Agents for:

BRITISH COLUMBIA PACKING ASSOCIATION
 VANCOUVER, B. C.



MERRY XMAS

May your Christmas be merry and bright. Your New Year fruitful in business, health and abundant prosperity—our wish to you grocers of Canada.

Brodie & Harvie's XXX Flour

will, during the coming year, be in great demand on account of the high quality of this product and the extensive advertising we are at present doing.

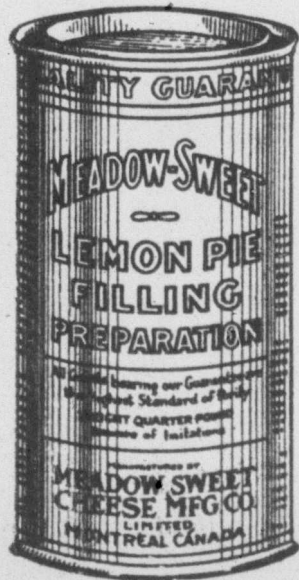
Keep a good stock. It's sure to sell.

BRODIE & HARVIE, LIMITED
 MONTREAL

Wishing
**Merry
Christmas**
TO ALL OUR CUSTOMERS

During 1920 we are at your service
when it's a question of the best im-
ported and domestic fruits and fish.

WHITE & CO., LTD.
Front and Church Sts.
Toronto Ont.



A
Merry
Christmas
to
You
Mr. Grocer

May you enjoy a very Merry and Happy Christmas coupled with great prosperity during the coming year.

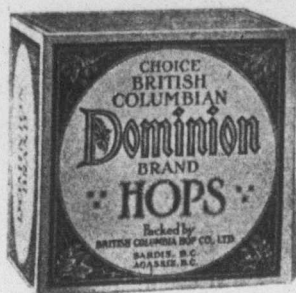
You have enjoyed a good year's business. Canada has been prosperous. We thank you for your trade during 1919.

T. M. Sibbald & Sons Toronto Angevine & McLaughlin Eastern Provinces D. M. Doherty Vancouver

"Meadow Sweet" Cheese Mfg. Co.
MONTREAL LIMITED

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30-boxes in case, per lb.	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb.	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 36
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 46
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per lb.	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.	0 43
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.	0 43
Plain Milk Chocolate Slabs, per lb.	0 42
MISCELLANEOUS	
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz.	\$5 50
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	2 75
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	5 50
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	2 75
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb.	0 46
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box.	0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross.	1 15
120-1c Milk Chocolate Sticks, 60 boxes in case.	0 80
5c LINES	
Toronto Prices Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90
W. K. KELLOGG CEREAL CO.	
Kellogg's Toasted Corn Flakes, Waxtite	4 15

Kellogg's Toasted Corn Flakes, Ind.	2 00
Kellogg's Dominion Corn Flakes	4 15
Kellogg's Dominion Corn Flakes, Indiv.	2 00
Kellogg's Shredded Krumbles	3 50
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	1 85
BRODIE AND HARVIES	
XXX Self-Raising Flour, 6 lb. packages, doz.	\$5 70
Do., 3 lb.	2 90
Superb Self-Raising Flour, 6 lb.	5 50
Do., 3 lb.	2 80
Crescent Self-Raising Flour, 6 lb.	5 60
Do., 3 lb.	2 85
Perfection rolled oats (50 oz.)	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack, doz.	1 50
BLACKWOODS' BAKING POWDER	
Per doz.	
8-oz. tins, 4 doz. to case	\$1 50
12-oz. tins, 4 doz. to case	2 25
16-oz. tins, 4 doz. to case	2 50
Qt. Sealers, 1 doz. to case	5 00
3-lb. tins, 1 doz. to case	6 50
5-lb. tins, 1 doz. to case	10 50
CORDIALS	
Black Cherry St. Julien Claret	
Mondego Port Grape VIno	
Hot Todd Ginger Wine	
Sloe Gin Creme de Menthe	
Packed 1 doz. qts. to case.	\$4 50
Per case	1 85
Bulk, per gallon	1 85
LIQUEURS	
H. T. Special Ginger	
Creme deMenthe Black Cherry	
Hot Todd Port	
Grape Claret	
Sloe Gin Trench Rum	
Packed 1 doz. qts. to cs.	Per cs. \$6 85
Bulk, per gallon	2 85
CONCENTRATED FRUIT CIDERS	
Orange Cherry	
Peach Loganberry	
Lemon Strawberry	
Grape Raspberry	
Blackberry	Per doz.
Packed 24, 2 1/2-lb. tins to case	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to cs.	7 40
EXTRACTS	
Blackwoods' Government Standard All flavors. Per doz.	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	\$1 75 2 00 3 25 5 75 11 25
Heather Brand. Fifty per cent. over Government Standard. Per doz.	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	\$2 25 2 60 4 25 7 50 14 00
OYSTER COCKTAILS Per doz	
Packed 5-doz. 4-oz. botts. to cs.	\$0 85
OLIVES Per doz	
Queens, packed 24, 8 oz. to cs.	\$2 20
Queens, packed 24, 16 oz. to cs.	3 35
Pimento Stuffed, 24, 8 oz. to cs.	3 00
Pimento Stuffed, 24, 16 oz. to cs.	4 50
BLACKWOODS' DE LUXE PICKLES	
Ozs. 10 16 18 20 Qts.	
Sr. Mix	2.10 2.80 3.15 3.50 4.75
Chow	2.15 2.85 3.25 3.60 4.90
Onions	2.25 3.00 3.50 3.75 5.00
Gherkins	2.65 3.50 3.60 4.30 5.75
Sw. Mix	2.25 3.10 3.50 3.85 5.15
Sw. Onions	2.50 3.30 3.60 4.10 5.25
Sw. Gherkin	2.90 3.80 4.00 4.65 6.15
PICKLES IN TINS Per doz.	
Sr. Mix, 2 1/2-lb. tins	\$3 25
Chow, 2 1/2-lb. tins	3 40
Sw. Mix, 2 1/2-lb. tins	3 50
Sr. Gherkin, 2 1/2-lb. tins	4 25
Sw. Gherkin, 2 1/2-lb. tins	4 50
Dills, 2 1/2-lb. tins	2 50
Kraut, 2 1/2-lb. tins	1 90
PICKLES IN BULK	
Spring Top Gallon Jars	
Sr. Mix	\$1 15
Chow	1 25
Sw. Mix	1 40
Dills	1 00
Pails 1gal. 3gal. 5gal.	
Sr. Mix	\$1 40 \$3 00 \$4 60
Chow	1 45 3 25 4 90
Sw. Mix	1 70 4 25 6 50
RELISHES Per doz.	
Horse Radish, 10-oz. bottle	\$2 40
English Picilli, 8-oz.	2 35
East India Pickle, 8-oz.	2 25



Christmas Greetings

To every grocer we send our sincere good wishes for a very Merry Christmas and a Happy and Prosperous New Year.

BRITISH COLUMBIA HOP CO., LIMITED
Largest Hop Growers in Canada

WRITE FOR PRICES—SAMPLES

Agents: for Western Canada, Donald H. Bain Co., Winnipeg, Man.
Ontario, Raymond & Raymond, London, Ontario.
Quebec, Arthur P. Tippet & Co., Montreal, Quebec.



Christmas Greetings

You have our sincere wishes for a
Happy Christmas and Prosperous New Year

Walter Woods & Co.

Hamilton and Winnipeg





Canada Beaver Brand Brooms

Made of the best material of Illinois corn.

Handles of the best maple. All processes of manufacture carried out by expert workmen.

Make out your trial order from this list of quality products:

- Household Brooms—10 different grades.
- Toy Brooms—3 different grades.
- Whisks—10 different grades.
- Warehouse Brooms—A specialty.

The Canada Broom & Brush Co., Ltd.

RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
Confederation Life Building, Winnipeg, Man.
Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32
Front St. West, Toronto, Ont.

It's Profitable Because—



**100%
PURE**

**COSGRAVE'S
PURE MALT
Vinegar**

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

RETAILS
15c and 25c

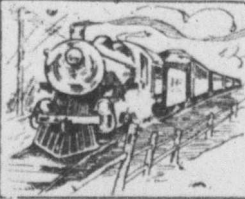
WELL ADVERTISED

Write us or ask your jobber for trade prices.



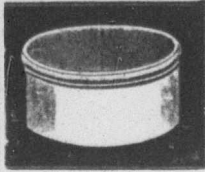
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McLay Brokerage Co.	72		



BUYERS' MARKET GUIDE

Latest Editorial Market News



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Buy Now—Butter Cocks
Jugs, Churns, Flower Pots
etc. Ask for latest cata-
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The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
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We are now located in our new and more spacious warehouse at

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TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
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J. E. TURTON, Board of Trade Building,
Montreal
OPPENHEIMER BROS., LTD.
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BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ontario

Shuman Pricing Outfits
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Groceries and Stores which price-mark
their goods—we have the right system.
For full particulars write:
Store Helps Manufacturing Company
12 Sheppard Street, Toronto,
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Olivier's Cream Toffee
5 cent bars

O.K.—Almond—Cocoanut
The finest made

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

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

HEAVY DEMAND FOR PEANUT BUTTER

Several manufacturers of peanut butter have advanced their quotations recently. It is quoted in some instances as high as 29 cents per pound. Other makes are slightly lower, but the recent jump in price has been a cent per pound. The high prices that are ruling for creamery butter at the present time, have stimulated the demand for peanut butter to a very great extent. Quotations on both roasted and unroasted peanuts are also very high, and these stronger values together with the excessive demand for the product at this time, have resulted in the increase in peanut butter quotations.



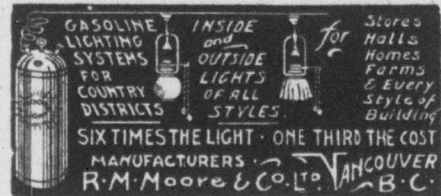
CLIMAX PAPER BALERS
ALL STEEL-FIREPROOF
"Turns Waste into Profit"
12 SIZES
Send for Catalogue
CLIMAX BALER CO.
Hamilton, Ont.

FOR SALE

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

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

Phone 1577



The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

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

BEANS

Handpicked or Screened
Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - - - ONTARIO

Fidelity Collection Agency Ltd.

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

References: Can. Bank of Commerce and Molsons Bank

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

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

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

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

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

SITUATIONS WANTED

EXPERIENCED LADY DESIRES POSITION in store. Village preferred. Apply Box 784, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—SITUATION AS CLERK IN GROCERY and general store. Six years' experience. Can commence at once, or would buy small business if right location. Box 782, Canadian Grocer, 143 University Ave., Toronto.

WANTED

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

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

Business Opportunities

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

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FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixteen years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE—GENERAL STORE BUSINESS. Stock \$20,000, turnover, \$75,000 per annum. Good building. Will rent or sell premises. J. M. Eastman, Kinburn, Ont.

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A FIRST-CLASS, THOROUGHLY SCIENTIFIC and practically trained margarine expert wants situation. About 25 years' experience with leading factories in Denmark, England, Holland and Sweden. For particulars write as soon as possible to Margarine Expert, care of this paper. Only a first-class situation will be considered. Box 776, Canadian Grocer, 143 University Ave., Toronto, Ont.

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WANTED—BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (one who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 153 University Ave., Toronto, Ont.

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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

Opportunities are offered every month on this page.

Are you making use of them?

COLLECTIONS

By a competent organization which is wide-awake to the necessity of having these leakages stopped.

We can handle this proposition in a proper business like manner and guarantee satisfaction to all concerned.

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EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

CANADIAN GROCER

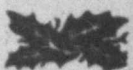


Stuart's Jams

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

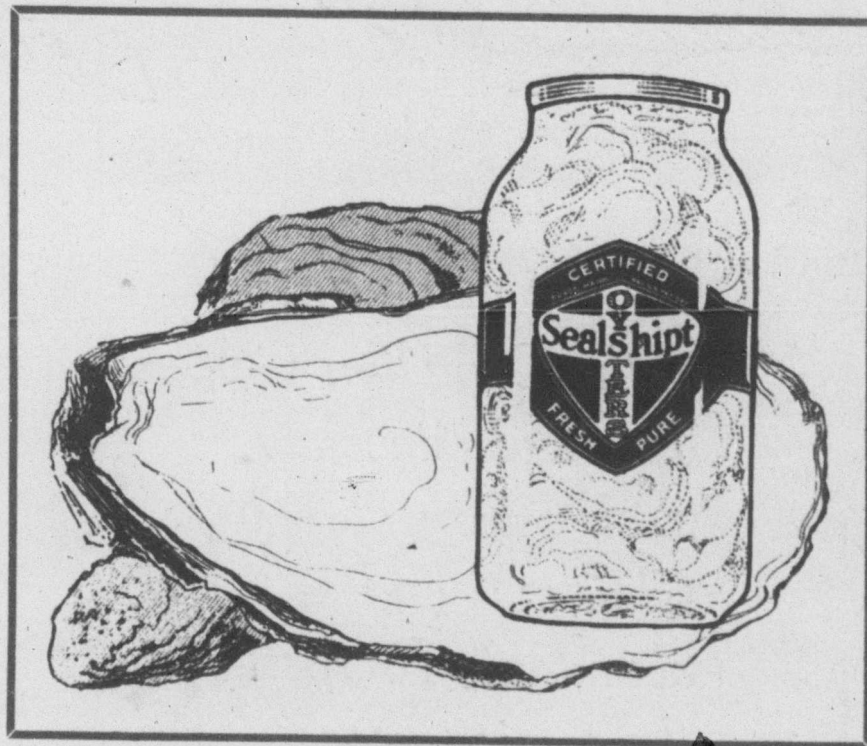


Stuart Limited
SARNIA, ONTARIO



CANADIAN GROCER

A Merry Christmas



Connecticut Oyster Co., Ltd.

CANADA'S EXCLUSIVE OYSTER HOUSE

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TORONTO