

FEATURING PROBABLE PRICES AND CONDITIONS FOR 1919

# CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JANUARY 3, 1919

No. 1

## Welch's The National Drink

1919 dawns with the promise of a new era. War clouds have been dispersed.

Days of wonderful possibilities are ahead.

In this new year, Welch's means more to you and to your customers than ever before. Our Fiftieth Anniversary finds Welch's, the National Drink, in increasing favor. The flag of Welch Quality has never been lowered.

Now Welch's Grapelade carries the Welch standard into a new field. It provides a grape spread that is a real discovery in goodness. It furnishes you with a specialty that finds a waiting demand and that will steadily increase in sales.

Grapelade is made in the modern plant at St. Catharines, from whole, ripe, Welch Quality Concord Grapes, without skins, seeds and tartaric acid crystals. It is packed in No. 1, No. 2 and No. 2½ enamelled tins to retail at popular prices and show an excellent profit.

Welch Products are sold by Leading Jobbers.

Canada Food Board Licenses:  
Canners—No. 14-272  
Bottlers—No. 15-164



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

## Face the New Year With Confidence

As a grocer, you must look forward hopefully to 1919 business.

Some of the restrictions which have hampered you so badly during the war period, have already been removed — others are about to be rescinded. Before the close of 1919, it is almost certain that your buying and selling will be quite untrammelled by "Orders-in-Council."

The resumption of ocean traffic will make it possible for you to again bring figs, dates, currants, raisins and other profitable specialties from the four corners of the earth.

Then, there will be more mouths to feed as a result of the return of Canada's army and the immigration which is expected to follow the war's conclusion.

Altogether, dealers in food products have every reason to feel confident of the immediate future. But your own confidence should be passed on to others. In the weeks to come, see that your store radiates hope and cheer. Train every member of your staff to take every opportunity of "cheering up" your customers, and generating in them, the same confidence that you yourself experience.

You know what the effect would be if half a dozen friends in succession told a healthy man that he looked sick? In a short time he would really *be* sick.

You know the effect on business, if a few retailers made it a point to talk to their customers, in a doleful strain about the unsettled condition of Russia? That would help to unsettle conditions right here in Canada.

It is your plain duty to speak confidently of the future. Do not let up in your selling efforts, but rather redouble them, because it is becoming easier for you to buy sugar, flour, and all the other foodstuffs which have been scarce.

And do not forget that every customer you have, is using, or should be using

# O-Cedar Polish

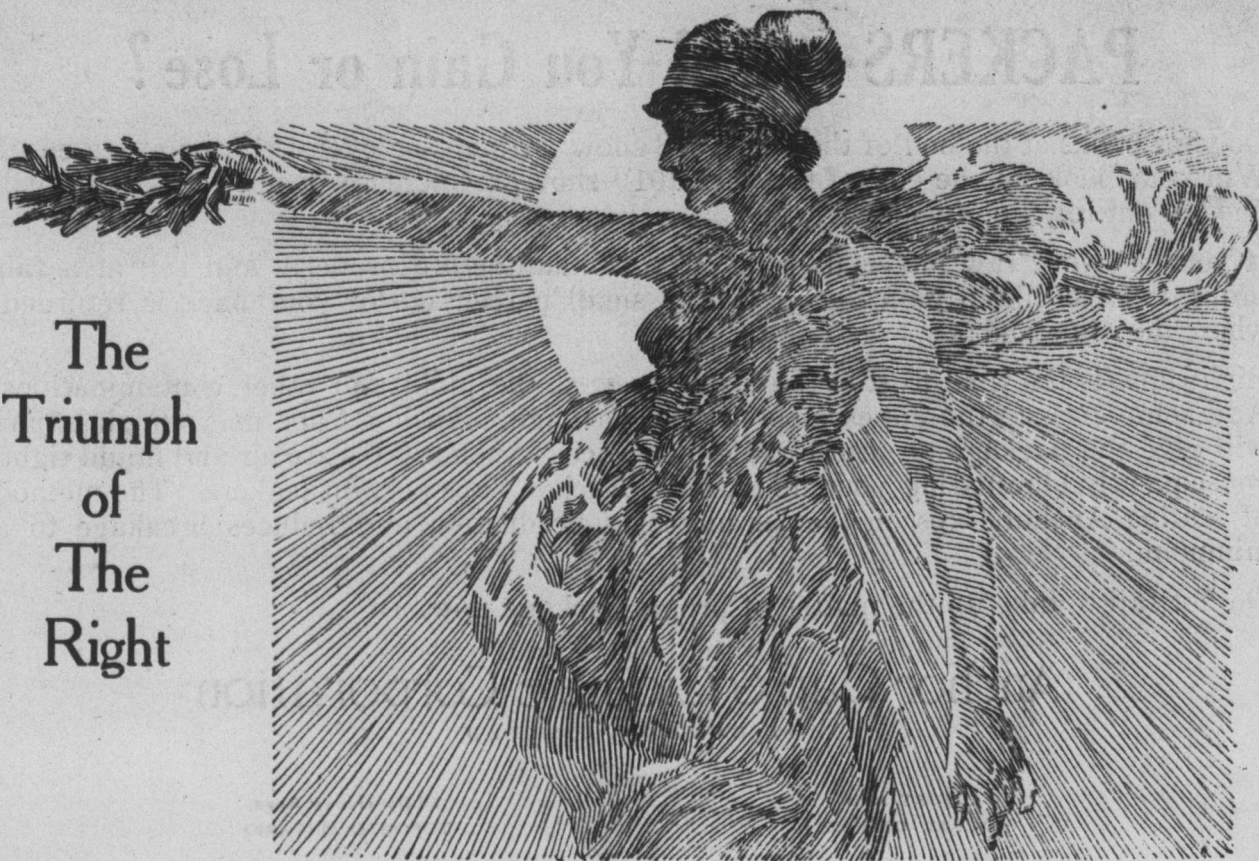
Every time your front door opens or your phone rings, there is a chance for you to sell O-Cedar. There's good money in every sale, so do not let any of this business get away from you.

*Order from your jobber*

**CHANNELL CHEMICAL CO., LIMITED**  
369 Sorauren Ave., Toronto



The  
Triumph  
of  
The  
Right



# VICTORY!

And now begins what should be a new era of unparalleled prosperity for our country. The restrictions which have hampered trade will disappear with the necessity for them, and we can look forward to bigger business than usual during the Reconstruction Period.

## *Borden's* Milk Products

favorites in peace or war, will continue to merit the critical housewife's approval.

**BORDEN MILK CO., LIMITED**

*"Leaders of Quality"*

**MONTREAL**

Branch Office: No. 2 Arcade Bldg., Vancouver

License No. 14-213

## PACKERS—Will You Gain or Lose?

Do your books at the end of the year 1918 show an increase over 1917, or a decrease? Will your books at the end of the year 1919 show an increase over 1918? This will depend entirely upon yourselves.

If you buy your raw materials right, if you manufacture properly and sell at a fair profit, it looks like a gain, but if even a small percentage of your pack is returned, where do you stand?

Right now is the time to stop the loss. Prevent the mold and other contaminations. Add some class to the appearance of your package. Anchor Caps on your glass jars will give the package an attractive appearance. Anchor Caps are air and liquid tight, consequently eliminating your mold, etc. Anchor Caps prevent leakers. The method of sealing Anchor Caps on the jar increases production and reduces breakage to a minimum.

Do not fail to take up the matter of proper package now.

### Anchor Cap & Closure Corporation

OF CANADA, LIMITED

FACTORY AND  
GENERAL OFFICES



50 Dovercourt Road  
TORONTO, ONTARIO

# TOMATO CATSUP

## AYLMER BRAND

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

### GLASS BOTTLES

8 oz. 12 oz. 17 oz.

2 DOZEN TO CASE

### GLASS AND STONE JUGS

1 GAL.

4 TO CRATE

THROUGH YOUR JOBBER OR DIRECT

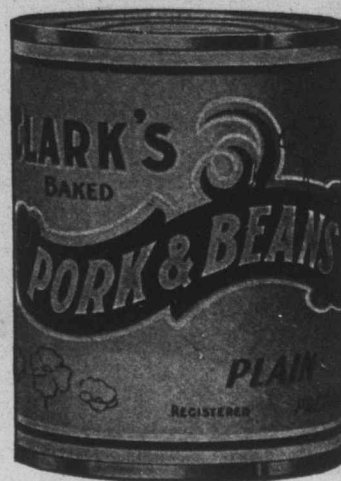
## DOMINION CANNERS LIMITED

HAMILTON, CANADA

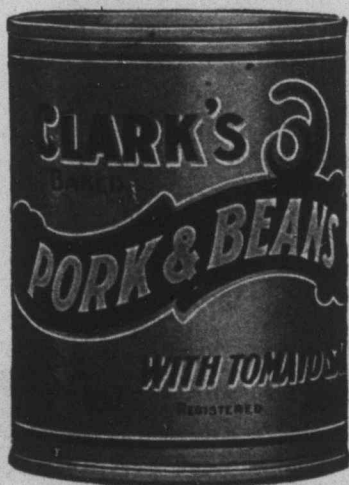
Canada Food Board License No. 14-12

# CLARK'S

Begin the New Year right, Mr. Grocer, by going over your stock and making sure that you have a good supply of CLARK'S



## PORK and BEANS



The CLARK Quality

The CLARK Reputation

The CLARK Advertising

make them far and away

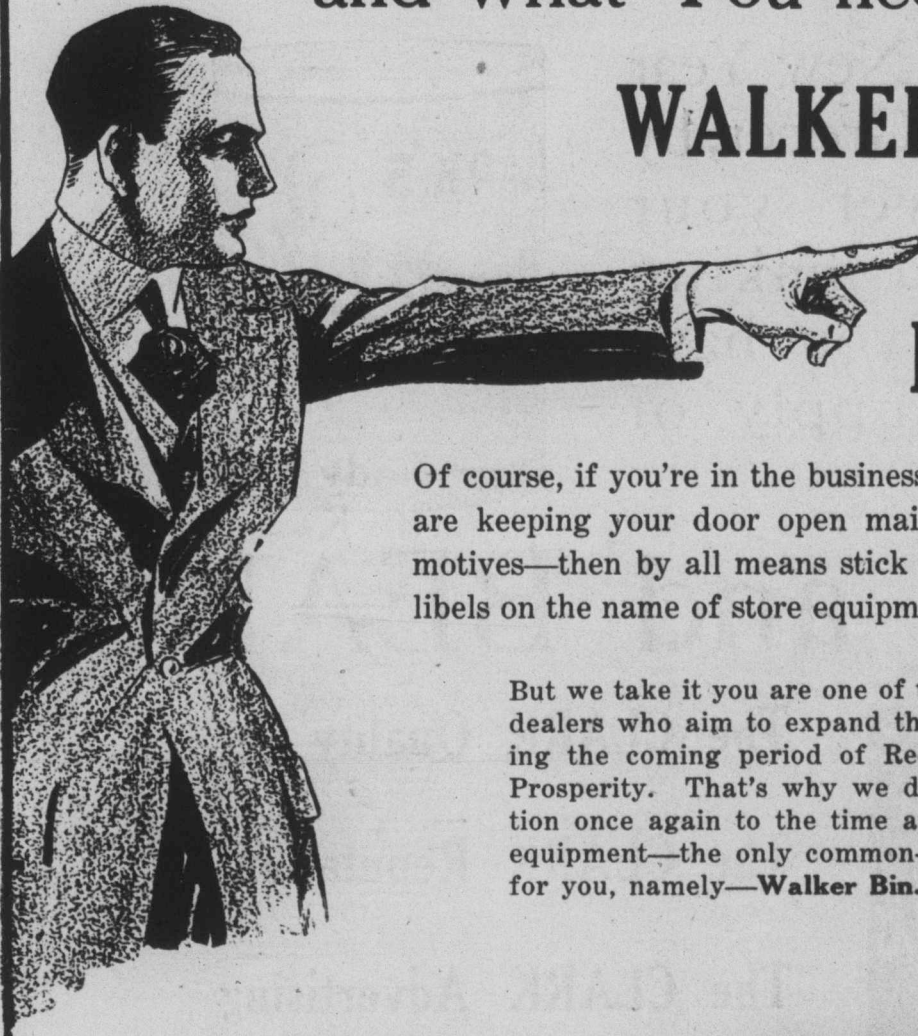
## The BEST SELLERS

W. CLARK  
LIMITED



MONTREAL

That's what You've long needed  
and what You need *right now*



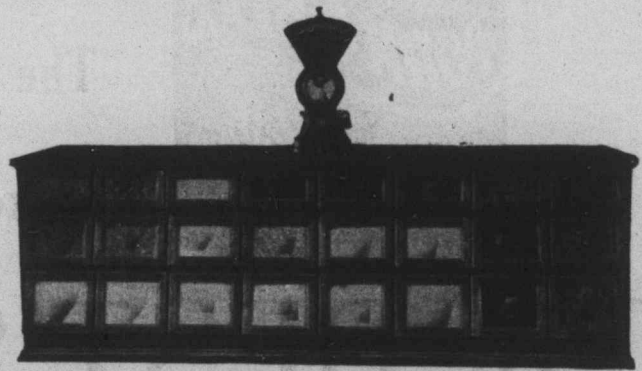
## WALKER BIN STORE EQUIPMENT

Of course, if you're in the business just to fill in time or are keeping your door open mainly for philanthropic motives—then by all means stick to the lumber junk—libels on the name of store equipment.

But we take it you are one of those progressive dealers who aim to expand their business during the coming period of Reconstruction and Prosperity. That's why we direct your attention once again to the time and money-saving equipment—the only common-sense equipment for you, namely—**Walker Bin.**

Walker Bin Equipment solved the problem for many progressive Grocers during the War. And it will solve it equally well in the years to come.

We cordially invite you to investigate its merits. Let's get together on it now. You won't obligate yourself in any way. Send plans.



No. 3 Universal Counter

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

# The Walker Bin and Store Fixture Co., Ltd.

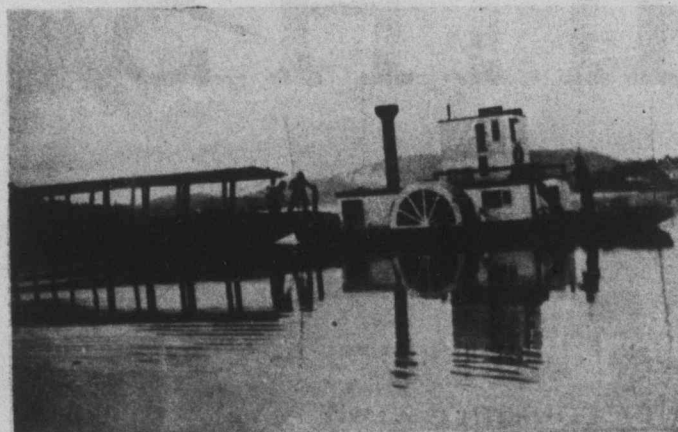
KITCHENER, ONTARIO



Story for Week Dated January 3, 1919.

Being No. 15 in the Series

### Eddy Company Enterprise Far From Street and Store



It must not be imagined for a moment that because The E. B. Eddy Company makes use of Birch Bark canoes, and log cabins in their lumber camp operations, they are therefore less up to date in the bush than they are in the city. The two pictures on this page show scenes on the Du Moine Lake over two hundred miles from Hull. The picture above shows the steamer "Alligator" with a scow in tow, plying busily on the same waters that float the birch bark canoes, and the "Alligator" is as much a part of the Eddy plant as the latest match-making machines in the Hull factory. Below is shown a view of the Du Moine Depot, with a glimpse of the lake on which the busy "Alligator" plies, helping shepherd the logs that later you will sell across your counter in the shape of matches, paper, or indurated ware.



### Some Eddy Products You Know



General Utility "Star" Pail



# E. D. SMITH'S

## *Raspberry Jam*

—a pure, delicious jam, the goodness of which will still further convince your customers that the "E. D. S." label is indeed the stamp of quality.

When you need fresh supplies, ask any of the agents listed here.

**E. D. Smith & Son, Limited**  
**WINONA, ONTARIO**

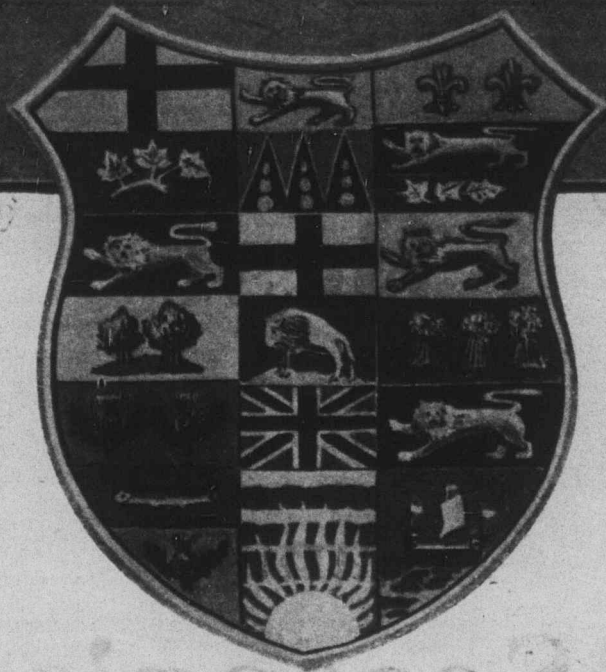
AGENTS:

Newton A. Hill, Toronto  
W. H. Dunn, Montreal

Watson & Truesdale, Winnipeg  
Donald H. Bain Co., Calgary, Alta.

Donald H. Bain Co., Edmonton, Alta.





*“May Peace  
for ever be  
our lot---*

*And plenteous  
Store abound”*

## **Show your faith in Canada by encouraging Canadian Industry**

Do your bit to make our country just as world-famous in  
Commercial Pursuits as she has been in War.

Encourage Home Industry and Enterprise—such Industry  
and Enterprise as are represented in the

### **JEFFRESS PRODUCTS**

**Olive Butter, Chili Con Carne  
Blue Seal Mushroom Catsup  
and Maroma (the new appetizer)**

These products are the equal in every way of the imported lines.  
They are wholesome, delicious and customer-pleasing. They  
give the dealer an excellent profit.

And besides—in featuring these lines you are helping build up  
a bigger industrial Canada.

**E. W. Jeffress, Limited**  
**WALKERVILLE, ONTARIO**



**Best  
Wishes**  
and  
**Season's  
Greetings**

**To All Our Customers  
and Friends**

**ROBERT HENRY AND SON**  
BRANTFORD, ONTARIO

*General Sales Agents for*

**The British Columbia Packers Association**  
Vancouver

Canada Food Board License 1-1285



**"Well Displayed is Half Sold"**

**A** GROCER in a Hudson River town conducted both a retail and a wholesale business. Out of a car of Sunkist Oranges he had left on his hands fifteen boxes. The market was going down. He was worried. A Sun-

**Trainloads Every Day**

After a long period of short supply with consequent high prices, California is now shipping trainloads of oranges every day. California navel oranges will continue to arrive regularly at all points. This season's California fruit is especially fine in flavor, size, color and general attractiveness, and the navel orange crop promises to be four times larger than that of last year.

**Our "Dealer's Choice" Plan**

We have adopted the "Dealer's Choice" method of distributing display material and store decoration. Send for our ballot sheet on which are listed Sunkist selling features. Most of the items are free. Make your choice from this list. Address in care of Dealer Service Department.

kist dealer service man happened in and heard the dealer's story. While they were talking, women were going and coming. But none of the women bought oranges. Why? Because the oranges were not displayed. True, there were oranges in the store, but they were placed where they attracted no attention.

"Go to it, son," said the dealer when the Sunkist man offered to sell the fifteen boxes of oranges. The service man emptied six boxes pell-mell into the window. The display instantly attracted attention. They began to move: Some customers, seeing the big display, thought a new shipment had just arrived. Others scented a bargain. But anyway, the oranges sold. And they sold fast. In less than three days the fifteen boxes disappeared. The oranges by their quantity seemed to tell customers "Now is the time to buy oranges and this is the place." This dealer gathered in three pointers from the experience:



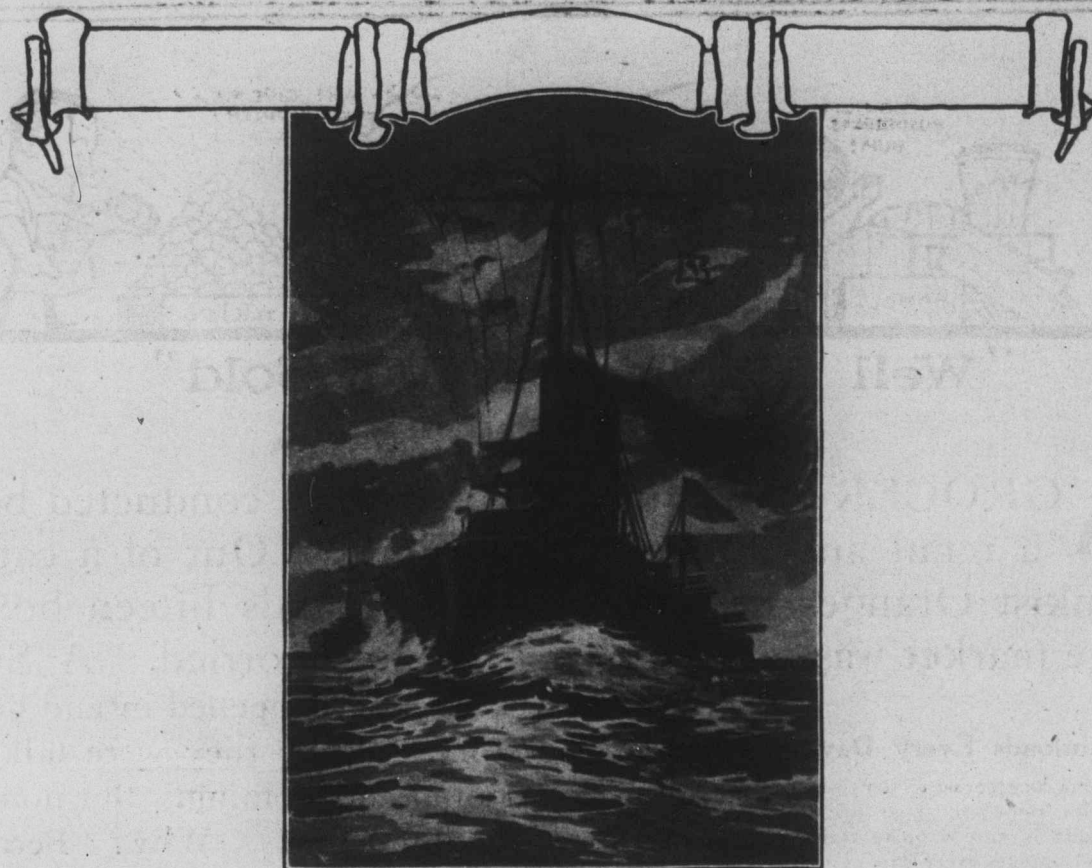
Oranges - Lemons  
**THE STAPLE FRUITS**

- Pointer No. 1—Orange color attracts buyers.
- Pointer No. 2—Mass displays encourage buying.
- Pointer No. 3—Rapid selling of oranges makes it possible to offer fresh stocks more frequently.

**California Fruit Growers Exchange**

*A co-operative organization of 8,500 growers*

**Main office, Los Angeles, Cal.**



## “Britannia Rules the Waves,” and Canada’s Prosperity is assured

The war is won. The victory is ours. The power-crazed junkers are smashed and discredited even by their own people and so we can confidently look to the future — brighter for all of us now because the shadow of servile militarism has passed and the cause of liberty has triumphed.

*Optimism* should be the dominant note in the trade to-day. As the business world gradually reaches a firm peace basis the restrictions and difficulties of the war years will disappear and Greater Prosperity is sure to follow.

*Be Optimistic.*

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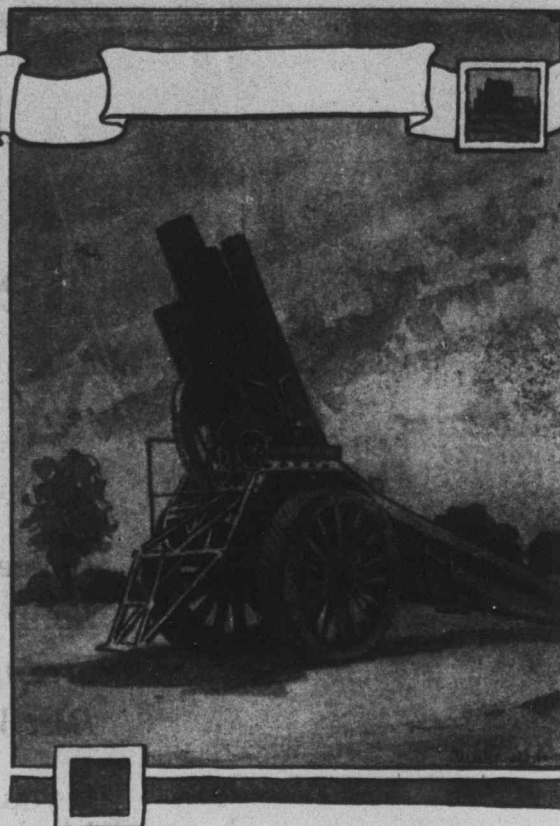
### The Malcolm Condensing Company, Limited

*Makers of the well-liked Malcolm Milk Products*

**ST. GEORGE, ONTARIO**

Food Board License No. 14-151

Now that Victory  
has crowned our  
efforts let us not  
relax the principle  
of Food Conservation



The cessation of hostilities has not eliminated the necessity for judicious conservation of such essential foods as Meats and Wheat Products. We owe it to our Allies in Europe that the spectre of Famine shall not mar the glory of their Victory and ours.

Dealers should encourage their customers to conserve the needed foodstuffs by featuring and recommending the more general use of **Fruits**. Four years of war have accustomed the thrifty housewife to the use of Fruit in place of Meats and Wheat Products. And to-day they are ready and eager to receive suggestions from Dealers along this line.

This affords the Dealer an excellent opportunity to push his sale of Fruits energetically and profitably.

*Send Your Orders to*

*The Firm for  
Service*

**Hugh Walker & Son**

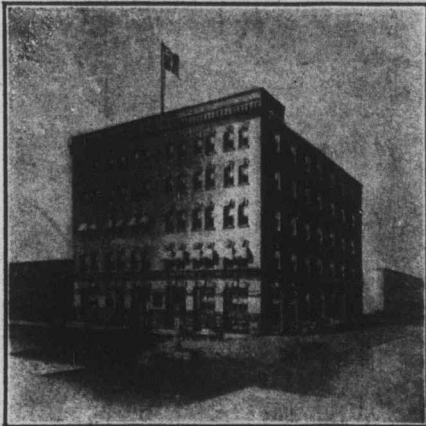
*The House of  
Quality*

*Established 1861*

GUELPH

ONTARIO

Canadian Food Control License Nos. 3-090, 3-204



# Western Representation

**W**E have every facility for successfully handling your products.

*Fifteen Years' Experience*  
*Long Established Prestige*  
*Strong Representation*  
*Best Warehouse Accommodation*

If you wish to reach the big Western Market you should get in touch with us now. We handle some of the best known products—products with a national reputation—so that yours will be in good company from the very first.

Our staff of ten salesmen will give your product aggressive representation.

We sell

**Christie's Biscuits and  
Robertson's Confectionery**

direct to the retailer.

Ask for full particulars of our selling organization.

## Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 Notre Dame Ave. E., Winnipeg, Manitoba



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# To the British Manufacturer

If you are interested in the Canadian Field (and its possibilities are beyond question), you should get in touch right now with

**MR. E. W. LANGLEY**

*of*

**Maclure & Langley, Limited, Toronto, Canada**

who is at present in England.

The firm of Maclure & Langley, Limited, which Mr. Langley represents, is an old established house with a result-getting organization that covers Canada. Having your product handled through this house assures it the proper kind of representation and satisfactory service all the time.

Some of the well-known manufacturers represented by this firm are:—

***Sutcliffe & Bingham, Ltd. Manchester, Eng.***

***Jeyes Disinfectants, London, Eng.***

***Tobler & Co., Berne, Switzerland***

***Norcanners, Stavenger, Norway***

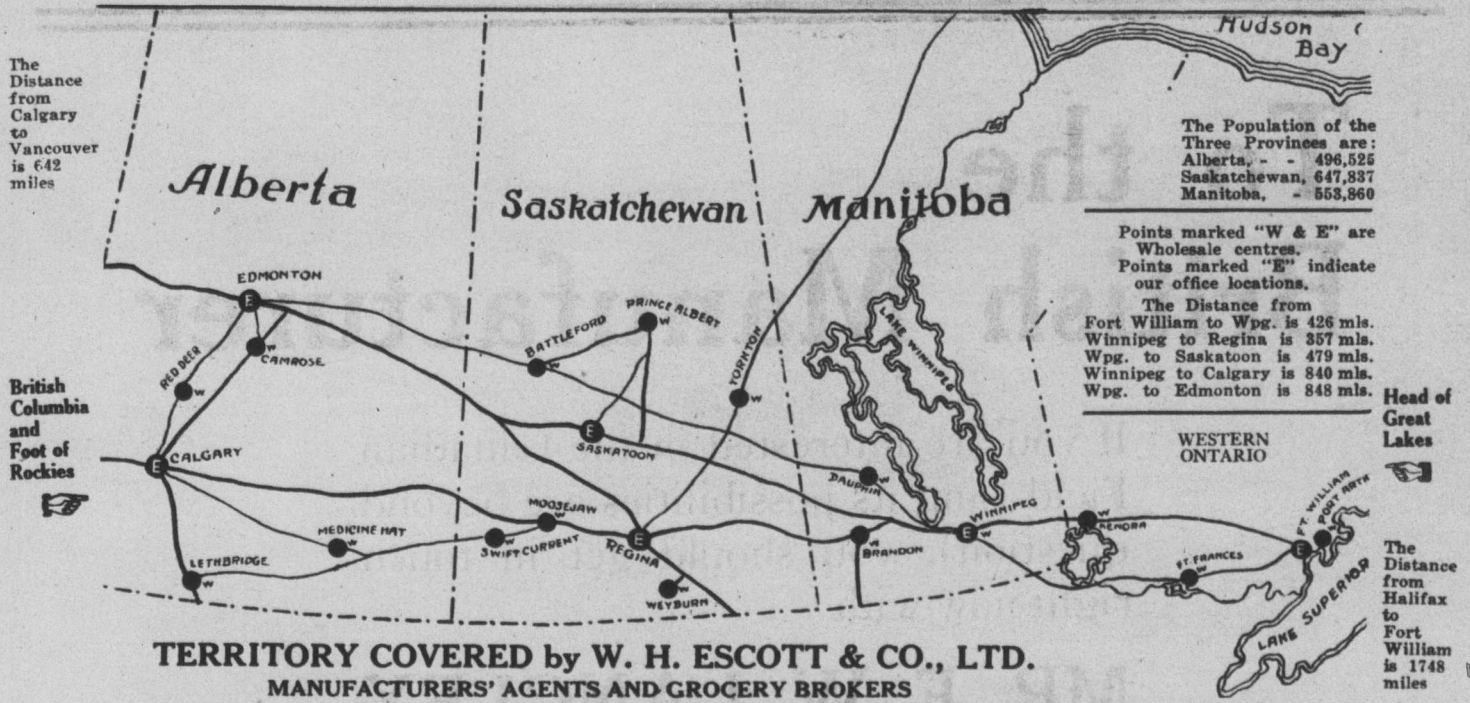
***Maggi Soups, Kempthall, Switzerland***

Have your product handled in Canada by a firm qualified to take care of it successfully.

***Write Mr. E. W. Langley, c/o Sutcliffe and Bingham, Limited, Cornbrook, Manchester, Eng., or reach him c/o Canadian Grocer, MacLean Publishing Co., 88 Fleet Street, London, E. C.***

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<b>SIX HOUSES IN WESTERN CANADA</b>			
W. H. ESCOTT CO., LIMITED W. H. ESCOTT CO., LIMITED W. H. ESCOTT CO., LIMITED	Winnipeg, Man. Saskatoon, Sask. Regina, Sask.	W. H. ESCOTT CO., LIMITED W. H. ESCOTT CO., LIMITED W. H. ESCOTT CO., LIMITED	Calgary, Alta. Fort William, Ont. Edmonton, Alta.
<b>WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS</b>			
<i>Consignments Solicited</i>	<b>HEAD OFFICE : 181-183 Bannatyne Ave. East, WINNIPEG</b>		<i>Write Us</i>

**The Volume of our Business is the best proof of the service we give**

We are representing some of the best known manufacturers of Canada and the U.S. and giving them resultful service.  
**Groceries, Dried Fruits, Canned Goods, Nuts, Beans and Cereals, Fruits and Vegetables, Apples, Potatoes, Onions, Etc.**

**BROKERS EXCLUSIVELY**

Our Motto: "Prompt and Improved Service."  
 Agencies solicited for non-conflicting line.

**B. M. HENDERSON BROKERAGE**  
 Limited  
 106-7 ADAMS BUILDING, EDMONTON, ALTA.



# Have you a high-class Food Product to offer the Canadian and American Markets?

We have the Organization and the Equipment necessary for the handling and marketing of just such lines and the advantages of being well represented in these two fields will be obvious to every British Manufacturer.

We carry stocks and distribute from :

<b>TORONTO, ONT.</b>	<b>NEW YORK, N.Y.</b>
<b>MONTREAL, QUE.</b>	<b>HOUSTON, TEXAS</b>
<b>ST. JOHN, N.B.</b>	<b>SAN FRANCISCO, CAL.</b>
<b>WINNIPEG, MAN.</b>	<b>CHICAGO, ILL.</b>
<b>VANCOUVER, B.C.</b>	

Let us represent you. We can handle any advertising campaign and make a specialty of English Goods. Particulars gladly given.

## **W. G. Patrick & Co., Limited**

**IMPORTERS**

**Toronto    Montreal    Winnipeg    New York    Chicago**

## Representing the Cream of United States and Canadian Manufacturers and Importers

W.R. Grace & Co., New York—Importers

Grace & Co., Ltd., Montreal—Importers

Martin & Robertson, Ltd.,  
Vancouver } Rice, etc.

Defiance Packing }  
Co., Vancouver } Canned Salmon, etc.

Lummis & Co.,  
Suffolk, Va. } Peanuts

Lange Canning Co.,  
Eau Claire, Wis. } Canned Goods



**THE C. H. GRANT CO.** Manufacturers Agents **WINNIPEG**

# PEANUTS

Write for  
BEST CHINESE SHELLED  
OF ALL GRADES

JAPANESE "CHERRY"  
BRAND UNSHELLED

# WALNUTS

# BEANS

# RICE

*DIRECT IMPORTERS  
FROM  
THE ORIENT*

# FUJITA & CO., LTD.

VANCOUVER, B.C.

Head Office: KOBE, JAPAN.

Branches: NATE, YOKOHAMA, SEATTLE, TIENTSIN and TSINTOW

# To Manufacturers and Exporters

## *Requiring*

### EFFICIENT REPRESENTATION IN WESTERN CANADA

To be assured that your products will be handled in the Western market with the same intelligence, energy and economy as if you were ON THE SPOT YOURSELF is of vital importance to you. In a word, you want efficient representation.

Years of experience, coupled with an efficient selling organization covering the Provinces of Manitoba, Saskatchewan and Alberta, are reasons why you will find it advantageous to entrust us with your account.

Our selling organization, warehousing and shipping facilities are all at your disposal on shortest notice.

WE SHALL BE GLAD TO DISCUSS DETAILS WITH YOU UPON REQUEST.

## WATSON & TRUESDALE

*Wholesale Commission Brokers and Manufacturers Agents*

156 LOMBARD STREET

:

WINNIPEG, MANITOBA

HIGHEST COMMERCIAL REFERENCE ON APPLICATION

*Bank Reference:* BANK OF MONTREAL, WINNIPEG

**Manufacturers and Exporters  
of Great Britain**

**GROCERIES AND CONFECTIONERY**

Correspondence solicited with responsible firms who desire to introduce new lines or further their interests on the Canadian market. Our well-established connections with the wholesale and manufacturing trade enable us to offer unusual advantages for selling your product. Commission or purchasing basis.

**S. H. P. MacKenzie & Co.**

*Wholesale  
Grocery Brokers*

**Toronto, Canada**

**MANUFACTURERS AND EXPORTERS**

Are you desirous of placing your products firmly on the **Canadian Market**? If so, we place our **Utility Service**, which reaches every wholesale centre in Canada and Newfoundland, at your disposal. We handle everything in the Grocery and kindred lines. Correspondence invited.

**S. G. BENDON UTILITY COMPANY**

87 NOTRE DAME WEST, MONTREAL, CANADA

**British Manufacturers**

Do you require thorough representation in Western Canada? If so we are open to negotiate with you. Our territory is from Port Arthur to Calgary.

We are selling agents for the following well-known firms:

**Pugsley, Dingman & Co., Ltd.,  
Toronto.**

**John Taylor & Co., Ltd., To-  
ronto.**

**James Epps Co., Ltd., London,  
England.**

**Wm. Symington Co., Market  
Harborough, Eng.**

Territory covered regularly by  
an efficient selling staff.

**F. D. Cockburn Co.**

MANUFACTURERS AGENTS

149 Notre Dame E. - Winnipeg

**Golden Opportunities  
In Canada**

**For British Manufacturers**

Now is the time to get  
your products on the

**Canadian Markets**

**Big Demand    Markets Bare    Prices High**

We specialize in placing new goods.  
Our service extends from the

**ATLANTIC to the PACIFIC**



We are open for several Good  
Agencies For Foodstuffs.

*We invite correspondence.  
Best of references.*

**JOHN E TURTON**

Board of Trade Building

Montreal

# 8,000,000 CANADIAN PEOPLE TO BUY YOUR PRODUCTS

Let us introduce your goods to the *Buying Public*. We can market your goods at the least possible cost. Our business covers Canada from *Coast to Coast*.

*British Manufacturers* — We offer you excellent service.

WRITE US FOR INFORMATION

## W. J. SHEELY

Grocery Broker and Commission Merchant

St. Nicholas Bldg. : : : : MONTREAL

## Do You Need a Live Representative in Canada?

Our result-getting organization is worth considering by the British Manufacturer as his representative in the Canadian Field.

### WE COVER CANADA FROM COAST TO COAST

As Merchandise Brokers and Manufacturers' Agents of high-class Grocery, Drug and Confectionery Specialties we produce results.

## Loggie, Sons & Company

FOY BUILDING

:: :: :: ::

32 FRONT ST. W., TORONTO

We can supply British and Canadian References

## British Manufacturers

Let us market your products for Montreal, Quebec and Maritime Provinces. Big opportunity to open up Canadian trade. Write us for information.

Best references.

## Genest & Genest, Ltd.

Board Trade Bldg.  
MONTREAL

## STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to *Retail Advertising Complete*

\$1.00 POSTPAID

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

### THIRTEEN CHAPTERS

Here is a sample:

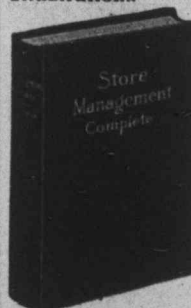
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us 1.10 Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.  
TORONTO



272 Pages Bound in Cloth

## Advertising makes for better merchandise—

Not only does advertising create a good impression regarding the merchandise advertised but it **MAKES FOR BETTER MERCHANDISE**. There are added responsibility and written-printed claims to substantiate.

# Donald H. Bain Co.

Wholesale Grocery Commission Agents and Brokers  
Importers and Exporters

**WE** have pleasure in announcing the opening of a Branch of our business in **LONDON, ENGLAND**, and offer our services to **CANADIAN MANUFACTURERS** for the handling of their accounts in **GREAT BRITAIN**.

We are prepared to accept the representation of reliable British Manufacturers desirous of extending their Canadian business, and would ask that any Firms who want **LIVE, RELIABLE REPRESENTATION**, communicate with our Head Office at Winnipeg, Man.

We have a competent Sales Force, ample capital, a result-getting organization, a record of success in the marketing of various lines, and the prestige that follows this.

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**HEAD OFFICE            ::            ::            WINNIPEG, MAN.**  
**GREAT BRITAIN BRANCH    ::            LONDON, ENG.**

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**CANADIAN BRANCHES:**

Vancouver, B.C.

Calgary, Alta.

Edmonton, Alta.

Regina, Sask.

Saskatoon, Sask.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA  
SASKATCHEWAN

Wholesale Grocery Commission  
Brokers

ALBERTA  
WESTERN ONTARIO

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

Head Office: WINNIPEG Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

#### D. J. MacLeod & Co.

Manufacturers' Agents  
and Grocery Brokers  
EDMONTON, ALTA.

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

#### A. M. Maclure & Co.

MALTESE CROSS BUILDING  
WINNIPEG

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

#### Williams Storage Co

WINNIPEG

Lessees  
WINNIPEG WAREHOUSING CO.  
288 Princess Street

Owners  
C. S. TURNER CO.  
147 Bannatyne Avenue

Prompt and Efficient SERVICE

Bonded or Free Storage  
Track Facilities Steam Heating  
WAREHOUSING DISTRIBUTING  
STORAGE

Have you read page  
96? It will interest  
you.

#### 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.

KINDLY MENTION THIS PAPER  
WHEN WRITING 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  
Specialists  
12 Front Street East Toronto

### W. F. ELLIOT

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

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

TORONTO  
Established 1885  
SUGARS FRUIT<sub>c</sub>

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

Manufacturers' Agents  
and Importers  
51-53 Wellington St., W. Toronto

### H. D. MARSHALL

Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

## Apples

Let us look after your requirements. We handle the Famous

## GEORGIAN BAY

### BRAND APPLES

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

We invite correspondence.

**LEMON BROS.**  
OWEN SOUND, ONTARIO

When answering Advertisements please mention Canadian Grocer

### GEO. MUSSON & CO.

Grocery Brokers and  
Manufacturers' Agents  
TORONTO  
Correspondence Solicited

## 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

## Dairy Butter Wraps

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

ALWAYS IN STOCK

Special Printed Wraps to Order

**Business Systems Limited**

Largest Manufacturers of Butter Wraps in Canada  
52-56 Spadina Ave. TORONTO

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

**Use Our Condensed  
Advertisement Page  
for Your Wants**



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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**QUEBEC**

**ROSE & LAFLAMME LIMITED**  
Commission Merchants  
Grocers' Specialties  
**MONTREAL TORONTO**  
Canadian Food Control License Nos. 6-228/7/8

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

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

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

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

**GENEST & GENEST, LTD.**  
COURTIERS-BROKERS  
CORN and CORN PRODUCTS-PEAS  
Grain, Flour and Feed-Wholesale Only  
Grocers Specialties  
BOARD OF TRADE BLDG., MONTREAL

**MARITIME PROVINCES**

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

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

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

Mention This Paper When Writing Advertisers.

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

## Man Left You, Did He ?

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

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

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

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

**Canadian Grocer Want Ads.**

143-153 University Avenue  
TORONTO

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

### C. T. NELSON GROCERY BROKER

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

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS

### The Robert Gillespie Co. Importers and Exporters

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

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

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



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 Arrow Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company  
VICTORIA AND VANCOUVER

ESTABLISHED 1875

## Man Left You, Did He?

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

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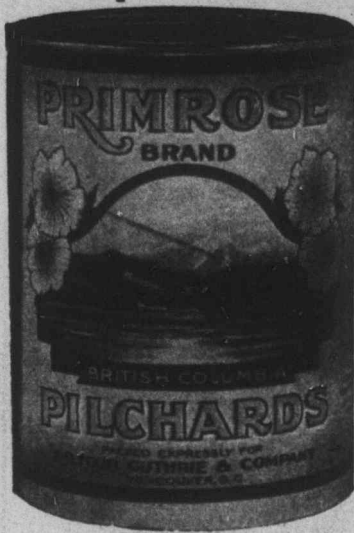
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Canadian Grocer Want Ads. 143-153 University Avenue  
TORONTO

**"PRIMROSE"  
PILCHARDS**



*Strictly Prime  
Quality*

**Ocean Caught**

**Packed Only By Hand**

*Rich in flavor and high  
in food value*

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

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

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

**Salmon  
Commandeered**



**SNOW CAP  
BRAND  
PILCHARDS**

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

For Salads and  
Sandwiches

*They are More  
of a Dainty  
Than Tuna  
Fish*

**"Snow  
Cap"**

is Hand Packed  
by

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

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

**ALBATROSS BRAND**

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

**FRESH  
BRITISH COLUMBIA**

**PILCHARD**

INSTRUCTIONS:  
OPEN HERE—DO NOT PLACE THE  
CANS BEFORE BEING  
OPENED INTO  
COLD WATER  
FOR THE  
BEST RESULTS.

Your Customers Will Like

**ALBATROSS  
BRAND**

**PILCHARD**

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

**Clayoquot-Sound Canning Co., Ltd.**

J. L. BECKWITH, Agent  
VICTORIA - B.C.

*Watson's* **KIPPERED  
HERRING**

Smoked: Kippers, Bloaters, Boneless Herring, Herring  
Chicks. Pickled: Scotch-cured Herring (barrels and half-  
barrels and pails); Frozen Herring, Fish Paste in glass jars.

**"Golden Nut" PEANUT  
BUTTER**

J. JONES, WINNIPEG

# O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

**WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.**

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

**WE SOLICIT RELIABLE ACCOUNTS**

## Import and Export Departments

**IMPORTERS**—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Coconut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Coconut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

**EXPORTERS**—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

## Wantmore PEANUT BUTTER

The Finest Spread  
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

**R.L. Fowler & Co., Ltd.**

Manufacturers

CALGARY

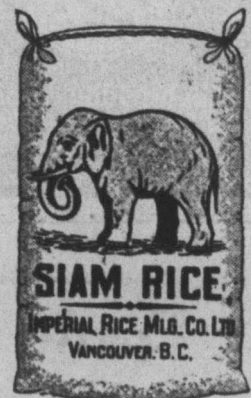
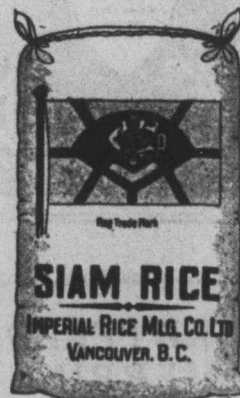
SASKATOON

REGINA

License No. 15-241

## Imperial Rice Milling Co., Ltd.

VAN COUVER, B.C.



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

# What I Did in the Great War!

**I** POLISHED the boots of officers and men—kept them smart, supple and waterproof. And such men—gee!!! There were no two opinions about the value of my contribution. The boys of Canada appreciated me just as much as the Anzacs or the men of the old country! Lutetian was a favourite everywhere—and, after all, I'm a product of the old country—British born and bred—nothing German about me. There's business in Lutetian Cream and other Meltonian Boot Polishes for the wide awake storekeeper. Meltonian Polishes are recognized everywhere as best—they're sure to please—sure to bring good trade. Grocer-men, get Meltonian Polishes on your counter without delay.

A Captain in the Canadian Light Horse writing from France, says :

"I have used your cream since the beginning of the war. I consider it the finest preservative for leather. Everyone remarks on the condition of my belt, boots and saddlery."

Another Canadian Officer with the B.E.F. in France writes :

"I am just finishing one of your bottles and I would not be without it as it is absolutely the finest polish I know. It not only kept my feet dry by preserving the leather, but it always produced a beautiful shine when we had anything special doing."

## MELTONIAN BOOT POLISHES

**Lutetian Cream**—Light, dark, extra dark and toney red. The finest dressing for brown leathers.

**An Officer Writing from the Western Front says:—**

"I have always been struck with amazement at the wonderful lustre Staff Officers keep on their smart field boots. The other day I asked a particularly smart man how he managed it and he at once replied: "Oh! we Staff Officers nearly all use Lutetian Cream!" "

**Meltonian Cream**—Black or white. Unequaled for black, glace, patent, or enameled leathers.

**Meltonian Paste**—Black, brown and toney red. Specially recommended.

For further particulars write

**E. BROWN & SON, LTD.**

7, Garrick Street

London, England



# JAMS MARMALADES PEELS

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

Established over a Century

Cable: Lamberton, Glasgow.

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

# CONFECTIONERY MARZIPAN CHOCOLATE



*Agents*

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

Lind Brokerage Co., Ltd., Toronto

Very many Canadian Grocers sell Ocean Blue because they are glad to do so. They know that it does credit to their judgment and enhances their reputation. They know that every sale leaves a living profit, that every packet which goes across the counter will give entire satisfaction, and that every recommendation of OCEAN BLUE adds to the goodwill of their business.

# OCEAN BLUE

Order from your Wholesaler.

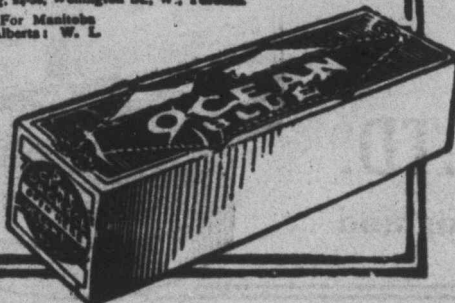
**HARGREAVES (CANADA), LTD.,**

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

Western Agents: For Manitoba  
Saskatchewan & Alberta: W. L.

Mackenzie & Co.  
Ltd., Winnipeg,  
Regina, Saskatoon,  
Calgary & Edmonton.

For British Col.  
and Yukon:  
Creeden & Avery  
Rooms 7 and 8,  
Jones Block 227,  
Hastings Street,  
West Vancouver.



# FINEST CRYSTAL GELATINES

Powdered and Sheet

# FINE LEAF GELATINE

BRITISH MANUFACTURE

# GELATINE

OURY, MILLAR & CO

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

SOLE AGENTS FOR CANADA

**F. S. Jarvis & Co.**

18 TORONTO ST., - TORONTO

# A Bond of Empire

## Having Fought together— Let us Trade together

"The British Empire," sneered the Germans, "Ach! It is builded upon sand. The first breath of war will bring it crashing to the ground."

They reckoned on it, to their cost.

Canada would hold aloof; so would Australia. India, Egypt, South Africa, would be aflame with rebellion. The Mother Country would be left to fight alone.

What a picture! And what a rude awakening for the Germans, culminating not in the ruin of the British Empire, but in their own complete defeat and the overthrow of their arrogant rulers.

To-day the British Empire stands firmer than ever. We know each other better. We have suffered together, we have triumphed together. We in England have learned many things from the sons of Canada who crossed the seas to fight with us; and they, no doubt, have learned many things from us.

To apply that knowledge to our mutual advantage should not be difficult. Reconstruction is the work now before us. Let us so reorganize that we can make—and take—for and from each other. Having fought together, let us trade together, not merely as before, but in the light of that greater understanding which has come about through the intermingling of our sons in their hundreds of thousands, on the field of battle and in the Motherland.

**JAMES PASCALL, LTD.**  
LONDON, : ENGLAND

*Makers of Pure Candies, Chocolates, Etc.,  
and the House for Fancy Novelties.*

Telegraphic Address: "THORNES, LEEDS."  
 NATIONAL TELEPHONE N° 713.

ALL COMMUNICATIONS MUST BE ADDRESSED TO THE FIRM, NOT TO INDIVIDUALS.

HENRY THORNE & CO. LTD.  
 MANUFACTURERS  
 OF  
 "HEALTH" COCOA.  
 AND  
 "HEALTH"  
 CHOCOLATES

*The Cocoa Works  
 Leeds.*

January 1st, 1919.

TO THE GROCERS & CONFECTIONERS OF CANADA.

Dear Sirs,

With the satisfactory termination of the war we are planning to renew and extend our Canadian connections.

Immediately restrictions now operating in connection with raw materials and the export of foodstuffs are relaxed, we shall be in a position to commence operations.

Canadian troops have been large consumers of our products and we have received many inquiries asking where our goods are obtainable in the Dominion.

Our specialities are:-

Thorne's "Health" Cocoa (A Pure Cocoa of the highest quality).

Thorne's Pure Household Cocoa.

Thorne's High-class Chocolates (Assorted).

Thorne's Milk Chocolate (in bars).

Thorne's Vanilla Chocolate (in bars).

Thorne's Extra Super Creme Toffee (In Dainty Pieces wrapped).

These goods are sent out in packages specially adapted to your trade. Full information can be had on application to the sole manufacturers:-

Henry Thorne & Company, Ltd.,  
 The Cocoa Works,  
 Leeds,  
 ENGLAND.

Established upwards of 80 years.



# United for Greater Production

The passing from the turmoil of War to the blessings of Peace and Reconstruction, gives us the birth of

## The Ross Can Company, Ltd.

The Ross Can Co. will move to its new and most modern equipped plant at Bowmanville, about Feb. 15th, 1919.

The combinations of Hygienic Containers, Limited, manufacturers of "Wood-Fibre" Slip-over Cover Containers, also Hygienic Chemical process patent crimped Containers of sanitary, germ-proof, moisture-proof, air-tight packages, for baking powder, coffee, cocoa, spices—and all kinds of dry products.

Also J. F. Ross Can Company, Limited, established since 1875, manufacturers of the well-known Ross patent friction top and penny lever can for baking powder, coffee, tobacco, fruit, syrup, paint, varnish, cooked meats and vegetables, also paper body containers with tin top and bottom, etc., etc.

*We are ready to quote you now for your 1919 requirements. Write us to-day for samples and prices.*

## The Ross Can Company, Ltd.

Toronto Office:  
560-8 King W.

Bowmanville  
Ontario

Established 1849

## White-Cottell's Malt Vinegar

Is the Vinegar to build up a profitable, increasing and permanent trade.

Its delicious flavour and aroma distinguish it from all others.

It is equally good for pickling, salads, and table use.

It is guaranteed full strength, and ample warranty is given protecting you and your customers.

It is an ideal Export Vinegar, as it keeps well under all climatic conditions.

In short, it is the Vinegar which will pay you best to handle.

*Write 10-day for Sample and Quotations.*

### WHITE-COTTELL & CO.

CAMBERWELL, LONDON

Agent:

**W. Y. COLCLOUGH**

53 Silver Birch Avenue  
Toronto



## Give Little Miss Vi a Welcome.

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

beverage is springing up all over the Dominion.

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

# Vi-Cocoa

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

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

## WAR CONDITIONS

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

# SPRATT'S

## DOG CAKES

## POULTRY FOODS, CANARY AND PARROT MIXTURES

pending the removal of  
the embargo, can be  
obtained from

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

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

# Britain's Best

## High-Class and Dainty Table Delicacies



The L. V. Pickle

A  
Sweet,  
Fruity  
Pickle

Made from a  
recipe of  
M. Juste Menager,  
Chef to  
His Majesty  
King Edward VII.



Menager's Pickle



Meat and Fish Pastes

Guaranteed  
Pure and

Free from  
Preservatives



Meat and Fish Pastes



Daily Sauce

An  
Appetizing,  
Thick, Fruity  
Sauce

Made from  
Choicest Meats  
and  
Selected  
Vegetables



Assorted Soups

*Manufacturers of Sausages, Pates, Game Pies, Galantines, etc. We invite your inquiries.*

BY APPOINTMENT TO



Queen Alexandra H.M. The King H.M. King Edward VII.

# GILLARD & CO., Ltd., London, E. 17, England

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

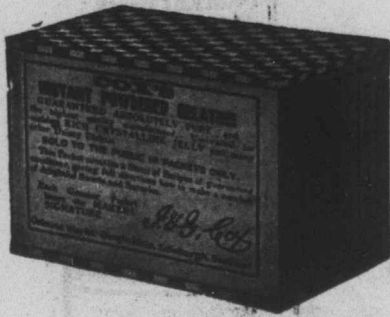
Established 1876

# Arthur P. Tippet & Co.

Manufacturers' Agents and Importers

## Montreal - Toronto

"Its Equal has not yet  
been made"



ABSOLUTELY PURE

We offer at *MANUFACTURERS'* prices and terms:

Cox's Gelatine, Etc.

Codou's Macaroni, Etc.

CASTILE SOAPS

"Shell" brand

"Calice" brand

"Vierge" brand

Griffin &amp; Skelley's

Raisins, Prunes and Fruits

"Thistle Brand"

Canned Haddies and Fish

Various Brands

"Scotch"

Kippered Herring

Candied Peels and Drained Peels

Lime Juice and Lime Juice Cordial

Norwegian Sardines—Olive Oil

Sulphur, Epsoms, Sodas

Coco Fruitine, Etc.

## \$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.

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

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

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

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

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

**CANADIAN GROCER WANT ADS.**

153 UNIVERSITY AVENUE, TORONTO

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

# Reason For Optimism

The grocer who is content to carry normal stocks, and not speculate, can look to the future with confidence.

The acute shortage of food in Europe will prevent any material decline in the price of staple food stuffs for some time to come.

The return of the Canadian army and many thousands of Canadian civilians from Great Britain will increase the consumption of food in Canada and benefit the grocer.

The removal of Government restrictions will help the grocery trade.

The tea situation is such that good stocks can be carried, particularly of Red Rose Tea, which is a staple line that is always in demand.

All told, there is every reason for optimism in the grocery trade.

**T. H. ESTABROOKS CO.**  
LIMITED

St. John    Toronto    Winnipeg    Calgary

Canada Food Board License No. 6-276





## This Show Card is a Sales Creator

Hang it up in your store and note how it will push your sales of the products shown.

We'll mail you one of these cards free. Write and ask for it to-day.

## Magor, Son and Co., Limited

191 ST. PAUL ST. W., MONTREAL

30 CHURCH ST., TORONTO

1870-1919—Entering on our Fiftieth Business Year in Canada



Made in Canada

## Spreads like Butter

*Are You Selling it?*

It is easy to sell Ingersoll Cream Cheese. Its quality is always uniformly good—the kind you can safely recommend.

Ingersoll Cream Cheese comes in nicely labeled, paraffined cartons—good to look at and very sanitary.

Fresh stocks always on hand.

**The Ingersoll Packing Company, Limited**  
INGERSOLL, ONTARIO

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

# CANADIAN GROCER

Vol. XXXIII.

TORONTO, JANUARY 3, 1919

No. 1

## \$100,000,000 To Be Spent in Canada

Government Increase in Soldiers' Discharge Allowance Will Total This Figure—  
Returning Men Maintained For Many Months—Money in Circulation  
While These Men Return to Civil Employment

**P**EACE and plenty have gone hand-in-hand so long that the words naturally join like bread and butter. Peace is now at hand, and despite the fact that this peace is like no other—following as it does the most appalling war in all history—it yet appears that with peace there will again come plenty, for us in Canada at least.

The old hard times bogey is drifting farther and farther into the background. The wail of the man who saw the munition contracts vanishing has been hushed, as hushed it should be. Munition contracts meant blood and tears, too high a price to pay for prosperity. Yet for all that these days of forced labor with their fabulous wage stories, are passed. For all that munition contracts have been cancelled, and plants have been closed, there has been no hardship, no poverty, no lack of work. There have been plenty of plants operating on the works of peace to absorb the men discharged. There are public works crying for laborers, there are calls for men to cut timber in the bush, to help build up railway systems that have of necessity scamped repairs for four long years. There has been no item of unemployment to give us pause, and no reason why there ever should be.

There has been no money stringency, such as was promised when the munition works closed. The Christmas trade has been successful beyond expectations. There has been money to buy things, and a heart glad enough to spend.

And now has come the announcement of a governmental expenditure that will more than make up for any temporary loss from the closing of the war plants: the new schedule of post discharge pay for the returning soldiers.

Many a merchant has thought of the business he has had from the soldiers' families, and has soberly considered the possibility of its cessation. They feared the sudden return of 400,000 men urged by necessity into unprofitable occupation, and the general lowering of standards that would ensue. Now they know that with these soldiers returning 30,000 a month, will come a total of \$100,000,000 to be spent in Canada with Canadian tradesmen, to buy bread for the family,

and clothing for all to give these men time to re-establish themselves in suitable productive occupations, and to protect them from want until they do.

Here is the new regulation regarding pay after discharge. There has been talk of increasing the allowance given returned men to assist them in buying their civilian outfits. It was held \$35 was not enough for this, but instead of changing this allowance the Government has announced that the men who have served at one of the war theatres will all receive three months' pay following their discharge, as in the past; and that there will be additions on a sliding scale so that a man who has served three years and has been to the front will receive not three months' but six months' pay; a man who has been under arms two years, not three months' pay but five months' pay; a man who has served one year not three months' pay but four months'.

### Means Much to Privates and Officers

Think what this means! In the first place it means a lot of money to be spent for necessities such as food and clothing. It means men now returning will receive at least \$133 and as high as \$200—this without their wife's separation allowance, which will also be paid, or another \$25 a month for four, five or six months. It means vastly greater sums for sergeants, lieutenants and higher officers.

Moreover, this money grant is retroactive. It goes not only to the man who is returning but to the man who has returned and who received post-discharge pay on the old three-month scale. For him, and all like him, there will be a lump sum coming of the difference between his three months' pay and separation allowance, and the four, five or six months' pay and separation allowance to which he is entitled under the new scale.

*The Financial Post* estimates that \$100,000,000 will be paid out by the Canadian Government as a result of this increase in the post-discharge pay. Surely that should do much to make possible the soldiers' return to civil life; surely that should mean even bigger business than has been expected for the men's wear trade.

The soldiers are coming back. The soldiers need clothing and have the money to buy it. Doesn't that spell opportunity for the retail merchants? It spells opportunity upon which many have already commenced to realize.

### The Answer to Many Doubts

Unquestionably this is the answer to many of the questions and doubts that have assailed the merchant in the past few months. He has been afraid of these after the war conditions, afraid of the money scarcity that has been preached in many quarters with scant judgment and less justification. He has been fearful of the return of these thousands of men from overseas. Now these returning men are to mean ready money. The money must be raised some way, of course, but it will be a small item in the mass and no one will grudge it. Moreover, it will help to keep the business of the country going, to keep the merchant busy, and none will feel this factor more directly than the grocer.

Even the worst pessimist has never hinted that matters were in a bad way with Canada. They have contented themselves with doleful prophecies of the sad times coming in the first few months of peace. There was never much basis for these imaginings. There is none at all now; four, five or six months from demobilization will see Canada's great army back again in civilian pursuits, and in the meantime it is paying its own way.



# What 4 Years' War Has Done to Prices

Some Lines Show Moderate Advances—Canadian Products Carry Substantial Increases—Government Control and Dried Fruits—The Transportation Question—The Future—"Normal" Value Carries New Meaning—For 1919, "Carry On"

**W**HAT is the future of prices—is the first of the year to see rapid declines or is the market to stay firm? There is an element of uncertainty, of course, but it is well to remember that it has taken over four years for prices to reach the present level and it is quite reasonable to assume that it will take a long period to reach the basis which was prevailing prior to the war, if that period ever comes back.

Accompanying this article is shown a full page panel with prices which were prevailing on July 31, 1914, and on January 1 of the succeeding war year, including the new year of peace which has just been ushered in. In looking over the entire list it will be seen that as a whole the advances have been gradual and probably attained the greatest momentum between Jan. 1, 1916, and Jan. 1, 1917. It is hard perhaps to find very many lines which are lower to-day than they were at the outbreak of the war. However, there are many lines which in the four-year war period show a very modest increase and it will be seen that during that period even lower than pre-war levels have been reached at different periods.

### These Advances Not So Great

One illustration of this might be found in the case of shelled almonds. Looking at the figures prevailing on July 31, 1914, the price per pound reached from 45 to 48 cents. On January 1, 1917, the price was from 39 to 40 cents. The following year showed an advance of two or three cents and the first of the present year shows these up around 46 to 50 cents per pound. This is a very moderate increase, in fact, might be considered a decline, when it is taken into consideration that ocean transportation and war risk insurance are factors which have added materially to the cost to-day. A different situation is revealed in shelled

walnuts. Prices which on July 31, 1914, were ranging around 40 to 42 cents per pound are now ranging around 80 to 85 cents. The advance is about double and it is significant that there are no new

to-day. Corn meal has gone up from \$2.30 to \$2.45 per ninety-eight-pound bag to a \$6 basis to-day. Bran and shorts which were selling at \$23 and \$25 per ton when war broke out are now being quoted at \$37.25 and \$42.25 per ton respectively. These figures illustrate that practically a one hundred per cent. advance has been made in what might be called staple articles with the trade in Canada.

### Produce At Higher Figures

Canadian products which have shown remarkable strides are found under the heading of produce. Here one finds that dressed hogs, abattoir killed, were selling at from \$10.50 to \$11 per cwt. on Jan. 1, 1915. This price has increased until to-day the latest figure is \$25 per cwt. Even at to-day's figure there is a decline shown of \$1.50 over the figures which were in effect one year ago. Cured meats have, of course, followed the trend of the hog and comparative prices, pre-war and to-day, show that Canadian hams advanced from 18c to 19c per pound, to a basis of 35c and 36c. Breakfast bacon has jumped from 18c to 19c to a basis to-day of from 43c to 44c per pound. Roll bacon has advanced from 17c per pound to 33½c per pound.

Other products of the farm on which comparisons might be made are lard, which was selling at 12c per pound on January 1, 1915, four months after the war started, and is to-day quoted at around 31c. Creamery butter has advanced from a pre-war value of 26½c per pound to a basis to-day of 52c-53c per pound. Dairy butter has undergone a similar increase from 20c-21c per pound just before the war to 44c-45c to-day. New cheese is up from 14½-15c to 28c, and this is one line on which there are indications that even higher levels may be reached. One might go through and

(Continued on page 40)

## WE WERE BORN TOO LATE

**I**N going over some old family papers recently, C. B. Hart, of the grocery brokerage firm of that name, Montreal, came across a diary written by his great-grandfather, Bernard Samuel Judah, of New York. The diary was written in the fall of 1827 on the occasion of a journey from New York to Vincennes, Indiana, to visit his son who had settled there some years previously. This was a journey, according to the diary, of 1,260 miles, and travelling by boat, stage and horseback it took 38½ days. Mr. Judah was evidently a man of enquiring mind, for he took occasion to visit the markets at several places, and was astounded at the high prices. As evidence of the fact that we have been born too late, the following records from the diary kindly supplied by Mr. Hart are appended.

October 13th, 1827—Left New York.

November 1st, 1827—Arrived at Mount Vernon, Ohio. Considerable business done here. Visited market.

Butter .....	6c lb.	Hay .....	\$3 to \$3.50 ton
Wheat Flour .....	\$1.12 cwt.	Pork .....	\$1.50 to \$2 cwt.
Corn .....	12½c bushel	Beef .....	2c to 3c lb.
Fowls .....	4c each	Veal .....	4c to 6c lb.
Turkeys .....	18½c each	Mutton .....	2c lb.
Ducks .....	6½c each	Wood .....	75c load
Geese .....	9 to 12½c each		

Dry goods and groceries very high, flannel such as sells for 20c a yard in New York, here 38c to 44c and so in proportion.

November 8th, 1827—Arrived in Cincinnati and visited market.

Buckwheat Flour .....	\$1.25 per cwt.	Turnips .....	25c bushel
Wheat Flour .....	\$1.12½ per cwt.	Potatoes .....	25c bushel
Apples .....	6c peck		

November 21st, 1827—Visited market in Vincennes.

Flour .....	\$2.60 cwt.	Wood .....	75c cord
Corn .....	10c bushel	Cows .....	36 each

Provision about the same as Cincinnati. The reason of flour being so high is owing to few mills.

Labor—37½c a day and found.

walnuts from France available at the present time.

### Flour and Cereals Much Higher

Perhaps one of the greatest advances which has been recorded is that shown in Canadian products. By this, reference is really made to flour and cereals. On July 13, 1914, Manitoba First Patents Flour was selling at \$5.60 per barrel. The price on war grade flour to-day is set at \$11.60 per barrel. In the case of rolled oats, they have advanced from \$2.50 to \$2.65 per ninety-pound bag when hostilities started to about a \$5 basis



# Pre-War 1914 and Post-War 1919 Prices

What August 1, 1914, and January 1, 1919, Two Peace Periods, Show in the Matter of Comparative Prices—Intervening Periods Show Some Declines—Montreal Price Basis.

	July 31, 1914.	Jan. 1, 1915.	Jan. 1, 1916.	Jan. 1, 1917.	Jan. 1, 1918.	Jan. 1, 1919.
Sugar, granulated, 100-pound bags	-\$ 4.45	-\$ 6.80	-\$ 6.65	\$7.40-\$7.50	- \$8.90	-\$10.05
Yellow, No. 3	4.40	6.15	6.25	7.10	8.40	\$9.45-9.50
Flour, Manitoba first patents, bbl.	5.60	6.70	6.90	\$9.80-10.00	11.60	11.60
Rice, Rangoon B	3.00	3.50	4.20	4.30	7.70	8.75-9.25
Tapioca Seed, pearl, per pound	\$0.05-0.05½	\$0.05½-0.06	\$0.07-0.07½	- 0.09½	\$0.15-0.16	0.14½-0.18
Beans, hand picked, bushel	2.40-2.50	2.8F	4.20	7.50	0.10-0.50	6.30-7.00
Lima	0.08½	0.08	0.08-0.08½	0.08½	0.09	0.19-0.20
Barley, pot, per bag	2.80	3.50	3.00	5.75	6.25-7.25	6.50
Pearl	4.00	4.50 lb. 0.04½	0.05	6.50	7.50-8.00	7.50-8.25
Molasses, Barbados, choice, puncheons	0.28	0.36	0.48	0.60	0.86	1.13
Corn Syrup, barrels	0.08½	0.08¾	0.04½	0.04½	0.07	0.07½
Dried Fruits—Apples, evaporated	0.11-0.11½	0.08½-0.09	0.11½	0.12	0.23	0.16-0.17½
Apricots	0.16-0.20	0.15	0.14-0.15	0.16-0.17	0.26	0.28
Peaches	0.09-0.09½	0.09½	0.08	0.2	0.21-0.23	0.23
Prunes, 40-50	0.12½-0.13	0.13	0.11½	0.12	0.19-0.20	0.20
Raisins, muscatels, 3 crown	0.08½	0.08½	0.08½	0.12½	0.15½	0.16
Valencias	0.06-0.06½	0.08-0.09	0.11-0.11½	0.11	0.11-0.11½	0.11½
Currants	0.07	0.07½-0.08½	0.11½-0.12½	0.18-0.20	0.24-0.32	0.29-0.31
Tea—Ceylon and India Pekoe	0.20-0.22	0.30	0.35	0.25-0.26	0.38-0.40	0.51-0.54
Pekoe Souchong	0.20-0.22	0.35	0.35	0.30-0.35	0.48-0.50	0.47-0.49
Orange Pekoe	0.30-0.40	0.40-0.50	0.50	0.30-0.35	0.48-0.50	0.55-0.57
Coffee—Java	0.32-0.35	0.30-0.33	0.32	0.33-0.40	0.33-0.40	0.42-0.45
Maracaibo	0.25-0.26	0.22-0.25	0.22	0.23-0.24	0.23-0.24	0.31½-0.33
Santos	0.22-0.23	0.21-0.22	0.19	0.23-0.24	0.23-0.24	0.32-0.35
Mocha	0.30-0.32	0.29-0.31	0.33-0.36	0.34-0.37	0.34-0.37	0.37-0.41
Rio	0.20-0.22	0.17-0.20	0.16	0.19½-0.21	0.19½-0.20	0.29-0.31
Chicory	0.08-0.10	0.10-0.12	0.14	0.14-0.17	0.17-0.18	0.20-0.22
Spices—Allspice	0.14-0.17	0.14-0.18	0.16	0.16-0.23	0.16-0.18	0.20-0.22
Cayenne	0.25-0.30	0.30-0.35	0.28-0.35	0.28-0.35	0.28-0.35	0.35-0.37
Cassia	0.22-0.27	0.22-0.25	0.22-0.29	0.25-0.37	0.25-0.30	0.35-0.37
Cloves	0.30-0.35	0.35-0.40	0.28-0.35	0.30-0.32	0.70	0.75-0.77
Mace	0.75-1.00	0.85-1.10	0.80-1.00	0.80-1.00	0.80-1.00	0.80-1.00
Nutmeg	0.25-0.30	0.30-0.35	0.40-0.75	0.45-0.80	0.40-0.60	0.45-0.50
Pepper, black	0.18-0.20	0.23-0.24	0.22-0.29	0.30-0.40	0.35-0.38	0.42-0.45
White	0.28-0.29	0.32-0.33	0.30-0.37	0.37-0.39	0.40-0.45	0.48-0.50
Mustard seed, lb.	0.15-0.18	0.18-0.22	0.19-0.23	0.19-0.23	0.25	0.35-0.40
Nuts in shell—						
Almonds, Tarragona	0.18-0.20	0.18	0.17½-0.18	0.21-0.22	0.20-0.24	0.28-0.32
Brazils, new	0.13½-0.15	0.15	0.16-0.18	0.22-0.23	0.14-0.18	0.25-0.30
Filberts, Sicily	0.12-0.13	0.14-0.15	0.15-0.16	0.18½-0.19	0.19-0.21	0.20-0.25
Peanuts, Jumbo	0.12½-0.13½	0.12½	0.13½-0.14½	0.13	0.16-0.20	0.16-0.17
Fancy	0.09½-0.10	0.09¾	0.09-0.10	0.09-0.10	0.16-0.17	0.17½-0.18
Pecan	0.17-0.18	0.18	0.17-0.18	0.21	0.21-0.24	0.28-0.32
Walnuts, Grenoble	0.16-0.17	0.15½-0.16½	0.15-0.16	0.18½-0.19	0.23	0.29-0.35
Marbot	0.14-0.15	0.14-0.15	0.13-0.14	0.15-0.16	0.22-0.24	0.28-0.32
Shelled Almonds	0.45-0.48	0.42-0.44	0.45-0.46	0.39-0.40	0.42-0.43	0.50-0.55
Filberts	0.27	0.35	0.35	0.35	0.35	0.35
Peanuts	0.11-0.12	0.10½-0.11½	0.11-0.11½	0.16-0.17	0.17½-0.18	0.18-0.20
Pecans	0.56-0.60	0.56-0.60	0.55-0.60	0.85	0.80	0.60
Walnuts, new	0.40-0.42	0.38	0.40-0.41	0.45-0.46	0.57-0.58	0.80-0.85
Cereals—Rolled Oats, 90 lbs.	2.50-2.65	3.10	2.60-2.65	3.95	5.15-5.50	5.00
Hominy, 98 lbs.	2.50-2.60	2.75	2.75	4.50-4.75	6.75-8.00	6.75-8.00
Cornmeal, 98 lbs.	2.30-2.45	2.20-2.25	2.25-2.45	3.40	5.90-6.60	6.00-6.25
Feeds—Bran, per ton	23.00	25.00	24.00	0.33-0.35	35.00	37.25
Shorts	25.00	27.00	26.00	0.36-0.38	40.00	42.25
Middlings	28.00	31.00	29.00	41.00-43.00	50.00-51.00	50.00-51.00
Fruit and Vegetables—						
Bananas	2.00-2.50	2.00-2.25	2.00-2.25	2.50-2.75	3.50-4.00	4.50
Grape Fruit	5.00-5.50	3.00	2.50-4.00	3.50-4.00	3.75	4.50-4.75
Lemons, Italy	4.50-5.00	2.75-5.00	4.00-4.50	4.00-5.25	6.00-7.00	6.00-8.00
Oranges, Valencia	4.00	6.00	6.50-7.00	3.50-4.00	5.00-5.75	5.00-5.50
Vegetables—						
Onions, Texas	3.50	3.75	3.75	3.75	3.75	3.25
Potatoes, per bag	2.00-2.25	2.50	1.15-1.25	1.90-2.00	2.50	1.60-1.75
Carrots, bag	0.75	0.75	0.50-0.75	0.75	0.90-1.00	0.75-1.00
Beets, bag	0.75	0.75	0.50	1.00	1.00	0.75-1.00
Produce—						
Hogs, dressed, abattoir killed	12.75-13.00	10.50-11.00	13.00-13.25	26.00-26.50	25.00	25.00
Hams, medium	0.18-0.19	0.17	0.19	0.26-0.26½	0.30-0.31	0.35-0.36
Bacon—Breakfast	0.18-0.19	0.18-0.19	0.23	0.28-0.29	0.38-0.42	0.43½-0.44
Roll	0.17	0.16	0.17	0.20-0.21	0.28-0.30	0.33½-0.34½
Barrel Pork—short cut	27.50	27.00	27.00	27.00	27.00	56.00
Cooked Meats—boiled hams	0.27	0.24	0.28	0.37-0.38	0.42-0.44	0.53-0.54
Lard—tierces	0.12	0.09½	0.14½	0.21¼-0.21½	0.28-0.26¾	0.31-0.32
Butter—Creamery	0.26-0.26½	0.29-0.30	0.36	0.45½	0.46-0.46½	0.52-0.53
Dairy	0.20-0.21	0.23-0.25	0.28	0.39-0.42	0.40	0.44-0.45
Cheese—New	0.14½-0.15	0.16-0.17	0.19-0.20	0.25½-0.26 (large)	0.22½-0.23½	0.28
Old	0.16-0.17	0.18-0.19	0.22	0.28	0.30-0.31	0.29-0.30
Stilton	0.17	0.18-0.19	0.21	0.28	0.25-0.28	0.30
Eggs—New-laid	0.29	0.50-0.55	0.45	0.60-0.70	0.65-0.70	0.75-0.80
Selects	0.26	0.31	0.33	0.42-0.43	0.45-0.47	0.54-0.55
Poultry—						
Fowl	0.15-0.16	0.12-0.16	0.17-0.18	0.21-0.23	0.23-0.25	old 0.36
Geese	0.23	0.14-0.15	0.16-0.17	0.23-0.24	0.23-0.24	0.28-0.30
Ducks	0.18-0.19	0.14-0.15	0.20	0.18-0.19	0.27-0.28	0.38-0.47
Turkeys, spring	0.23	0.18-0.20	0.24-0.26	0.28-0.29	0.35	0.43-0.45

enumerate a great many more articles, but the table accompanying will be illustration enough to show how the home product has soared.

In looking this over, and it might also apply to some of the imported lines, it will be found, as stated above, that at the first of the year in several instances during the war period declines from the figures which prevailed just prior to the war or on the first of January, 1915, four months after its declaration, were effective. This really resolves itself into a case of supply and demand and whereas food control and price control have been exercised to some extent by the Governments of Canada and the United States and other countries, in Canada at least the main factor in determining the price has been the question of what supplies there were and how heavy the demand.

#### Government Control Holds Down Dried Fruits

There is, perhaps, one case in which prices have been controlled and on which to-day's levels are unquestionably lower than as though trading had been unrestricted. This is the case of dried fruits, though this applies particularly to the United States. Best informed authorities are satisfied that dried peaches, prunes and raisins would have sold at prices much above their present level had not the maximum profits which the various interests were allowed to make been determined upon by the Government.

The situation in prunes and peaches has been outlined in these columns at different times and owing to the fact that the export of these is not permitted from the United States, Canada has been in a position where she has had to depend on old stocks altogether to meet the demand for these lines. The result is that to-day stocks of both peaches and prunes are down to a minimum level and may very likely before long be completely exhausted. It might be mentioned in passing that prunes which on July 31, 1914, were selling at around 13c per pound are now quoted up as high as 19c-20c. Dried peaches which prior to the war were selling at around 9 to 9½c per pound are now being quoted at 21c-23c per pound. Raisins which prior to the war could be bought for 6c-6½c per pound are now quoted at 11½c.

Briefly the dried fruit situation in its dismal outlook may be summed up as follows: The U. S. Government commandeered a heavy proportion of the crop of peaches, prunes and raisins. The orders came on top of unfavorable weather, which put a big dent in the output of the producers. The result has been that for their own domestic trade only very small proportions of the usual quantity of prunes and peaches have been relieved and the Government refuses to allow any exports of these two lines to Canada. There have been a few shipments of raisins made to this country and it is expected there will be a fair proportion of some grades come forward during the balance of the crop year.

#### How Ocean Transportation Has Crept Up

Lines which to a large extent depend

## Price Changes in Another War

THERE has been so much written upon the question of the effect of war on prices, and the probable effects of peace, that the evidence of comparative prices, prior to the American Civil War at its conclusion and some years later, should be interesting reading. The prices are derived from "Hunt's Magazine" of January, 1868, and represent New York quotations at the beginning of the years given. The price of gold is also given so that it is possible to measure the depreciation in currency:

	1861	1865	1868		1861	1865	1868
American gold .....	Par	\$ 2.27	\$ 1.33½	Iron, English bars, tons..	\$52.00	\$190.00	\$85.00
Ashes, pots 100 lbs.....	\$ 5.00	11.75	8.25	Laths, per thousand .....	1.30	2.40	3.00
Wheat flour, state, bbl....	5.35	10.00	10.00	Lead, Spanish, per ton ...	5.25	15.00	6.50
Wheat flour, best Gen. ...	7.50	15.00	14.50	Leather, hem., sole, lb....	10½	.42	.28
Cornmeal, Jersey .....	3.15	8.80	6.15	Lime, per barrel .....	.75	1.15	1.85
Wheat, white Ohio .....	1.45	2.60	3.00	Molasses, New Orleans ...	.37	1.43	.85
Wheat, red Western .....	1.38	1.06	2.40	Oil, crude whale, gal. ....	.51	1.48	.70
Oats, state .....	.37	2.45	.80	Pork, old mess, bbl. ....	16.00	43.00	21.15
Corn, Western .....	.72	1.90	1.35	Horns, per lb., pickled ...	.08	.20	.13
Cotton, mid. up.....	12½	1.20	.16	Butter, state .....	.18	.55	.45
Fish, dry cod, 100 lbs. ....	3.50	9.00	5.50	Rice, good, 100 lbs. ....	4.00	13.00	6.50
Fruits, currants, lb. ....	.04½	.21	....	Salt, Liverpool, gr., etc. ...	.65	2.27	.50
Bunch raisins, per box ...	1.75	5.85	3.80	Sugar, Cuba, good .....	.06¼	.19	.11½
Hops, per pound .....	.25	.40	.65	Wool, fleece .....	.30	.95	.60
Iron, Scotch pig, ton .....	21.00	63.00	36.00				

It will be noticed that the declines as a rule were gradual, being higher in most instances in 1866 than at the beginning of 1868. In 1866, with gold at \$144½, cotton was quoted at 52 cents a pound, English bar iron at \$130 a ton, laths at \$5 per thousand, Spanish lead at \$10 per ton, old mess pork at \$28.50 per barrel, sugar at 13 cents a pound and fleece wool at 75 cents a pound. Wheat and corn, however, were cheaper in 1866 than in 1868, white Ohio wheat being quoted at \$2.63 at the beginning of 1866.

on ocean transportation have as a whole soared to remarkably high levels. This is shown in tapioca, rice, spices and nuts in the shell. Coffee is one line which has shown practically no change at all. Whereas prices to-day as a whole are slightly higher than those prevailing just prior to the war, it must be remembered that higher freight rates have had to be paid and an added duty taken care of to make up the present day values.

Exact figures have been procured in relation to dates which come from Persia. These will illustrate what ocean transportation and war risks have meant to a great extent in the present day costs of all imported foodstuffs. Prior to the war, boats could be chartered to run from Busra, Persia, to New York, at a rate of fifteen shillings a ton; last year the rate was 180 shillings a ton. Added to this in the past couple of years has been war risk insurance which in the case of dates amounted to 13 per cent. Prior to the war the factor of marine insurance in the actual laid down cost of the goods was a negligible one to be considered. The result of war-time transportation and war risk has been that Holloway dates, which retailed at from 6 to 7c per pound prior to the war are now up around 30c and comparatively few available at that.

#### What Does the Future Hold

One might go on enumerating items and still not get anywhere. What the trade is concerned about particularly is—What does the future hold for us in the matter of prices? Is a big slump coming and if so how to face it? How can one know that conditions in 1919 will be good or otherwise?

Best informed authorities summarize

the situation briefly in this way: Prices will come down, yes, but very slowly. A gradual readjustment to a basis which can be termed normal in face of changed conditions is the situation as they see it. Some lines may advance slightly—coffee is an instance—and some break rather sharply, but the trade generally may look for markets that will not be disturbing and on which the exercise of care and good, sound business principles will carry them through with a balance on the right side of the ledger.

#### "Normal" Values Carries New Meaning

Elsewhere in this issue are shown figures on various items preceding, during and after another war period. It is in the after-war figures that the greatest interest centres—and why? Because they show that pre-war levels were not reached as a general thing and this would indicate that a new standard of values had to be reached. History should repeat itself in this age. It seems inconceivable that pre-war levels can be taken as normal to-day. Labor, the main factor in the manufactured goods, has tasted of affluence, their standard of living generally has improved and a return to 1914 conditions as a basis of cost does not seem possible nor even desirable. The point then is—what is normal to-day?—most certainly pre-war levels are not and it will take some years to determine "normal" values.

#### The Future?—What is Your Wish?

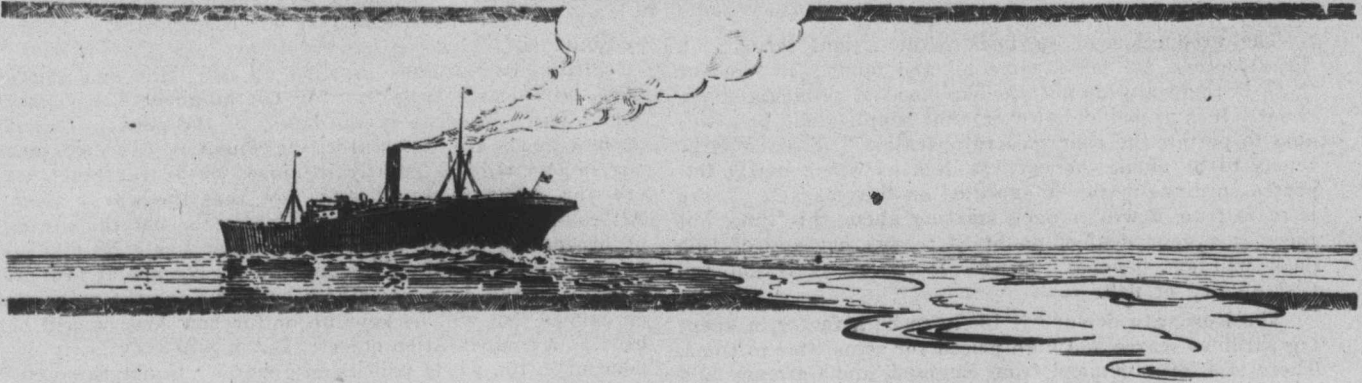
The question as to how to know that conditions in 1919 will be good or otherwise is hard to answer. The pessimist and calamity howler is always with us. He was around when the war broke out and dogged at the heels of everyone dur-

ing that four years of hell in Europe. But he didn't stop Canada—the country went ahead in every way—faced days that were mighty dark and finally came out on top with the other Allies with a record of achievement abroad and at home second to none. Is it right or reasonable then that now when there is room for rejoicing, when great opportunities are open before everyone, that the pessimist should be set up on a pinnacle and listened to as his calamity

utterances roll forth their message of doom? Should he not be sat on, ground under foot and the message "carry on" dinned into his ears? Which is the better spirit—one of cheerfulness and work or one which calmly sits down waiting for blue ruin to come? An answer is unnecessary.

The opportunities of Canada are many—they are widespread—by taking full advantage of them Canada's peace-time achievements will reflect the glory and

honor of her soldier sons on land and sea. Every merchant should resolve to carry on—the merchant can only do business when he has goods to sell. Stocks then should be kept complete and well-assorted. Heavy buying is not advocated, but to those merchants who are in a position to do business and go out after it, 1919 presents a splendid opportunity. Make the most of it—start now.



## How Trade Views Imported Lines

Signing of Armistice Has Not Released Any Appreciable Amount of Goods—Difficulties Surrounding Trade For 1919 Many—Olive Oil, Sardines, Nuts, Confectionery, Etc., Covered

**W**HAT does the New Year bring with it as a prospect in imported lines? Is the outlook one that is full of promise, or does uncertainty surround the operations of the various countries in relation to their exportable products? These are questions which CANADIAN GROCER has placed before many of the leading importers in Canada, and their views on what 1919 holds are given in this article.

Olive oil, sardines, nuts, confectionery and other lines are treated and from these a fairly general opinion may be formed in regard to most lines. One outstanding feature, perhaps two, might be mentioned. One is that prices will be as high, in some cases higher than 1918, for many lines; recessions in value are expected to be gradual and not particularly noticeable before the end of the summer or early fall months. The other point is that supplies are scarce yet and it will take months and in some cases years to get back to a pre-war basis of production.

**A**CCORDING to one of the brokers' and manufacturers' agents in the import business, the Food Board has been making the import of some European produce almost impossible. With markets so active, and the shipping question always a huge factor, and the cable companies struggling under extra heavy traffic, the Canadian importer has his own troubles; but add to these the fact that for each and every consignment he orders he has to obtain from Ottawa a special license, and that he may have to wait from four to ten days for it, one can realize that by the time all the requirements have been met, the opportunity has most probably gone. One case is cited in which the price jumped over a hundred per cent. before the necessary formalities had been observed. The goods have to be bought in many cases even if the new prices are exorbitant, and the consumer must be the loser.

The trade want to know if there is not some more expe-

ditious method of operating this necessary food regulation.

"Have we not," asked one importer, "some already organized machinery, such as the Customs, which would understand the dispatch with which business on products on which the prices fluctuate so speedily and on which all the factors of contracting change so quickly, must be done? "By not taking advantage of the best markets," he added, "the Canadian public must pay higher prices. When a shipper quotes a price on some commodity we need, and has a bottom available to ship what we want—that is the time to cable the word that clinches it—these shippers cannot hold an offer open for ten days. Also in regard to futures, and much business is done on produce before it is produced—what good is a license for sixty days? Many dried fruits are sold before the vines and trees have blossomed, and to consummate the contracts, the Food Board license number should be on the contract. By the time the fruit is grown, matured, packed and delivered in Canada, the sixty-day license has expired."

"By all means let the Food Board encourage Canadian business, and think up some speedier and more business-like way of regulating imports," was his final recommendation.

### Norwegian Sardines a Problem

**M**R. HENDERSON, of John W. Bickle and Greening, Hamilton, Ont., stated that it would probably be six months before sardines were available from Norway. There have been many factors that have contributed to the scarcity of imported sardines, one of the most important of these being the very great scarcity of olive oil, indeed it has been almost unprocurable in Norway. Efforts have been made to find a suitable substitute and whale oil has been tried. None of these efforts, however, have been



crowned with success and the olive oil situation still remains an important factor in the trade.

The production of sardines is dependent largely on three factors, tin plate, olive oil and labor. In none of these is there any immediate likelihood of pronounced declines. It is probable, however, that supplies will be available to permit the canneries to operate. Still six months seems to be about the earliest date at which newly imported sardines might be expected on this market. There is, it is true, a winter pack starting about this time, but there is a good deal of doubt as to whether any of this pack will get beyond Europe. Moreover, it is not the best quality of fish.

The European demand is likely to be a factor in keeping sardines scarce and high priced for some time to come. There is a large demand from England, and Germany and Austria may be expected to enter the market for these goods. Probably, however, some supplies will be available by next Summer. It is to be hoped and expected that there may be some decline in price. Imported sardines that sell at 35 cents a box retail can hardly be a great factor in the trade, though there is a surprising demand even at that figure. It is to be hoped, however, that within the course of a few months it will be possible to sell the best grades of imported sardines at 25 cents a box retail.

### Another Viewpoint

IN REVIEWING the year 1918 in relation to sardines, W. G. Patrick, of W. G. Patrick & Co., Toronto, representing Stavenger Preserving Co., Stavenger, Norway, quoted a letter received from their principals since the signing of the armistice, in part as follows: "When 1918 opened up most of the canners were short of raw materials (tin plates, olive oil, etc.) and a good many canning factories have been closed up the entire year, whereas others, like ourselves, have had to work on a reduced scale. Lack of petroleum has kept the fishing fleet from going out regularly, greatly reducing the catch, but on the other hand the packers have been short of tins and oil.

"During the first half of 1918 prices for raw materials continued to advance materially but would now seem near the top. The chief difficulty has not been price, however, it has been in getting hold of goods required. During the first seven months of this year our import of practically all articles was stopped, but then our Government arrived at an import agreement with the United States, according to which Norway is to receive limited supplies of the various necessities. Only one large parcel of each tin plate and olive oil have been imported here during 1918.

"Fair stocks of sardines and herrings in olive oil were on hand at the beginning of the year and a big sale was effected in January to the Norwegian Government which again sold to the British Government against compensation in tin plates and olive oil which has been divided amongst the canners in proportion to their packing capacity. These supplies have arrived during the last few months, but the quantities received are only sufficient for two months' full work at most.

"Government authorities in Norway have stepped into the various trades and industries with a view of controlling same as to price and to watch that licenses for the leading export lines were not granted except against compensation. From February 8 all export of canned fish has been pro-

hibited and our Government will only allow such export against compensation which in our case means tinplates and olive oil.

"Stocks of sardines in olive oil are light and prices high, on to-day's basis figuring out at about \$24.50 case here. Raw materials in the hands of the packers to put up new goods are also scarce. It cannot be expected that our import will be greatly increased or by far reach its pre-war quantity immediately now that the war is over. All countries are short of raw materials and the excess of production in one country will most likely be divided amongst others against compensation. We are at present entirely in the dark as to how long the present embargo on canned fish will be kept up or for how long it will be used as a compensation-object. But it will very likely depend upon the world politics in general. Under these circumstances it is difficult, if not impossible, to foresee how things will be for our products during the coming year. We are prepared for a very difficult time with shortages of expensive raw materials, reduced packing and restriction of the free export, but the aim of the trade will be directed towards making commerce free from Government restrictions and interference so as to bring the trade back to its old channels as soon as possible."

IN REGARD to sardines from Norway, Stewart Menzies of Stewart Menzies & Co., Montreal, covers the situation briefly as follows: "Our 'Norse Crown,' 'Saga,' and other brands of Norwegian sardines will not be forthcoming for some time—probably six months—and we do not anticipate much—if any—reduction on present prices. We have not had shipments for over a year and wholesale stocks are consequently very low. The high prices of tinplate and olive oil, together with present high labor and ocean freight rates make the cost of Norwegian sardines almost prohibitive for the higher grades of fish."

### Olive Oil in Six Months

THAT olive oil will be available in necessary quantities before a great while is the opinion of Aboosamra Kouri, a large Montreal importer of these lines. Mr. Kouri stated to CANADIAN GROCER that it was not an easy matter to maintain ample stocks during the period of the war and particularly for some time past. Shipping has been scarce and the rates high. For several months past there was quite a shortage of supply, and particularly so of the better grades. It is expected that this will now be available in the different grades within a short time.

Mr. Kouri pointed out the fact that the demand for a better grade of oil was becoming more and more manifest. The consumer was slowly appreciating the advantages of a better oil and the many ways in which it can be used was now receiving the housewife's concern. He believed that the demand for a high-class oil will be greater all the time. Up to the present the difficulty has been that of refining enough of the better grade to meet demands.

THE outlook as regards olive oil has been covered by Stewart Menzies, of Stewart Menzies & Co., Montreal, as follows: "Our friends in France indicate there is a big shortage in the production of seed oils for the lack of proper transport of the seeds from the colonies, therefore the demand for olive oil far exceeds the supply and prices will remain high for a considerable time.

**L**ACK of absolutely definite data is reported in regard to olive oil. Advices to hand, however, indicate that there is comparatively little in France and that France has imported substantial quantities from Spain where supplies are considered very good. The question of containers is a serious one, tin plate being hard to get and even packing is difficult. There is nothing to indicate that there has been an accumulation of stocks at any point, domestic consumption, in view of scarcity of lubricating oils, increasing materially for this purpose as well as for human consumption. Hopes are entertained that embargoes now in effect will be lifted so that export of at least a limited quantity may develop. Absolute assurance of the removal of Government restrictions is, however, not available.

### No Walnuts Till 1919 Crop

**W**HAT may happen in relation to nuts is still somewhat uncertain. Letters to hand, however, state that the embargo on walnuts out of France may very well stick all Winter, by which time all old crop nuts will very likely be absorbed. It is further stated that the 1918 crop has been a failure or at least very poor and the opinion is strongly held that there will be nothing much available for export till the 1919 crop is harvested.

It is indicated that in Great Britain where only 50 per cent. of the volume of nuts and nut kernels imported during 1916 was allowed to come in during 1918 that there will be no supply available to ship to the Canadian or United States markets. In fact this means that Great Britain will be in the market consistently and owing to the short haul may well be favored in the matter of export from producing countries.

Manchurian walnuts have shown an advance of from 5 to 6c per pound since the embargo has been lifted and export to United States permitted. Filberts show a very strong advance, the fact that heavy demands on Sicily from Sweden have been made being a factor to sustain and stiffen values. Almonds are also strengthening and there seems to be no single line which must be imported over the seas that has shown any consistent recession in price or seems likely to for some time to come.

### Confectionery and Packages

**M**ARKED difficulty in getting any confectionery released has been experienced by importers bringing those lines into Canada. Recent advices received indicate further that there will be nothing doing for some time to come. W. G. Patrick, of W. G. Patrick & Co., Toronto, in commenting on this indicated that packing is one big factor which has to be considered now. Government control of wood has not been removed as yet and some manufacturers at least do not want to undertake the risk of ocean transportation of their goods packed in cartons. Another factor, Mr. Patrick indicated, was the scarcity of cocoanut which is used extensively in the manufacture of some products. To show how prices on some lines have advanced it was stated where one line of canned confectionery had been quoted for over one year at 140 shillings a cwt., whereas the price of this used to be around 30 shillings.

### Fruits and Vegetables Uncertain

**T**HE question of imported fruits and vegetables is still in abeyance. The situation in respect to Spanish bitter oranges for instance is simply that the British Government took over the entire exportable crop. These have not usually been a big factor on this market, but some manufacturers use these and have been successful in securing their requirements through the medium of the Government. Italian bitters are considered the big item in this market but it does not look as though any appreciable quantity will be received this year. However, in regard to both lines the feeling prevails that conditions will be such in another twelve months when another crop will be ready to be exported that tonnage will be released to carry fair quantities. How extensively the producing sections in Italy have been damaged by invasion and neglect owing to withdrawal of labor for the arduous task of fighting is as yet uncertain, but this must be an element to be considered in the supplies which may be released for this market.

In regard to Spanish onions there is no advice at hand indicating that any shipments are en route and the feeling is general that none can now be expected before next season which follows the harvesting in July-August. That these will be procurable at that time is considered probable.

### Tea Outlook From Java

**O**NE grocery broker stated, when speaking about the Java tea outlook, that they were in receipt of cable advices from their principals to the effect that owing to the shortage of shipping facilities a large percentage of the shipments were entirely cancelled, and the balance would likely be curtailed. As there are considerable spot stocks, this will have the effect of strengthening the prices of those on hand.

### Miscellaneous Items Covered

**W**. ASTON, Canadian manager of Reckitts (Overseas) Limited, discussing the blue situation, stated to CANADIAN GROCER that during the war they had little difficulty in securing sufficient quantities of blue to cover their orders. This firm also manufactures stove and metal polish but these have been prohibited from leaving England on account of being packed in tin, also because some of the ingredients were required by the British Government. Mr. Aston points out that his firm in England has orders for metal and stove polish, etc., from various countries in Europe which they have been unable to fill during the war so that he does not anticipate large quantities of these lines for some months. They may, however, start to come more freely within three or four months.

So far as he could see, he did not think there would be any decline in prices of blueing. Prices have advanced three or four times since the beginning of the war and if anything they would advance again.



## Current Events in Photograph



### BLINDED SOLDIERS GETTING BACK TO WORK

The photo shows how broom-making is carried on at the Men's Industrial School, Canadian National Institute for the Blind, King St. west, Toronto. Thirteen men are being taught this work at the school, and the Institute finds employment for them after they have become sufficiently proficient. The man in the centre of the group of three has been blind since he was three years old. One of the things which strikes visitors to the Institute is the cheerfulness of the blind workers at all times.

## Prospective Sugar Yield Compared With Pre-War Year

**I**N connection with their latest estimates of the sugar crops of the world for 1918-1919, Willett and Gray make some interesting comparisons between this estimate and the figures of pre-war production, using for this purpose the figures of 1913-1914, when the total sugar production of the world rose to 18,667,399 tons, which incidentally was the high point up to August, 1914, when the world was plunged into the greatest war of history.

During that crop year (1913-1914) they state the production of cane sugar in the Americas amounted to 4,985,601 tons, of which quantity 2,597,732 tons were produced in Cuba. Asia outturned 3,992,917 tons, Australia and Polynesia 335,000 tons and Africa 474,664 tons. For 1918-19 the total in the Americas is estimated at 6,202,635 tons, at least 3,600,000 tons of which will be produced in Cuba. The production of Asia is expected to show an increase to 5,255,000 tons, the largest increase being accounted for in British India, where the crop is consumed locally, although the outturn of Java will be nearly half a million tons greater than 1913-14. The crop of Formosa and Japan has nearly doubled; the figure for the Philippines, however, is practically the same although this crop in the meantime reached the figure of 332,153 tons in 1915-16, but owing to unfavorable weather and other causes has since dropped off to 230,000 tons.

The production in Australia and Fiji, which in 1917-18 reached 440,887 tons will this year not exceed 336,000 tons, or slightly below the production in 1913-14. The crops of Africa, estimated at 585,000 tons, have increased somewhat over 100,000 tons during the war period. The total cane crop for 1918-19 of 12,384,635 tons compares with 9,821,413 tons in 1913-14, and the beet crop 4,356,000 tons this campaign against 8,845,986 tons in 1913-14. Of the latter the United States beet crop outturned 655,298 tons in 1913-14, against our present estimate of 635,000 tons for 1918-19, although this crop reached its highest figure in 1915-16, when 779,756 tons of sugar were made.

In Europe, Germany is expected to outturn during the campaign 1,400,000 tons of sugar according to most reliable reports, although German press reports give larger figures, against 2,720,000 tons in 1913-14. Germany's largest production before the war was reached in 1912-13 when 2,732,189 tons were produced. The crop of Austria is estimated at 700,000 tons against 1,703,000 tons in the campaign of comparison, although 1,919,853 tons had been outturned in the previous season. France, where so many of the factories have been destroyed, expects a crop not exceeding 150,000 tons this season, against 717,400 tons in 1913-14. France's largest production was in 1901-2 when 1,051,930 tons of sugar were produced. (It is interesting

to note that the German wave of advance into France in 1914 had already enveloped 203 of the 213 usines when they suffered their first reverse at the Marne.) Belgium has dropped to less than one-half of her 1913-14 production, which was 229,049 tons; the record production of recent years was in 1912-13 when 300,253 tons were produced. Holland's estimate of 200,000 tons compared with 230,000 tons in 1913-14, her high figure of 316,933 tons being reached in 1912-13. Russia with 700,000 tons will produce approximately one-third of the 1911-12 crop, which amounted to 2,058,635 tons; in 1913-14 the outturn had dropped to 1,687,799 tons.

### ASK RIGHT TO MOVE EXISTING STOCKS OF WINES

Representative Ontario grape-growers interviewed the Government recently to urge that the time limit within which they are entitled to transport native wines be extended. Owing to ambiguity in the original order, some difficulty has arisen. The right to manufacture ceases at the end of the year, and the order has been interpreted as implying that the right to transport wines within the province shall cease at the same time. The delegation asked that such ambiguity be removed, that they be given the right to transport so long as sale is allowed. Any such extension would apply only to existing stocks.

T. F. Robinson, general merchant, Alvinston, has sold to G. R. Whitton.

# No Room for Fear in Coming Days

Manufacturers Foresee Sound Business Conditions—Ready Markets, Sustained Prices and a Prosperous People—World Moves Slowly Back to Normal With No Sudden or Disastrous Changes

**I**N the first few days following the signing of the armistice there was a tendency to look with a good deal of apprehension on the days that were ahead. There was a feeling that days of business depression awaited just around the corner. Many weeks have passed, and the thing that had been feared, the cancellation of munition orders, has come to pass, and still there is no sign of business depression. The better judgment of the people is coming to the fore. They are now reasoning that there are no grounds for a setback, that it can only come through an unreasoning and unreasoned fear. As an antidote to any such false impression, the following reports from many manufacturers and brokers should be of value.

The only thing that could justify fear is a glutted market and slaughtered prices. The account of the many goods still off the market, with little prospect of an immediate return, is an effective denial of any suggestion of glutting. The statement of the large demands for food products and the comparatively limited supplies, speak as eloquently of stable prices.

## No Change for at Least Six Months

P. W. Connors, vice-president of Connors Bros. Ltd., Black's Harbor, N.B., gives an interesting forecast of probable conditions in the canned fish business:

"Our idea is that the readjusting period will not commence, as far as the canned sea foods prices are concerned, for at least six months or a year.

"The packing season is over and there is no chance to buy cheaper material, and when the packing season does commence we do not think the material used in the manufacture of this commodity will be any cheaper than at the present moment.

"We understand the tinplate manufacturers are well booked ahead for the first six months of 1919, and that large quantities of pig iron had been purchased at full prices for next spring's delivery; also that the export demand has greatly increased since the war ended owing to the fact that ships carrying munitions are now carrying food. In our estimation it will be one year before the readjusting period on prices will set in.

"We look for sales to be as large in 1919 as they have been in 1918, for we think wholesale buyers have been buying somewhat carefully in 1918, therefore they are not carrying heavy stocks, and the export demand increasing, it will take care of the surplus in North America for at least twelve months.

We do not see where there can be any cheaper prices on canned sea foods.

## Business Should be Better

The Atlantic Sugar Refineries, Montreal, foresee no falling off in business during the coming year. Conditions should be good in the grocery trade. People should be consuming more heavily than ever and business should be better. As far as business goes, their impression is that nothing will be stationary but that conditions are such that unusual buying would be the logical course.

## A World Demand and Depleted Supplies

J. H. Magor, of Magor Son & Co., Montreal, sees no reason for any falling off in business:

"Prices," he states, "are not likely to drop, because the entire Continent of Europe is in the market, or soon will be for all the food products we can afford to export, and the manufacturers in Europe, while anxious to supply this continent, will have an enormous demand of their own to take care of first, and the scarcity of labor and raw material will be a factor in keeping prices up.

"The grocery trade in 1919 should show a decided improvement in fancy lines over the last two or three years because stock in their hands must be lower than at any time known to the present generation.

"The public generally will likely buy even a larger quantity of food in 1919 than in the two previous years because there has been a good deal of real thrift in a great many quarters, although perhaps it was not apparent.

"We certainly expect and hope that our trade will be very much larger, and this should apply to many importing firms whose supplies were cut down for varying reasons, and in many instances entirely stopped.

## Cannot Foresee Lower Prices Yet

We cannot see how the price of the lines we handle can be lowered for quite a period. The acute shortage of raw material, tins, wood, and, not the least important, labor, for the manufacture and packing has extended for so long a period on an increasing scale that the pendulum will take a long time even to begin swinging the other way.



"We think the CANADIAN GROCER can help a lot in editorials, or otherwise, in bringing before the Canadian Government the actual necessity of modifying, or even altogether removing, the many annoying restrictions placed in the way of importers, such as the need of 'licenses to import' almost every article of food, when the War Trade Board at Washington has already seen fit to release, from December 16, nearly every line of foodstuffs generally brought in from the United States.

"It is true that licenses are much more freely granted than formerly, but as long as they are to be granted why put the importer to the trouble and inconvenience of getting them?"

## Not in a Position to Export

Stewart Menzies & Co., in reporting on the situation, state:

"It is somewhat difficult at the present stage to give any definite or adequate review of the situation as it affects the exporters in Great Britain and the Continent of Europe. They are not and will not, for a considerable time, be in a position to make export shipments to any extent. Most of the firms whom we represent had undertaken large contracts for the army and navy, under Government supervision, and these contracts will continue until demobilization takes place, although not perhaps in the same volume as during the war. Another main factor in the situation is the shortage of raw material and packing material in Great Britain. Glass packages are the most difficult to obtain as in pre-war times a large proportion of the glass packages was obtained from Belgium, France, Austria, and nearly all the Continental works have been closed down for lack of labor and raw material, so that the resumption of operations will be very gradual. It is quite evident that the stoppage of production, dislocation and disorganization of industries caused by the war will take years to overcome.

"We therefore do not anticipate being able to import jams, marmalade, preserves, confectionery, pickles, sauces, sardines, etc., to any large extent for at least a year; prices will remain high, and although we may have some little relief in ocean freight rates, it would not affect the abnormally high prices to any extent. In this connection we might say that one of the principals of a large firm in London, writing us recently, says:

"The prices of all raw materials used, glass, vinegar, vegetables, etc., are abnormally high, and we see no immediate prospect in the reduction of any. We are, however, fully alive to reduced quotations as and when opportunity pre-

sents itself, but we do not for one moment anticipate that they will ever return, at any rate in the writer's lifetime, to pre-war prices."

"Another British firm, manufacturing marmalade, jams, peels, confectionery, etc., writes us:

"We are not in a position to say anything definite at the present time with regard to the re-opening of export business as it will take some little time for the food situation in this country to become normal enough to permit of the embargo being removed, but we have no doubt that the restrictions will be withdrawn at the earliest possible moment, and we are looking forward to an active resumption of our trade with the colonies. We agree with you that prices will remain high for a considerable period, but the position will gradually become clearer day by day."

#### No Adequate Supply of Imported Goods During 1919

"From the foregoing you may readily assume that we do not anticipate receiving adequate supplies of our import lines during 1919. The resumption of shipments will be gradual and values will remain high; when, however, the British manufacturers are relieved from Government restrictions and can again resume normal working conditions, they will be in a unique position to turn out much larger quantities of goods owing to the enlargement and equipment of their plants necessitated by Government requirements during the war.

"We do not think it would be wise policy on the part of merchants to withhold buying in anticipation of a falling market, neither would we advise buying far in advance of requirements, but rather to maintain stocks of all selling lines on a reasonable basis of sales. We are mainly interested in imported goods, and while prices of these articles remain high there is little probability of a reduction in prices of domestic manufactures of a similar nature for reasons which we need not here enter upon.

"So far as concerns goods of British manufacture, matters will be unsettled until peace terms are finally settled, when our Government will have decided how long the present war tax duty will continue and on what tariff basis British goods are to be admitted into Canada in the future."

#### No Change in Sugar Price for Nearly a Year

D. R. Turnbull, secretary of the Acadia Sugar Company, Halifax, N.S., writing of the general situation in regard to sugar, states:

"The proposed contract between the Food Administration, Refiners and the Equalization Board has not yet been signed, but negotiations continue and the contract will probably be signed at an early date.

"This will stabilize prices for sugar in the United States and Canada until the fall of 1919, and during this period there should not be any material change in prices.

"The quantity of sugar available for Canada will probably be the same as that received during the present year."

#### Three Years to Return to Normal Conditions

The John MacKay Co., Limited, Bowmanville, Ont., in reply to some enquiries from CANADIAN GROCER states:—

"We believe the man who buys now will be the man who is ahead, because as Spring approaches everything seems to be bought up and the real shortage comes about that time. We cannot see how there can be an early change in prices, as the raw material is high and the labor business is beyond all reason. The men that we had five years ago at \$12.00 per week, to-day demand \$25.00 to \$30.00 per week; young girls we used to hire for \$1.25 per day are making from \$2.50 to \$3.00 in our department of labelling. It will take time to adjust all these things, therefore nobody needs to be looking for any decline in prices. Take for instance pot barley, we used to buy the very best two row barley at 55 to 56 cents per bushel; to-day we could not buy a car of two row barley under \$1.75 per bushel. In normal times we got two dollars per bag of 98 lb. for pot barley; to-day we are selling pot barley at \$4.20 per bag, so you see we are practically up against the real thing. People are not eating pot barley, for they are making too much money and are eating delicacies, therefore we think it will take about three years to get back from where we started. Even then we are not sure, for we believe we will have the greatest immigration into Canada that we ever had in history. We have the only country to-day that has 160 acres of good land free for any good citizen, and as long as they keep up the tariff we will certainly get manufacturers in from United States, who have to come in

order to do business in Canada; therefore we cannot see any change that is coming our way shortly."

#### Vancouver Business Bound To Be Good

H. G. O'Loane, of O'Loane, Keily & Co., Ltd., Vancouver, stated that they expected things to be quiet for a while, but business was bound to be good in Vancouver. They looked for an increase in trade to and from the Orient, and Vancouver would receive the benefit on account of her location.

When Europe is able to take food supplies, business would be much better here, Mr. O'Loane thought. In the meantime the prices of some food lines were dropping. They did not, however, expect very low prices, in fact he did not see how this could be possible.

#### Some Scottish Businesses Report

From a prominent Scotch biscuit manufacturer, McVitie & Price, Edinburgh, comes the word that there is little expectation of any immediate return to pre-war conditions.

"We fear," they state, "that it will be many months yet before we are in a position to export biscuits to Canada."

The "Kit" Coffee Co., of Govan, Scotland, state:

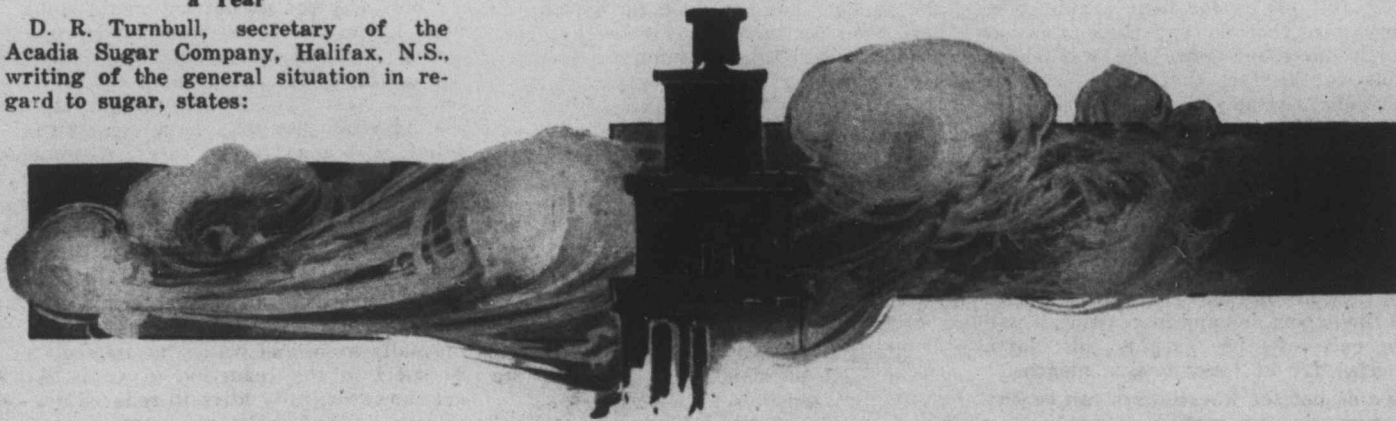
"We are so hopelessly held up by the Government restrictions that we hardly know where we are, and until they are lifted and more plentiful supplies come to hand, we cannot export."

#### Retailers Able to Anticipate Coming Good Times

Howard E. Kerr, managing director of the Welch Company, Ltd., St. Catharines, Ont., writes of conditions as follows:

"Trade reports and orders received daily from our travellers soliciting the retail trade for futures, confirm our faith in the retailers' ability to anticipate the favorable results that we all look forward to during the coming year.

With practically no Welch's in the jobbers' hands, with retailers' stocks reduced to a minimum, and also considering our restricted output, we are certain that the total quantity of grape juice, of all brands, available for the coming season will not equal 50 per cent. of the actual demand. We have decided to devote the greater part of our 1919 output to the manufacture of grape-lade (a pure grape jam).





Further increases have made necessary the present prices, which were effective November 1st, 1918, and will continue in force throughout the 1919 season."

#### Export Demand For Evaporated Apples

R. J. Graham, President of Grahams, Ltd., Belleville, Ont., writes:

"We have plenty of enquiries for evaporated apples for export, but we are not permitted to export these goods at present. We hope to be able to do so later in the season. Apparently there is a surplus of evaporated apples in Canada—more than will be required for the home trade under normal conditions.

#### No Hard Times For Canada

Frank Mutton, vice-president and general manager of the International Business Machines Co., writes in an optimistic strain as follows:

"There will be no hard times in Canada. It is, however, natural that there will be lulls in spots where munition workers are laid off, but this will be very local, and will pass away almost over night, so to speak.

In our opinion, the retail merchant, the jobber, the manufacturer, who adopts a wait-and-see policy, will find his competitors going by him so fast that it will be difficult indeed to catch up, and the fact that the demand for our scales is mostly prompted by the need of high-priced charts for retail goods, ranging from 10 to 60c to 80c to \$1.00 per pound, we think is significant in itself."

Of the general reconstruction situation Mr. Mutton writes as follows:

"It will not be long before Canada for the size of its population, will be among the leading nations of the world in export trade, and from other countries will come to us as many orders as we are physically able to take care of, which will be an important factor in

the greater development of our manufacturing and needs for labor.

Our Government have to the credit of our army overseas, some sixteen million dollars of deferred pay; further, the Government will pay over three hundred thousand men three months' extra pay when they are discharged, amounting to over forty-five million dollars.

#### A New Buying Force

Soldiers' dependents are to get three months' special allowance, which will amount to over thirty-three million dollars, and aside from this each soldier will be given \$35.00 for a suit of clothes, which amounts to another ten million, five hundred thousand dollars.

These items mentioned alone total nearly one hundred and five million dollars, all of which will be spent in Canada. Had it ever occurred to you there is not enough suit cloth in the country at present to make sufficient civilian clothes to supply our soldiers if they were home, to say nothing of underwear and all the other accessories?

The railroads, the street railways, in fact every public utility are run down to the heel in their equipment, which will also mean a tremendous demand to fill their requirements. The municipalities throughout the country have had all their local improvement work held up for over three years, which will mean a further demand.

Good business conditions are sustained by the continued employment of labor, and it would appear that there will continue a labor shortage in this country for a long while to come. The talk of our returned soldiers flooding the labor market is surely a myth. The Government report that already up to date there are one hundred and five thousand of our soldiers now overseas that are prepared and anxious to take up farming, which is a very significant fact in itself.

Wages.—In the writer's opinion no government, no organization, be it labor or otherwise, can control whether wages go up or down; there is only one element that can control it, namely, the supply and the demand, which will for all time to come control the price of every commodity, be it labor or otherwise. As long as the supply does not exceed the demand there will be high wages. It is natural that in some few places, there may be locally an over-supply of labor, but it will be very temporary indeed, lasting only until other industries are ready to absorb the labor that heretofore has been occupied making munitions, etc., and we hear from almost every conceivable source that these manufacturers are straining every effort in their preparation to fill the demands that are being made, and will be made upon them."

"The purchasing power of the Canadian people," writes H. P. Pennock, of H. P. Pennock & Co., Winnipeg, "is greater to-day than at any former period in our history. The accumulated savings, i.e., bank deposits, are now over two hundred million dollars greater than during any pre-war period. This means that the people have that much more ready cash and consequently greater purchasing power than at any time formerly.

While I have not the actual figures on how this is apportioned to the various provinces, the beneficial effect must be general to all parts of Canada.

I think this should be driven home to the trade, as, in my opinion, the timidity shown in some quarters is really a hang-over from the war period and has no justification in actual conditions. Talk of reconstruction and readjustment has, no doubt, made the trade cautious, but changes along these lines will be gradual and, personally, I cannot see any immediate prospect for a wholesale slump in prices.

## War Prices in Fruits Will Still Continue

Conditions Governing the Obtaining and Distribution of Fruits Not Likely to Change For Months to Come—Scarcity of Tonnage the Great Factor—Limits Supplies to Less Than Normal Demands—Business on a Sound Basis

**W**HILE during the war period prices in the vast majority of commodities increased materially these increases were very noticeable indeed in the case of some fruits. There were many factors that had a part in adding to these prices, but the very fact that so many of these products come from abroad made the prevailing scarcity of tonnage one of the largest factors. Even where this factor did not obtain, most of the commonly used fruits came from sub-tropical climates and faced, as a result, long hauls at a 25 per cent. increase in freight rate and sundry other additional charges.

These are factors that cannot change in a night, and it is generally admitted that there is no likelihood of any material change in prices for many months to come.

#### Requisition of Ships Decimates Banana Trade

Probably in no other line of fruit have the effects of war been so noticeable as in the case of bananas. The main reason for this is the ever present bugbear of scarcity of tonnage. The United States Government have taken over a very heavy proportion of the banana fleet to transport troops and supplies, and con-

sequently the movement of bananas has been very materially curtailed.

M. F. Price, Toronto, representative of the Atlantic Fruit Company states that four of their steamers were requisitioned by the Government, and that these were, of course, the largest and most modern of the fleet, so that the average cargo at the present time is about 14,000 stems, or less than half what it was in pre-war days. There has been no indication of any movement to return these ships and the company believes that it will be June at least before they are likely to be returned, which, of course, means a continuance of the lim-

ited arrivals, and consequent high prices till mid-summer at the least.

#### Loses 67 Per Cent. of Tonnage

While the Atlantic Fruit Company deals practically exclusively with Jamaica alone, the United Fruit Company, whose marketing department is known as the Fruit Despatch, has a still more complicated problem on its hands. It deals mainly with Guatemala, Costa Rica and Columbia, with some smaller shipments from Jamaica. The operations of this company being on a larger scale, and considerably farther afield, they have developed a very large fleet of their own and have as well many ships under lease to them. Comprised in this fleet were a number of modern refrigerator steamers of large carrying capacity. These have been largely requisitioned along with a large proportion of the leased ships, leaving a decimated fleet of smaller ventilator vessels to handle their enormous business. Early in 1917 the United States Government took over two of the three largest steamers of the fleet, and since then the total has reached 13 vessels with a carrying capacity of over 700,000 stems per trip. This company has in fact ships totaling only 43 per cent. of its pre-war complement; as the natural result millions of stems are going to waste in Central and South America, and the delivery is less than one-half of the normal demand.

#### An Enormous Wastage

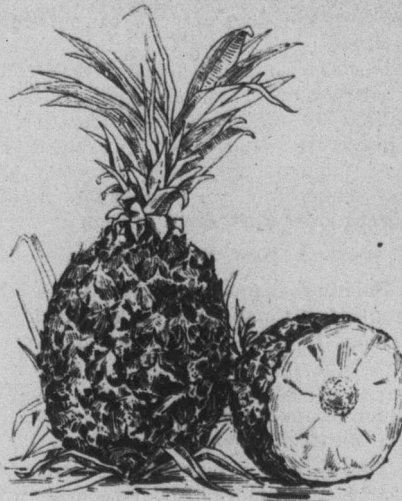
P. D. Walty, Toronto, representative of the Fruit Dispatch Co., stated that some idea of the enormous wastage that is being occasioned by the governmental retention of these ships is to be gained from the following facts. The monthly receipts from Guatemala are roughly about 50,000 stems, whereas the monthly production would be about 125,000. Santa Martas from Columbia, South America, are received in about the same volume, while the production even at the worst reason would be roughly a quarter of a million.

Moreover, supplies are more or less uncertain, and in small volume. The ventilator steamers at present in use will bring about 25,000 stems as compared with the 70,000 stems of the larger refrigerator ships that have been requisitioned by the Government.

With arrivals equaling less than half of pre-war receipts, and with no immediate likelihood of any change in these conditions, it is idle to expect any material change in price conditions for some time to come. Moderate price fluctuations there may be, and unquestionably the tendency will be downward, but until these requisitioned ships are returned to their accustomed occupation, the scarcity of supply must maintain prices at approximately their present level. The recent hurricane in Guatemala, and the hurricanes that have visited Jamaica for the past three years, have done enormous damage to the crop, but this fact has ceased to be of such vital importance owing to the necessary curtailment of imports.

#### Oranges Will Remain High

In regard to oranges there are not the



same outside difficulties to be reckoned with, but nevertheless there is small likelihood of any marked decline in prices until such items as increased freight rates, war tax, and unfavorable exchange conditions can be overcome.

J. W. Brownlow, Toronto manager of the California Fruit Growers' Exchange, gives it as his opinion that there is little likelihood of anything more than nominal declines in orange prices in the near future. Northern California orange shipments are coming to a close. The production of this district was only 40 per cent. of a normal, owing to the heavy damage to the crop by last year's excessive heat. The southern district crop that is just beginning to come on the market is somewhat less affected, running from 60 to 65 per cent. of a normal crop. This improvement, however, will be offset by the fact that Mexican and Florida oranges are on the decline, and that the increased production will hardly more than take care of this increased demand. The orange grower, too, can hardly take less for his fruit, as his costs for labor, boxing and labels have shown enormous advances. Moreover, there are the other elements referred to, the 25 per cent. increase in freight rate, the



7½ per cent. war tax, and the unfavorable exchange, that ranges anywhere from 1 to 2½ per cent. That means a 35 per cent. advance over pre-war days and there is no likelihood of any withdrawal of these fixed charges in the immediate future. Moreover, the public are prosperous enough to purchase oranges at these figures, so that the element of forced sales demanded by accumulating stocks will hardly be a factor.

#### Record Lemon Crop, But no Declines Expected

In regard to lemons, California has the largest production on record. In fact the estimated production is some 2,000 cars in excess of the record consumption of California lemons in 1916. This might suggest the possibility of price declines. But it is to be remembered that California lemons are at present selling at far lower figures than has been generally the case. Moreover, the Italian lemon that has been a large factor in the eastern trade has been noticeable of late by its absence. A shipment has recently reached New York, but these have been purchased at such a high figure in Italy that it seems hardly likely that they will be a profitable venture, and it is more than likely that there will be a narrow limit of importation of these goods, as in all probability European countries will consume all supplies of Italian lemons offering, and with European markets open it would seem the natural market. If, however, the Italian shippers should feel inclined to use the American market, or if importers continue to bring Italian lemons forward, there might be a slump which would, of course, affect the Californian price. Other than this contingency, which is nothing but a distant possibility, there is every probability that the record Californian lemon pack will go into consumption without any glutting of the market, and with no material price changes.

#### Bitter Oranges Arrive Late

There has been some uncertainty of late as to the arrival of Italian and Spanish bitter oranges, that are in such demand with the canning and preserving trade and with the retail trade as well.

J. A. McBride, of George Vipond & Co., wholesale fruit importers, Montreal, stated that there would be no bitter oranges before February. It was not possible, he said, to predict the prices that would prevail this year, as no quotations had been received from the growers in Spain or Italy. Space in ocean steamers, Mr. McBride thought, would be available for all requirements in this line at an early date, as other European fancy fruits had come along regularly. The demand for bitter oranges, he stated, was a rather limited one.

#### Fruit Business Now a Necessity

"Generally speaking," Mr. McBride continued, "the fruit business is now on a pretty sound basis, as fruit can now be considered more a necessity than a luxury. Peace prospects will have less effect on the fruit business than might

have been expected, as there has been little real difficulty experienced in procuring supplies. Even under the embargo regulations reasonable requirements could be obtained; permission to import being available without much trouble, even before the armistice was signed."

#### Expects Setback in Trade

Charles Hart, of Hart & Tuckwell, wholesale fruit dealers, Montreal, reports that the consumption of bitter oranges will not total large, an average of a few thousand cases being the annual output from Montreal. "As to what supplies

are available this year it is difficult at the moment to say," he stated. It is expected that they will come forward from Spain and some from Italy during the latter part of January or early in February. There should be no trouble, he stated, in the matter of getting supplies. Fancy grapes have been coming forward regularly in the past weeks and space should be available for the oranges that are exportable. Definite reports as to shipment of oranges are, however, still lacking.

In a general way, Mr. Hart stated, the effect of the armistice had been to cur-

tail buying on the part of distributors. This was, in turn, but a reflection of the primary curtailment brought about through munition and other workers buying less fruit. While employed at high wages they purchased a lot of fruit; now they did not spend so much in this way, receiving a less return for their work. This was a condition that he believed might have its effect on the trade.



## Restrictions Removed; Tin Available

No Limit on Purchase of Tin Cans Now Except the Cost—No Likelihood of Decline Here For Some Time to Come—Cans in Increasing Demand

**D**URING the war years the humble tin can has risen to a place of national importance. It was fostered and cared for by Government regulation to meet the actual crying needs of the world, because the tin can has achieved a place that cannot be taken by any other thing, as a preserver of otherwise perishable food products.

As a result of the propaganda for increased production, the can maker had to meet an unusual demand, and this with depleted supplies of pig tin, and a limited output of steel sheets, so that for many months past both Canada and the United States have been on short rations of tin, and it has been impossible to obtain it for many ordinary uses.

Now, however, the restrictions have been removed, and many of the conditions that tended to make the procuring of supplies difficult have been removed, and it has been felt in some quarters that prices might decline rapidly. This is, however, far from being the case. Tin is now available, but prices remain high with little prospect of any declines. Conditions in the raw material and labor markets, and the increasing demand for tins, make any decline a thing of the very distant future. What, then, is the actual condition in the can-making industry?

#### All the Cans Required

"Anyone wanting to use tin cans can get them in any quantity and for any purpose providing they have the money to pay for them." Such is the dictum of T. N. Anderson, Canadian sales manager of the American Can Company, Hamilton, Ont. "All restrictions are off," stated Mr. Anderson, "and it is only now a question of price. A manufacturer can now use tin containers for packing

any product which he feels inclined to pack that way, nor are there any restrictions as to sizes that may be used. The whole business has returned to the usual question of price."

As far as that is concerned, Mr. Anderson is of the opinion that it is idle to expect any decline in prices in the near future. The price of tin cans is dependent entirely on three factors, pig tin, steel and labor. The labor price is set till next June, and the transportation situation precludes the possibility of any marked decline in pig tin. It is true that the steel manufacturers have suggested some change in the steel plate price, that may possibly result in a decline in tinned plate of 50 cents a bulk box. When this is worked out to the actual tin, however, it would hardly be a noticeable decline.

#### Firm Which Adopted Substitute Containers Would Likely Continue Their Use

With no price declines in sight Mr. Anderson did not think that firms who had adopted composition containers or a combination of composition and tin, would be inclined to revert to the tin container, at the present prices of tins. Despite that fact he believed that there would be an ample demand to take care of the production as there was a greater demand for tin almost daily for the preservation of food products, and this increasing demand would, he thought, compensate for any loss in this line, and would be sufficient to prevent any overproduction that might affect prices. It was a known fact in the can business, Mr. Anderson stated, that outside conditions did not always affect the business in the way they affected the industry. Even through periods of hard times, the business had gone ahead briskly and had

shown improvement. There was nothing, therefore, he felt, either in the immediate future, or that could be surmised, that warranted the assumption that tin cans would be appreciably cheaper for some time to come.

#### Six Months Before Deliveries Are Normal

"There will be little change in the condition of the tin container business in Canada for the next six months," stated the managing director of a large can manufacturing plant in Montreal.

"The outlook for supplies during the early part of 1919 had not changed materially, and requirements would be met on much the same basis as that prevailing for the last half of 1918. The speaker believed that it will take about six months to bring back a normal condition in the matter of deliveries. In the first place the manufacturer cannot hope to get his supplies of tin plate for about three months after the same have been ordered. Then the containers have to be made and this will take considerable time.

"Just what prices are likely to be is an uncertain question for the time being, and will depend much upon the action contemplated by the newly-formed export association in the United States. It is suggested even now that prices on export goods of this nature will rule on a higher basis than that obtaining to-day, this matter to be decided in the near future."

#### Improvement in Supplies Will Come in Time

As to the supplies in Canada at the present time, it was stated that these were averaging about the same as

during the past few months. It was too early yet to expect an increase in stocks of tin plate. Improvement would manifest itself, however, as time passed. The mills would overtake business in time.

He did not feel that the armistice would make a great many changes. Manufacturers, he believes, will continue to want standard sized containers, and these will gradually be available in larger supply. It will take time to ad-

just supplies, and care will still be necessary in the use of supplies until the mills have overtaken orders already in their hands.

#### Possible Price Decline Forecast

Another large tin manufacturer in Montreal stated that he did not look for any immediate drop in prices, but that a readjustment would perhaps be made early in the year. This would result from a more favorable labor situation that he expected to develop right away,

but this would not make a big difference, he thought.

In the matter of securing essential materials this manufacturer thought that the improvement of stocks would come about gradually, and that it would probably be May next before regular normal conditions would prevail in this respect. In the meantime packers would be able to secure a little more than they had been getting and in due course their full requirements would be available.

## Import License List Modified

U.S. Government Removes Many Products From the Conservation List and Permits Export to Canada Without Individual License—Similar Action is Probable at Ottawa in Near Future

ONE of the most serious factors in the trade during the past year is to be found in the artificial restrictions upon the free interchange of commodities between Canada and the United States. Not until these prohibitions were imposed was it understood how materially important was an unrestricted trade between the two countries.

It is perhaps not a matter of wonder that the actions of such bodies as the War Trade Boards and Food Boards of the two countries should have developed a good deal of red tape, and some dissension on the question, of where the authority of one ended and that of the other began.

#### Uncertainty Serious for the Trade

These uncertainties and differences of opinion have all resulted in anything but happy conditions for the Canadian trader. Canada is dependent almost entirely on the United States for many of the food commodities, and the needs of the hour in that country, coupled with the enormous requisitioning of supplies for the army, has in many instances eaten up the surplus that used to find its way to Canada.

For one reason or another a very long list of goods were actually prohibited from export by the United States Government; other lines, a still longer list, could only be imported into Canada after a laborious process of mutual licensing between the Canadian and United States Food Boards, for each individual shipment a system so complicated and unwieldy that there have been countless instances where the occasion for import was past, or where the price of goods had increased beyond all reason long before the licensing formalities had been completed.

#### Condition Returning to the Normal

It is a comforting thing to know that these relics of the troubled war years are rapidly being scrapped, and that business between the two countries is beginning to return to a normal status.

Within the past few days there has been issued by the United States Government a lengthy list of goods that have been removed from the United States conservation list. The list which follows is the complete record of the

commodities that have been removed from this list, and the announcement is made that after Dec. 16, 1918, individual licenses for shipment to Canada or Newfoundland of items not on the U. S. export conservation list are not required, which obviates the necessity of obtaining individual licenses for the importation of any of the following commodities:

#### Removals

Acid, stearic. Acids, fatty. Acid, oleic. Apricots, dried. Aunt Jemima's wheatless flour.

Barley, cream of. Bean flour. Beans, Black-eye. Beans, canned. Beans, desiccated. Beef bouillon cubes. Beef casings. Beef essence. Beef nutritive extract. Beef, potted. Beer. Beverages, non-alcoholic, containing sugar. Biscuits, Biscuits, sea. Black-eye beans. Black-eye peas. Bread. Butter, cocoa. Butter, peanut.

Candles. Candy. Caramel. Caramel coloring. Carrier pigeons. Catsups. Cherries. Chewing gum. Chick peas. Chicken, canned. Chicken, loaf. Chile con-carne. Cocoa butter. Cocoa powder. Coconut, desiccated. Confectionery. Communion wafers. Condiments. Corn, canned. Corn flakes. Cottonseed flour. Crackers. Crackers, wheatless. Cream of barley. Cream of wheat. Custard powder.

Dates. Desiccated beans. Desiccated coconuts. Deviled meats. Dog cakes.

Farina. Figs. Fish, all canned, dried, fresh, and salt (except canned salmon). Fish, tuna, canned. Flavoring extracts. Flour, Aunt Jemima's wheatless. Flour, bean. Flour, cottonseed. Flour, gluten. Flour, malt. Flour, sago. Flour, tapioca. Force.

Fruit, dried, as follows: Apricots. Dates. Figs. Pears. Raisins. Fruit pulp. Fruit syrups.

Fruits, canned, crushed, and dried (except dried apples, dried peaches and dried prunes). Fruits, citrus. Fruits, fresh.

Game, live. Game meat. Gluten flour. Glycerine. Grape nuts. Groats. Gum, chewing.

Ham loaf. Hamburg steak. Hearts. Hog casings. Hogs' backbones. Hogs' backstraps. Hogs' brains. Hogs' ears. Hogs' heads (with fat removed). Hogs' jowls. Hogs' snouts. Hogs' tails. Hosses. Horses.

Inedible animal greases (40 per cent. titer and under).

Infants', convalescents', and manufactured baby foods, such as Nestle's, malted milk, etc. Irish stew.

Jams. Jellies. Kidneys, stewed. Lentils. Liver.

Macaroni. Malt Extract. Malt flour. Marrow bone. Matzoth. Meat scraps. Meats, deviled. Meats, potted. Mexican tamales. Mules. Milk and rice, canned. Mince-meat. Mushrooms in bottles.

Neck bones. Non-alcoholic beverages,

containing sugar. Noodles. Nuts, all kinds, except cocoanut.

Oleic acid. Olives. Oil, red.

Paste, soup. Paste, tomato. Peanut butter. Pears, dried. Peas, black-eye. Peas, chick. Peas, canned. Pepper. Pickles. Plum pudding. Popcorn. Pork chops, canned. Pork and beans, canned. Poultry, dressed. Poultry, live. Postum. Post toasties. Potato fecule, flour and starch. Pudding, plum. Puffed rice. Puffed wheat. Red oil. Rice and milk, canned. Rice powder. Rice, puffed.

Sago and products. Sago flour. Salad dressing. Salmon, kippered. Salt. Sauerkraut. Sausage, canned and dried. Sea biscuits. Soap and soap powder. Soups, canned. Soup paste. Spices. Spaghetti.

Tamales. Tapioca and products. Tapioca flour. Tea. Tomato paste. Tomatoes, canned. Tongue, lunch. Tripe, including pickled. Truffles. Tuna fish, canned. Veal loaf. Vegetables, canned. Vegetables, fresh. Vermicelli. Vinegar. Wafers, communion. Wheat, puffed. Wheatless crackers. Yeast cakes. Yeast, compressed.

#### Some Modifications in the prohibited list

The United States War Trade Board also announce the following modifications of various items on the export conservation list, effective December 16, 1918:—

In the past it has been customary to include many commodities classified, but not named individually, under headings such as "beans," "beef products," and "pork products." It now becomes possible to definitely eliminate from the United States export conservation list many of these commodities, such as "canned beans," "beef essence," "hogs' heads," and "hogs' brains." In the list of removals which follows, the items either have heretofore been specifically mentioned in the United States export conservation list or have been considered as included under the various classifications.

These modifications are as follows:

(1) "Beans" has been modified to read—Beans, as follows—Cocoa. Colored (not including castor, vanilla, and like varieties of beans). Soya. Velvet. White, including lima and navy.

(2) "Beef products (canned, preserved and fresh)" has been modified to read—Beef products, as follows—Beef loaf. Canned. Corn beef hash, canned. Dried. Drippings. Fresh or frozen beef. Meat juice. Ox tongue. Pickled and barrelled. Suet.

(3) "Peas" has been modified to read—Peas, as follows—Dried (not seed). Seed (individual licenses not required to Canada and Newfoundland for 50 pounds and under). Split.

(4) "Pork and pork products" has been modified to read—Pork products, as follows—Bacon. Barrelled and meat pork. Coarse hog bellies. Canned pork. Fat backs. Fresh pork. Hams. Pickled pork. Shoulders. Spare ribs. Stag bellies.

# CANADIAN GROCER

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### THAT PRICE-FIXING ORDER-IN-COUNCIL

**T**HE Canada Food Board showed considerable wisdom and diplomacy when in response to the demand that something be done about the High Cost of Living, they generously donated an Order-in-Council that put the matter distinctly up to the local authorities.

They were probably wise enough to know that the order would serve no useful purpose other than to give some energetic agitators something to worry over. It has achieved that end, but has shown no other useful results. There have been several efforts to make use of this order, notably in Sarnia and Windsor, Ont. They have resulted in nothing but committees.

The truth of the matter is that much of the cause of the dissatisfaction arises from the belief, fairly generally held, that the law of supply and demand, is something that the manufacturer and wholesaler have originated for their own special benefit, whereas it is of course, only a technical name for forces which the manufacturer can no more control than can the drain digger, and that operates to the advantage or disadvantages of the one as surely as of the other. Orders-in-council do not change natural conditions, nor can they compel men to do business to their own hurt. They can, therefore, do nothing to influence the cost of living.

### MERCHANTS IN COURT AGAIN

**D**URING the past few days, six Toronto grocers were fined for selling impure Maple Sugar as the pure product, and had to pay fines of \$44 and costs each, and had, moreover, to spend perhaps half a day in court. Action is pending against a number of merchants in other districts on the same charge. Probably no one of these merchants had any intention of selling impure goods. They had probably taken the word of a traveller that the goods were first class, and let it go at that, therefore certain manufacturers, who are not above scamping quality, go scot free, while the grocer suffers.

However, that is no good and sufficient justification. The Government regulations are exact, anything bearing the word "Maple" must be the genuine article and the vendor is responsible for seeing that this regulation is carried out. There is only one safe way, and CANADIAN GROCER has urged this necessity time and time again, get a warranty from the manufacturer. Then if an inspector finds fault with the product, the charge can be laid where it actually belongs, against the manufacturer and not the vendor. This is the only way, however; no retailer can be sure of the quality of these goods, but he can protect himself in this way.

### WASTE OF WAR AND WASTE OF PEACE

**"E**VEN more paradoxical than a period of prosperity during the war would be a period of idleness, depression and distress following the war," says the National City Bank, New York, in a recent pamphlet. "Idle men and idle machinery mean waste just as truly as do the destruction of their products in war. It is highly important in order to minimize the difficulties likely to arise in the transition from war conditions to peace conditions that there shall be plenty of work available for the labor of the country, and that the productive agencies of the country be worked to their full capacity."

In the four years that are past, the world passed through the greatest trial it has ever been called upon to meet. It had to face a cataclysm that fell without a word of warning, without an hour of preparation. Little wonder that the early days of the war were days bordering on commercial panic. That the commercial forces of mankind could gird themselves to meet this overwhelming calamity and could in these troubled days find some solid ground and some measure of prosperity, is a fact of which we may well be proud. The courage of the marketplace in those first sad days was, perhaps, not so far behind that of the blood-soaked fields of France. And now that the world war is apparently a thing of the past, is it likely that those who faced the uncertain conditions of years past with such high courage will fail before conditions that have been foreseen for four years past? The merchants and manufac-

turers of 1914 met unknown, unheralded and undreamed of conditions. The men of 1919 are called to meet conditions that for four long years they have known would come some day. Idle men and idle machinery are the waste of peace. The years of wastage have been long enough, the days of preparation against it have been long enough also. What reason have we to believe that men will fail here, when they passed unflinching through far more grievous days?

#### PEACE AND FOOD CONTROL

**W**HILE everyone admits that some measure of Food Control was probably necessary during the war years, that it met some problems well and others as well as could probably be expected, that everywhere it was tried it made some mistakes, but that probably the balance of credit was well in favor of the system: while all this is admitted for the war years, there is hardly a dissenting voice in the chorus that proclaims it a war necessity only, and that contends that the continuance of the system, one moment after its direct need was past, would be an unwarranted and unjustifiable infringement of public rights.

In the British Isles, where the need of such an organization was far more imperative than in Canada, they speak with no uncertain voice. At a meeting of the Produce Traders' League held in Cardiff, T. W. David, as reported in "*The Grocer*," London, directed some pointed criticism at the Food Control Department:

"The business community had had no objection to the principle of the Government taking charge of the trades in the national interest during war-time, and some business people had even welcomed the control, which was foreshadowed. But it was assumed too lightly that the control to be established would be conducted on sane and business-like lines. They had every reason to believe that there would be a minimum of inconvenience inflicted upon the traders of the country when the inevitable control was established. Disillusionment came swiftly, and it was complete. It was found very soon that controllers were appointed who had no knowledge whatever of the businesses they had to control. Not only so, but hosts of officials sprang into existence like mushrooms in a night, and nearly all those officials also were men who were ignorant of the businesses they had been appointed to look after.

Not less pointed was a motion introduced by Sir William Seager:

"That this meeting protests against the unnecessary and increasingly mischievous control of trade by the State; it demands that departmental interference, restriction and obstruction be immediately relaxed, and calls upon the Government to devise means whereby the normal conditions and methods of trade may be restored at the earliest possible moment."

Another speaker stated that Food Control seemed likely to become a permanency.

"In America," he stated, "they were getting rid of it very rapidly, and President Wilson said the other day: 'Our raw materials have been already released and put into the general market. It is surprising how fast the process of a return to a peace footing has moved in the three weeks since the fighting stopped. It will not be easy to direct it any better than it will direct itself.' In this country, on the contrary, these new departments were trying to make themselves permanent."

The return to normal conditions of trade is the

only safe and sane course, and any attempt to make governmental control in any way permanent would be a dangerous and costly experiment. Fortunately, in both Canada and the United States, the tendency appears to be to release the control at the earliest possible moment.

#### STANDING THE TEST WELL

**P**ERHAPS no better indication of the splendid manner in which Canadian business interests were prepared to meet the reconstruction period could be had than the commercial statistics which show that during the month of November the smallest number of failures was recorded in twenty-six years. This is in spite of the fact that business was decidedly irregular during that period owing to all sorts of rumors which preceded the signing of the armistice and the big celebrations that took place after. In Canada and the United States during November there were 549 failures recorded, a decrease of twenty per cent. over October and of 43 per cent. over November a year ago. During the eleven months of 1918 for which figures are available business failures totalled 8,810, a decrease of twenty-six per cent. from the number in 1917 and just more than half of the number in 1915, which holds the record with 17,447.

#### ENGLAND IS OPTIMISTIC

**T**HE direct cost of the war to all the belligerents is estimated at \$200,000,000,000. Of this amount about \$150,000,000,000 has been raised by war loans. This seems a huge sum and yet it cannot be said that the world's bankers are worrying particularly about it, although the charges for interest and sinking fund will run up to about \$10,000,000,000 annually. The British financiers refer casually to the fact that Britain "only owes about \$5,000,000,000 abroad" and declares that she is amply able to take care of this debt. It is a decidedly encouraging fact that most of England's debt is to those at home. If history repeats itself, and many competent authorities assure us that it does, a comparison of England's financial status now and one hundred years ago is interesting. At that time Britain was emerging from a fight with Napoleon and others which had lasted for twenty years, and was up to that time one of the great wars in the world's history. Her debts then, which were considerably under \$100,000,000 were looked upon by many as colossal and predictions were made that the country would be swamped. What happened? England's trade developed by leaps and bounds and the foundation was laid for the prosperity which has made it possible for her to come through the tremendous struggle of the last few years with such flying colors.

# Demand for Specialty Goods Revives

War Years Encouraged a Rigid Frugality and Caused a Cessation of Social Gatherings  
—Demand For Many Specialty Lines Fell Off as a Result—More  
Cheerful Outlook Already Shows Encouraging Effects

**D**URING the war years there are some lines that usually find a place on the grocers' shelves that fell upon hard days. Many of the specialty lines, relishes and other delicacies that were in strong demand previous to the war, goods that naturally found a place on the table at most social gatherings, these lines unquestionably suffered by a changed spirit in the public, rather than through any lack of appreciation or any decline in buying power.

People were in no mood for social gatherings and these were almost unknown, and those who could afford the luxuries that add so much to the zest of food, forebore to purchase, on the ground that it was an unnecessary expenditure that was not justified in those dark days. There were of course merchants who still were able to sell these goods, who had a class of custom that had come to look upon these lines as the essentials of every day fare. But these merchants were few and far between and in very many cases the merchant was deprived of a very profitable line of business.

## Scarcity of Stocks the Reason for Lack of Sale

Of course it was not entirely a matter of inability to sell. In many instances it was a matter of inability to buy, many of these lines being imported from other countries, and being either off the market entirely for the time, or unobtainable by reason of export embargoes.

With the signing of the armistice, and the probability of an early peace, there has developed anew a spirit that the merchant has not been slow to realize. During the Christmas season and before, there has been a greater abandonment to the personal tastes of the buyer. There is now no feeling that the social gathering should be tabooed. And so there has grown anew a large demand that for many months has been practically dead or dormant.

Several merchants in response to enquiries from CANADIAN GROCER report their experience in regard to this changed feeling. Some have noted it in a very pronounced fashion. Some are not so sure that there is a great change in these conditions to be expected. But the general feeling among the trade is, that there will be a large market for goods that for many a long day have been nothing much but a name to the majority of people.

"During the past two years or so," writes B. G. Crabtree, Ottawa, "a very noticeable falling off in the sale of fancy table delicacies was felt. Amongst such

articles to come under our observation were: Pâté de Foie Gras, anchovies in oil, expensive sardines, Maraschino cherries, olives and olive oil, particularly in large bottles or cans, peach Melba, raspberry sauce, Breton's colorings, Guava jelly, Bar-le-duc, etc.

## Demand Articles of High Food Value

"We found the consumer particularly anxious to purchase articles that contained real food values and never before had we such a demand for bacon, eggs, porridge meal of all kinds, potatoes, carrots, onions, turnips, parsnips and cabbage, rice, tapioca, raisins, dates and of course, bread (the bugbear of the grocers). Salads were very much in evidence as large quantities of lettuce and celery were disposed of, together with a decided demand for all kinds of fruits, and yet withal, there was a steady demand for canned vegetables and fruits, particularly pineapple and peaches. Naturally, we expected there would be a general falling off in the sales of a large number of fancy foodstuffs, as gatherings of a social nature were curtailed, and we trimmed our sales accordingly to meet the new conditions.

## Demand For Many Lines Revive

"There has been a return of the demand for many specialty lines, but we must take into account the festive season of Xmas, when people are a little less penurious and considerably more extravagant, than at any other season of the year, and a few extra dollars spent in delicacies is considered quite in order.

"For Christmas and other social gatherings we have noticed a considerable improvement in the sale of such lines as meat and fish pastes for sandwiches, olive butter, peanut butter, olives, oysters, lettuce, celery, tea, coffee, fancy biscuits and loaf sugar, the two latter almost impossible to get, although fancy biscuits are now coming forward, such as, shortbread, biscuits with icing, on and between, which have been under the ban until quite recently.

## Some Lines Show No Improvement

"There are some lines that do not appear to be returning to favor; among them might be noted various imported articles which have been difficult to secure and are very expensive, and which for that reason have suffered in sales to such an extent that consumers are getting the habit of asking for well-known Canadian manufactured goods, and are superseding such articles as English biscuits, English and Scotch kippered herring, and Scotch marmalades and jams. These Canadian lines

will continue to gain in popularity just so long as the standard of quality and uniformity is adhered to.

## Some Lines Difficult to Obtain

"Sugar is scarce, but there is enough to meet requirements, with the exception of loaf and fruit, and more particularly pulverized, so anxiously looked for to meet the needs of the Xmas cooking. The embargo on American packaged coffees by the United States Government is being felt by the Ottawa grocers, as practically all stocks are sold up, and no immediate relief in sight. Prunes and raisins are scarce, but our stock is sufficient to meet our requirements. American salad dressing it is possible to get, but it is too high, and is not worth the effort. Good Canadian makes are taking their place. Berger's starch (English) is impossible to procure.—B. G. Crabtree, Limited, Ottawa.

## Another Ottawa Opinion

On the whole the public are asking for lines which were carried before the war. As long as stocks lasted they were eagerly sought after; now that the war is over they wonder why they cannot be procured.

The principal lines asked for to-day for social gatherings of a various nature are water ice wafers, fancy biscuits, shortbreads, imported cheese, English pickles, and fish pastes.

In our experience, there is no variation from the demand for imported goods. The buying public have been accustomed to these imported lines and always hesitate before taking our Canadian manufacture.

There has been a marked scarcity in practically all the imported lines, while even our Canadian manufacturers are finding difficulty in getting material for their different lines. For instance one large Canadian biscuit company offer the merchant only 60 varieties to choose from whereas three years ago they had over 300.—A. P. Johnson, Ottawa.

## Stratford Notices No Improvement

We have not noticed any great improvement in the demand for specialty lines, in fact, we could almost say that there is no demand for these goods with us. Our customers are still demanding staple lines.—Barnsdale Trading Co., Stratford.

There was a marked decline in the sale of such lines as olives, meat sauces, fancy fruits, etc., following the outbreak of war, but in the past month or so we have noticed quite a marked improvement in the trade in these lines which betokens a return to favor, and a tendency toward a little more lavish

buying.—H. Trebilcock and A. L. Barry, Hamilton, Ont.

#### Could Always Sell Specialty Lines

We have not noticed any material improvement in the demand for fancy groceries of late, possibly this is due to the fact that the Christmas holidays are so close at hand. Of course, our business of late has shown some improvement, but we credit this to the season rather than to the cessation of hostilities.

As far as specialty lines go we could always sell these when they were procurable. The bulk of the demand for social gatherings has been for olives,

potted meats, grape juice, shelled nuts, Toki raisins and fresh fruits.

We have had much difficulty of late in securing supplies of English fancy goods, package dates, sardines, shelled nuts and table raisins.—J. McTaggart & Sons, Vancouver, B.C.

#### Fair Demand For Specialty Lines

"So far there has been no great change in the demand of the people. We have had some requests, but the number is proportionately small for fancier groceries. There has been a very fair demand for such lines as biscuits, olives, candy, salad stuffs, etc., and a decline in the demand for pickles. Christmas business started in early this

year, which no doubt is a fair indication of the feeling of the people with regard to 'peace.'—H. Malcolmson, Chatham, Ont.

There has been no falling off in the demand for specialty lines even in war years, according to H. L. Brown, of Kent & Brown Co., Moose Jaw, Sask. Olives, fancy biscuits, lettuce, cakes and ripe tomatoes, items usually in demand for social gatherings, have been in as good demand as ever, and none of these lines here seemed to have lost the public favor.

Table raisins, fancy biscuits, candy and similar lines, however, have become increasingly difficult to procure.—Kent & Brown Co., Moose Jaw.

## Canadian Jams and Preserves Will Advance

No English Products Expected on This Market and Big Export Demand—Next Year's Fruit Contracted at Record Prices

**M**ERCHANTS who are waiting for declining prices are liable to disappointment. There is very little hope of any such thing, judging from the majority of the goods that have been investigated by CANADIAN GROCER.

Taking preserves as an example there is every indication that prices in these goods will advance rather than decline. There is a worldwide shortage of small fruits that has resulted in their being purchased at very high figures. There is no likelihood of English jams coming on this market in any sizable amounts. Even if some should arrive it would only be in an effort to keep the manufacturer's name before the public and would not represent any increased supply.

The great factor in the case is that there will be an army totalling millions of men in the field for another year at least. There will be enormous supplies of jam required to supply necessary food for this large army, and all that England and Scotland can supply will be inadequate to meet this demand. Indeed, there is still a strong export demand for Canadian products of this nature, and this in addition of enormous shipments of Australian jams to the British Government. James Wagstaffe, managing director of Wagstaffe, Limited, Hamilton, is emphatic in his opinion that no declines in prices are to be expected.

#### Prices Will Advance

"The outlook for jams for next season is certainly higher. Sugar is higher to-day than what it was this time last year. For contracts for raspberries and strawberries the farmer is asking more money, the tin manufacturer holds out no hope that tins will be lower, so that everything points to higher prices for jam next season. In fact we have withdrawn our prices at the present time, which means we are going to advance a little after the new year."

#### Fruit Contracted at Doubled Price

Mr. Furnivall, of Furnivall-New, Ham-

ilton, is of the same opinion. Contracts for raspberries, he states, have been let a 50 per cent. advance over last year's price, while many manufacturers have contracted strawberries at about 100 per cent. advance on last season's price. That is an extra initial charge that may be expected to more than offset any possible declines in other regards. Sugar will unquestionably be more plentiful, but there is no possibility of it being cheaper, so that the manufacturers will

## An Export Field For the Canning Industry

Heavy Demand Noted For Canned Goods From British Civilian Population—Demand For Canned Fruits Exceeds Supply—Stabilizes Prices

**T**HE war has had many educative effects; among them it has served to introduce many of the commodities of this country to the European nations and to prepare for them a ready market.

W. R. Drynan, secretary-treasurer of the Dominion Cannery, Hamilton, in speaking recently to CANADIAN GROCER, spoke of the materially enlarging export demand. There was a very heavy demand, he stated, for export that was only curtailed by the extreme difficulty of getting cargo space. As far as canned fruits went, they could dispose of thousands of cases more than they have available without the slightest difficulty, as the British Government is eager to get such supplies and will provide the shipping space. With the canned vegetables the matter is not quite so simple, although there is a brisk demand, but here they have to provide their own shipping space, and can only obtain this with great difficulty. This export business is on a sounder footing now than it was. The rate is now 5 cents a pound instead of the 9½ cents of the war period. So that the British consumer will be able to obtain these

only benefit in easier manufacturing conditions.

#### English Stocks Depleted

Mr. Furnivall is also confident that there is no likelihood of competition from English jam makers. He points out that English stocks have been depleted by the heavy demand made upon them by war conditions and these will have to be replaced before there will be any great supply for export. It will probably, therefore, be some time before English jams will again be a factor on this market. Even the fruit in England was requisitioned for Government use, the grower only being permitted to retain 100 pounds. It is readily seen that under these unusual conditions there is small hope of conditions warranting any downward movement in prices.

products at a far more reasonable figure than formerly and may expect, therefore, to be in ever increasing demand. Of course, there has been a steady purchase for the army, but this new demand of which Mr. Drynan speaks is entirely a civilian demand and so may be expected to continue.

#### Prices Will Not Decline

This new market for these products is one of the factors that may be expected to keep the price of these goods at somewhere about the same levels. There has been a tendency of late to hold back in buying in the fear that there would be a lowering of price, but this year is passing and stocks are beginning to be absorbed. There is very little chance of any such condition arising. There were a number of factors that gave color to such a supposition. One was the fact that the United States Government had taken over large proportions of the American canneries pack, which under present conditions with the draft army for whom it was purchased being demobilized, was, of course, unnecessary. There was the fear that the United States Government would

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# CURRENT NEWS OF THE WEEK

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

## Maritime

Burglars entered A. B. Sweed's store, Haymarket Square, on Christmas night and got away with goods valued at \$200.

William J. Dalton, retail grocer, Main Street, St. John, died this week after a brief illness. His wife, one son and three daughters survive.

Charles P. Park, who for many years conducted a general store at Newcastle, N.B., was found dead in bed on Christmas morning. Heart trouble was given as the cause.

Edward D. Sonier, one of the best known merchants of College Bridge, N.B., died this week of pneumonia, following influenza. He was sixty-two years of age.

Robberies of grocery stores continue in St. John almost systematically. H. R. McKim's store, corner Sydney and Britain Streets, has been broken into twice within the last week. In neither case was the loss heavy.

Oscar H. Trites, of Moncton, suffered the loss by fire on December 28 of his retail grocery store and the premises in which it was located. The loss was about \$3,000, with \$500 insurance each on stock and building.

## Quebec

Hugh Kelly, Toronto, has been succeeded by Bernard Hinch.

Anthony Thomas, general merchant, Chandler, has suffered loss by fire.

Marin & Langelier, flour and feed merchants, Upton, have dissolved partnership.

Henry & Armand Legault, St. Laurent, have registered a partnership under the name of Legault & Frere.

Lebrun & Frere, general merchants, Maskinonge, have dissolved partnership, Jos. Lebrun continuing the business under the old name.

## Ontario

Walter Mallon, Hamilton, is selling out.

James N. Paget, cheese manufacturer, Hamilton, is dead.

J. A. Watt, Lanark, has been succeeded by W. Ban.

John W. Pfeffer, vice-president of the Pfeffer Milling Co., Milverton, is dead.

Charles H. Pugh, grocer, Sarnia, has sold his business to Martin & Grass.

Mrs. E. A. Little, general merchant, Cobden, has been succeeded by R. E. Cooke.

M. A. Deans Co., wholesale fruits, Toronto, has sold out to the Frank Everest Company.

The premises of Fred J. Perrin, wholesale grocer, 888 Queen Street West, Toronto, were entered recently. The thief was arrested, however, before he was able to get away with the spoil.

The Dominion Cannery agree to erect the coming year a warehouse 150 x 40 feet, two storeys high, to cost \$50,000 or \$60,000; also to rebuild the main building the next year.

The grocery store of Henry Caplain, Wyandotte Street and Wellington Ave., Windsor, was robbed recently. A number of smoked hams, two boxes of cigars and \$1 in money were stolen. Entrance was gained by breaking the glass in the front door.

At a meeting of the industrial committee of the Town Council of Strathroy, Ont., at which Messrs. Marshall, Nairn and Lee were present, representing the Dominion Cannery, an agreement was reached whereby the rebuilding of the canning factory is assured.

Mrs. Edith Shelley died at her home in Detroit from Spanish influenza in her twenty-eighth year, on Saturday last. The late Mrs. Shelley is survived by her husband who was late partner in the firm of Robertson & Shelley, grocers, corner of Cavell and Pape Avenues, Toronto. The couple were only married last June.

## Western

P. P. Janz, general merchant, Main Centre, Sask., is dead.

S. Bricker, general merchant, Hazel Dell, Sask., has sold to Max Nisenholtz.

A. R. Lewis & Co., general merchants, Vidora, Sask., have dissolved partnership.

Frank Turner and Tom Mathews have taken over the Pioneer store of Lemburg, Sask., and will conduct the business in future.

The by-law to grant water concessions for ten years to Alberni Packing Company, Ltd., on the condition that it build and operate a fish cannery in the city, was approved by the electors of Port Alberni, B.C.

Successful candidates in municipal elections held in Saskatchewan last week included F. R. MacMillan, elected mayor of Saskatoon, and S. C. Burton, Regina, elected to the city council of the Saskatchewan capital.

Among the officers to arrive on the Pacific liner Minnedosa were two members of the Bell-Irving family. They are Lieutenant Henry Bell-Irving, R. N. V. R., and Lieut.-Col. Richard Bell-Irving, R. A. F. Lieut.-Col. James Sclater of Vancouver left for his home immediately after the ship docked.

## COMMANDER OF TORONTO MILITARY DISTRICT BECOMES BRIGADIER-GENERAL

John A. Gunn, who was recently appointed to the command of the Toronto Military District, has been raised to the rank of Brigadier-General. Brig-Gen-

eral Gunn, C.M.G., succeeds Major-General Logie on the latter's appointment to the bench. He will occupy the position till a permanent successor is brought from overseas.

## NEW BRUNSWICK WHOLESALERS HAVE HAD A GOOD YEAR

As Maritime Province grocers close their books for the year 1918 and review the business of the year just past few will have complaints to make of the net results. War has brought difficulties and uncertainties—many things to test the ability of the merchant, but it has brought failure to but few. The solid prosperity of the provinces has enabled the people at large to rise above the limitations of war times and their prosperity has been reflected in that of the merchants on whom they are dependent for their necessities. The last year has been a good one from a business standpoint, with sales in most cases of unprecedented volumes and profits of which there is little to complain. As the country faces the readjustment which must follow the war and the changes that must come, the merchants realize that they will have their share of the community burdens to bear, but they are taking up the work in the same spirit which saw them safely through the period of conflict.

## WHITE RIVER MERCHANT DIES

William E. Sproule, of McDougall & Sproule, general merchants, White River, Ont., died Friday, December 27, at his home in White River, at the age of 35. The funeral was held Monday last at 3.30 p.m.

## SALADA TEA'S NEW HOME

P. C. Larkin, of the Salada Tea Company, Toronto, has completed arrangements for the purchase of the property fronting on King street, near Spadina, on which the building formerly occupied by Stones Limited is located; it extends through to Wellington street. The building will be occupied by the Salada Tea Company in the near future.

## ASK REMOVAL OF PROHIBITION ON MANUFACTURE OF BEER

Montreal brewers have decided to ask the Federal Government to rescind the order-in-council stopping the manufacture of beer after January 1, 1919. They argue that the measure was a war regulation to save food. As barley is no longer being conserved the brewers contend the ban should be lifted. The brewers announce that if the regulation is kept in force steps will be taken in the courts to have it declared illegal.

### PROMINENT WINNIPEG WHOLE-SALER DIES

**John C. MacDonald, Young Business Man With Wide Interests in the West, Succumbs to Second Attack of Pneumonia**

John Charles MacDonald, eldest son of Alexander MacDonald, died at his home in Winnipeg on Dec. 29 from a second attack of pneumonia. He recovered from pneumonia three months ago, but was stricken with influenza and suffered a relapse. He was thirty-six years of age at the time of his death.

He was president of the MacDonald-Chapman Company, Limited, wholesale grocers, in Winnipeg; president of the MacDonald-Crawford Company, Limited, in Moose Jaw, Battleford and Swift Current; president of the MacDonald-Cooper Company, Limited, Edmonton and Calgary, and was associated with his father in the D. Alexander MacDonald Company, Limited, in Vancouver, Nelson and Fort William.

### MONTREAL BUTCHER ROBBED AND LOCKED IN OWN REFRIGERATOR

It would be a chilly experience to be relieved of \$800 in cash, but to be locked in one's refrigerator at the same time would make the experience much more frigid. Such was the unhappy lot of a Montreal butcher, Sam Rosenfield, 1480 De La Rose Street.

It was in this wise. Sam stayed late at his shop on Saturday night and had the above sum in his cash register. Three masked desperadoes entered and placed Sam in his own refrigerator, making off with the cash and leaving the owner in most comfortable quarters used for dressed meats, but quite uncomfortable even for dressed humans.

It was not until a customer had entered later that the unhappy victim was released from his temporary prison. Within a day or two the police had rounded up one Patterson, and believe him to be one of the gang.

### DAIRYMEN MEET

The fifty-second annual convention of the Dairymen's Association of Western Ontario will be held at the Tecumseh House, London, Ont., on January 15th and 16th.

### G. B. MacCALLUM APPOINTED MANAGER

G. B. MacCallum has been appointed the Toronto manager of Thos. J. Lipton. Mr. MacCallum has been selling the products of this firm in Montreal for the past nine months. During three months prior to his coming to Toronto he was in charge of the Montreal business. Mr. MacCallum has made rapid strides in his business career, and his friends bespeak for him success in his new appointment.

### DEXTRINE AND MANY SYRUPS TO BE REMOVED FROM U.S. CONSERVATION LIST

The United States War Trade Board announces in a new ruling the removal

of dextrine from the Export Conservation List, effective December 26, 1918.

It is also announced that the following commodities will be removed from the Export Conservation List, effective January 15, 1919: Glucose: syrups, as follows: Beet, cane, corn, invert sugar, maple.

In addition to the foregoing it should be noted that after January 15, 1919, glycerine substitutes, glypho, malt syrup, nulomoline, refiners' syrup, and syrline no longer should be considered as included in the Export Conservation List.

Shippers are advised that the various lards are still on the Export Conservation List and were not included in the removal of animal fats.

### B.C. HAS RECORD HONEY CROP

The honey crop of British Columbia for the year will very closely approximate 225 tons, an increase over the 1917 production of 65 tons, and constituting the biggest yield in the history of the province.

### FIRST CANADIAN TRADE GUILD

The formation of the first Canadian trade guild for scientific and industrial research purposes is now in process. As a result of a conference at Amherst, NS, last week of the Maritime Provinces Canners' Association, Dr. A. B. McCallum, administrative chairman of the council for scientific and industrial research, the association decided to form a federally incorporated research guild. Some twenty-five canning firms were represented at the meeting, which was held under the chairmanship of Hon. Senator John McLean, of Souris, P.E.I. A committee headed by R. O'Leary, of Richibucto, N.B., was appointed to arrange for the organization of the guild, and \$5,000 was voted towards research work in co-operation with the research council at Ottawa.

Immediate problems of research include investigations as to reasons for discoloration of products of cans in lobster and sardine canning, the bacteriology of spoiled products, etc. It is estimated that from 5 to 10 per cent. of the lobster and sardine output of the Maritime Provinces now goes to waste through spoilage, involving a loss of tens of thousands of dollars. The combination of all the canners into one guild for research in solving their common problems of deterioration, production, will, it is believed, have far-reaching effect on the whole fishing industry of Canada.

### AN EXPORT FIELD FOR THE CANNING INDUSTRY

Continued from page 54

throw these stocks on the open market, and that their very bulk would induce a colossal slump. Word has now been received from the American war office that no such contingency is to be feared. These goods will be released for civilian consumption, but in monthly instalments that

can easily be assimilated without disturbing a market.

### No Likelihood of Price Decline

That being the case there is little to be feared in the way of declines in canned goods prices. The American price is higher than the Canadian at the present time, and even if slight declines were to be registered it would be some time before they would be low enough to influence the Canadian market.

Neither is there much likelihood of the coming season's pack being available at any lower figure. Conditions governing the pack settle themselves very early in the year. Contracts have to be made, and supplies arranged for, well ahead of the packing season, and so it is possible to foretell fairly early what is likely to be condition. Already many contracts have been let for products at the same price as last year. This more or less sets a precedent, for one farmer naturally expects to get the same for his products as his neighbor. There is little likelihood, therefore, of any decline in the cost of canning fruits or vegetables to the canneries. There is always the possibility of a decline in the price of tins that forms so large an element nowadays of canning charges. But there is no immediate chance of any such change, and to be effective as far as the canning industry is concerned it would have to be more or less immediate, as the contracts for tins will be let within the course of the next month or so.

### Next Season's Price Will be Approximately the Same

There is little reason, therefore, to expect any appreciable change in the price of canned goods either this year or for next year's pack, which will be put up under practically the same cost charges as have been in operation during the past year. The only factor that may tend to reduce prices is that of labor. It is probable that the rough labor for the canneries will be more plentiful than it has been for some years past, and, therefore, may be cheaper. This is, however, the only element that bespeaks lower prices.

Salesmanship is the fine art of making the other fellow feel as you do about the thing you have for sale.

## New Goods Department

"Scotch Snack" is a new product just placed on the market by Argyle Bute, Limited, of Montreal. This is a fish food which the manufacturers recommended for the making of sandwiches. It is put up in glass jar form. In making "Scotch Snack" the fish is boned and stripped, minced and blended, then automatically packed in glass jars. It is also recommended for use on hot toast, for lunches, salads, etc.

# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**L**OWER prices on flour and higher prices on mill feeds are a possibility. That possibility is that the removal of the restrictions on trading in wheat and wheat products be effected. As a similar step has been taken by the United States Food Administration, it seems almost safe to assume that an early date will witness the lifting of the bans in Canada, and when this happens the markets may reveal tendencies as noted above.

The indefinite announcement last week respecting food stuffs, which were removed from the conservation list by the United States Government, has in its concrete form come to hand. It shows that dried prunes and peaches are not yet on the exportable list, and the result may well be that no new crop goods will reach the Canadian market. Raisins and apricots are coming, and a car of dates has reached Toronto this week.

**MONTREAL**—A considerable number of declines are made this week. Lower prices are obtaining for canned tomatoes, tapioca, peanuts in the shell, brooms, rolled oats and cornmeal, corn flour, soap powder and pipes. Two of the refiners have also slightly reduced their quotations on refined sugar, but there is no actual reduction from the lowest price of last week. Better deliveries of raw sugar now expected will serve to reduce the overhead cost of refining, if these supplies can be maintained steadily.

Soaps are somewhat higher in one line of Canadian-made castile. In the vegetable list, leeks and artichokes are quoted up, and cranberries are bringing \$1 per gallon. Apples

are holding very firm at the recent advance. Lantern burners are up from 20c to 25c per dozen.

While the market is said to be bare of raisins, a large lot are expected to arrive from California soon. Bath bricks, which were scarce, are again being offered.

**TORONTO**—Oranges show a stiffer feeling in quotations being named to the trade this week. Apples have registered advances of from 15c to 25c per box at primary points, and the local barrel market is very strong. This is due to the export demand, which is quite pronounced.

California celery has arrived on the local market, and cauliflower from the same point is also here. Prices on both lines are high. Cucumbers have advanced 50c per dozen. Florida strawberries are now available, the price ranging around \$1 per box.

Castile soaps have come in for revision upward during the week, and washing powder is also quoted at higher levels. Rice has stiffened in some quarters, China XX being up 50c per 100 pounds.

Sugar prices have come in for a slight revision downward, some refiners' quotations being lower by 5c to 10c per 100 pounds. The outlook is encouraging for a very good supply as far ahead as can be seen. Trade just now is a little quiet, but will brighten up in a couple of weeks.

Wholesalers are busy stock-taking. Travelers are off the road, so country business is quiet. City business, however, keeps up very well.

## QUEBEC MARKETS

**MONTREAL**, Dec. 31.—While the grocery markets are inclined to be quiet, quite a lot of seasonable business was done during the week. Staple lines are ruling on the quiet side. There are a number of changes, declines being registered in tapioca, canned tomatoes, peanuts, rolled oats and cornmeal. Castile soap is up, and cranberries have soared somewhat.

*Lantern Burners Up;  
Brooms, Pipes Down*

**Montreal.**

**BURNERS, BROOMS.**—Advances for tubular lantern burners are made on

three sizes. No. 0 are selling at \$1.10 and No. 1 at \$1.20, each price being 20c per dozen above the former quotation. No. 2 are up 25c per dozen to \$2. Some grades of brooms are quoted lower to the extent of 25c per dozen. Four string,

19 pounds are selling at \$6.75 per dozen; four-string, 21 pound at \$7.25, and five-string, 24 pound at \$8.75. Five-string with fancy handle are quoted \$10.25 for 25 pound grade, and at \$11 for 27 pound. Clay pipes are reduced from \$2.25 to \$2.10 per box.

*Canadian Soaps Up;  
Soap Powders Down*

**Montreal.**

**SOAPS, SOAP POWDERS.**—Advances of various amounts are made in soaps of Canadian make, in the Castile varieties. Some of these are as follows: La France, per case of 14-oz. size, up from \$6.40 to \$6.90 per case; Med tablets from

\$4.20 to \$4.50; Crest brand, 6s, ½-lb. cakes, from \$5.45 to \$5.90; cases of 200 cakes, \$6.10 to \$6.75; cases of 100 tablets from 4.20 to \$4.50; Robyat 60-cake tablets, from \$10 to \$11.50 per case, and Dingman's, 50-tablet cases from \$2.10 to \$2.25. A revision of 5c to 15c is made in the price of Magic Washing Powder, the 25c size selling at \$2.25 per case now and the 15c size at \$1.35.

**Sugar Differentials  
Down Refined Less**

**Montreal.**  
**SUGAR.**—The refined sugar market is placed on a reduced basis with most of the refineries selling at \$9.95. Reductions in differentials have also been made by those adopting the above level for refined. That there will be a steady improvement of the general position in the matter of supply and as well as that of distribution seems pretty well assured. Cargoes of raw sugar are now afloat, and refiners expect a big improvement to come about in the month of January. Instead of operating on a reduced basis of as much as 75 to 80 per cent. some of the refiners hope to attain a normal basis in the matter of their meltings at a not too distant date. Whether this will enable them to reduce their costs is not clear at present, but the greatly increased supplies ought to enable refiners to produce with a much lower overhead schedule of production changes.

Atlantic Sugar Company, extra granulated sugars, 100 lbs. ....	9 95
Aesia Sugar Refinery, extra granulated 10 05	
St. Lawrence Sugar Refinery .....	9 95
Canada Sugar Refinery .....	9 95
Deminion Sugar Co., Ltd., crystal granulated .....	10 05
Iceing, barrels .....	10 15-10 30
Iceing (25-lb. boxes) .....	10 55-10 70
Iceing (50-lb. boxes) .....	10 35-10 50
Do., 1-lb. ....	11 05
Yellow, No. 1 .....	9 70-9 55
Yellow, No. 2 (Golden) .....	9 45-9 55
Yellow, No. 3 .....	9 35-9 45
Powdered, barrels .....	10 05-10 20
Powdered, 50s .....	10 15-10 50
Powdered, 25s .....	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes .....	10 65-10 75
Do., 25-lb. boxes .....	18 85-10 95
Do., 2-lb. pack .....	11 95-12 05
Paris lumps, barrels .....	10 55
Paris lumps (100 lbs.) .....	10 65
Paris lumps (50-lb. boxes) .....	10 75
Paris lumps (25-lb. boxes) .....	10 95
Paris lumps (cartons, 5-lb.) .....	11 70
Do., (cartons, 2-lb.) .....	12 45
Crystal diamonds, barrels .....	10 55
Crystal diamonds (boxes 100 lbs.) .....	10 65
Crystal diamonds (50-lb. boxes) .....	10 75
Crystal diamonds (25-lb. boxes) .....	10 95

**Tomatoes at \$1.25; Export  
For Canned Goods**

**Montreal.**  
**CANNED GOODS.**—One large jobber

is quoting No. 2 tomatoes at \$1.25 per dozen this week. It is expected that the market for tomatoes will continue to rule easier, although this is perhaps a bottom price. Export space is being secured for quantities of tomatoes, corn and canned apples, and these are now removed from the embargoed list, so that free shipment is possible. It is probable that large quantities of various canned goods may be shipped overseas, and one importer states that he has an order for 10,000 cases to be shipped at once.

"Clover Leaf," ½-lb. flats .....	2 45
Sovereign, 1-lb. flats .....	4 62½
Do., ½-lb. flats .....	2 30
1 lb. talls, cases 4 doz., per doz. ....	4 50
½ flats, cases 8 doz., per doz. ....	1 50
Chums, 1-lb. talls .....	2 05
Do., ½s, flat .....	1 20
Pinks, 1-lb. flat .....	2 25
Pinks, 1-lb. talls .....	2 65
Pale, ½-lb., doz. ....	1 37½
Pinks, ½-lb., doz. ....	1 62½
Cohoes, 1-lb. talls .....	4 35
Cohoes, 1-lb. flats .....	2 25
Herrings (tomato sauce), doz. ....	2 25
Haddies (lunch) (½-lb.) .....	1 00
Red Springs, 1-lb. talls .....	4 00
Red Springs, ½ lb. ....	2 45
White Springs (1s) .....	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz. ....	2 25
Pilchards, 1-lb. talls .....	1 90
Whale Steak, 1-lb. flat .....	1 90
Canadian sardines (case) .....	6 75
Norwegian sardines, per case of 100 (¼s) .....	22 00
Lobsters, ¼-lb., doz. ....	2 25
Do., ½-lb. tins, doz. ....	3 60
Do., 1-lb. talls .....	6 90
Do., ¾-lb., doz. ....	6 00
Do., 1-lb. flats .....	7 00
Sardines (Amer. Norweg'n style) .....	14 50
Sardines—Canadian brands (as to quality), case .....	9 50
Sardines, French .....	32 00
Scallops, 1-lb., doz. ....	3 25
Scotch Snack, No. 1, doz. ....	2 50
Scotch Snack, No. 2, doz. ....	4 50
Shrimps, No. 1 .....	2 25
Crab meat (Jap.), ½'s (cs 4 doz.) .....	6 00
Crabs, No. 1 (cs 4 doz.) .....	6 75
<b>Canned Vegetables and Fruits—</b>	
Asparagus (Amer.) mammoth green, doz. ....	4 00
Tomatoes, 1s .....	0 95
Tomatoes, 2s .....	1 25
Tomatoes, 3s .....	1 85
Tomatoes, U.S. pack, 2s .....	1 40
Tomatoes, 2½s .....	1 90
Tomatoes, gallons .....	6 00
Peas, standards .....	1 45
Peas, early June .....	1 57½
Peas, extra fine, 2s .....	2 35
Do., fancy, 20 oz. ....	1 57½

**Syrups Still Steady;  
Molasses Holds**

**Montreal.**  
**MOLASSES, SYRUPS.**—The molasses situation holds steadily and some authorities state their belief that prices are going to rule high on the coming crop. Others feel that there will be more or less of a nominal basis. In the mean-

time there is a fair amount of business and stocks are fairly well distributed. Corn and cane syrups are steady but quieter than usual. The cane varieties are well cleaned up as offered since the sugar meltings have continued on a very restricted basis.

**Corn Syrup—**

Barrels, about 700 lbs. ....	0 07½
Half bbls. ....	0 07½
Kegs .....	0 07½
2-lb. tins, 2 doz. in case, case .....	4 80
5-lb. tins, 1 doz. in case, case .....	5 40
10-lb. tins, ½ doz. in case, case .....	5 10
20-lb. tins, ¼ doz. in case, case .....	5 05
2-gal. 25-lb. pails, each .....	2 25
3-gal. 35½-lb. pails, each .....	3 40
5-gal. 65-lb. pails, each .....	5 50
<b>White Corn Syrup—</b>	
2-lb. tins, 2 doz. in case, case .....	5 30
5-lb. tins, 1 doz. in case, case .....	5 90
10-lb. tins, ½ doz. in case, case .....	5 60
20-lb. tins, ¼ doz. in case, case .....	5 55
<b>Cane Syrup (Crystal) Diamond—</b>	
2-lb. tins, 2 doz. in case, per case .....	7 50
Barrels, per 100 lbs. ....	10 25
Half barrels, per 100 lbs. ....	10 50
Glucose, 5-lb. cans (case) .....	4 80

**Barbadoes Molasses—**

Punchoons .....	1 13
Barreles .....	1 16
Half barrels .....	1 18

For outside territories prices range about 3c lower.

**Tapioca One Cent Less;  
Rice Rules Easy**

**Montreal.**

**RICE, TAPIOCA.**—A reduction of 1c per pound has been made in tapioca by one large jobber, seed and pearl grades selling as low as 13½c. Flake variety is quoted at 12½c per pound. The rice market is supplied with an abundance of various grades and trading is fair, but for the most part on the quiet side. Prices are somewhat nominal in this market.

Ice Drips—Japan .....	11 25
Carolina .....	12 50
Siam, No. 2 .....	9 00
Siam (fancy) .....	10 50
Rangoon "B" .....	8 75
Rangoon CC .....	8 75
Mandarin .....	10 00
Pakling .....	9 10
Tapioca, per lb. (seed) .....	0 13½
Tapioca (Pearl) .....	0 13½
Tapioca (flake) .....	0 12½

**Peanuts Still Less;  
Walnuts, Pecans Scarce**

**Montreal.**  
**NUTS.**—A continued weakness in the peanut market has resulted in a further decline this week for the various grades in the shell. Prices now range from 14c per pound to 24c, according to size and quality. Walnuts are decidedly scarce as are also pecans, and supplies have been cleaned up pretty thoroughly of a

**FLASHES FROM THE WEEK'S MARKETS**

When the Food Board finally closes up shop, the trade will know that the war is over. Needless to say, they will be glad.

Lower flour prices are a prospect and higher prices for mill feeds are synonymous. Both may come when trading in wheat and its products are permitted freely.

There is no hope for the boarding-house keeper in the New Year. Prunes are not yet a probability for the Canadian housewife.

Castile soap has gone to higher levels. The "high cost of keeping clean" will be the next cry heard.

Gold Dust Washing Powder has registered an advance in price this week.

China XX rice jumped ½c to 9½c per pound in some quarters this week.

Sugar prices are pretty generally uniform as a result of declines recorded by some refiners of 5c to 10c per 100 pounds.

It is understood that a certain Montreal butcher who was locked in his own refrigerator and had his till robotunately not sufficiently hot to melt the ice and drown himself. It was "meat" that it should be so.

great many kinds of nuts as a result of heavy holiday buying. It will be a little time yet before stocks are augmented.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17½	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19½	0 20½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 40
Fancy splits, per lb.		0 35
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		0 60
Jumbo		0 29
Walnuts (Grenoble)		0 16
Walnuts (new Naples)		0 85-0 95
Walnuts (shelled)		0 30
Walnuts (Spanish)		0 33

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

**Evaporated Apples**  
*Showing Strength*

**Montreal.**  
**DRIED FRUITS.**—Strength is developing here in evaporated apples. This is the result of export demand for the product and it is expected that considerable business will be done in the immediate future, permission having been acquired, it is stated, for their shipment overseas. All are subject to Government inspection.

<b>Apricots—</b>		
Choice	0 26	0 28
Slabs	0 24½	0 25
Fancy		0 30
Apples (evaporated)	0 16	0 18
Peaches (fancy)	0 21	0 23
Paced		0 19
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 24	0 25
<b>Drained Peels (old)—</b>		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
<b>Drained Peels (new)—</b>		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
<b>Raisins—</b>		
Malaga, table box of 22 lbs., 3-crown cluster.	\$5.50	4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.
Muscatels, loose, 2-crown	0 14	0 15
Muscatels, loose, 3-crown, lb.	1 75	
Malaga Raisins (5¼-lb. bxs), 3 cr.		2 00
Do., 4 cr.		2 25
Do., 5 cr.		2 75
Do., 6 cr.		0 14½
Cal. seedless, loose	0 14½	0 17½
Cal. seedless, cartons, 16 oz.	0 15½	0 12½
Do., 12 oz.		0 16
Fancy seeded, 16 oz. pkgs.	0 17	0 19
Choice seeded, 16 oz. pkgs.	0 11½	0 11½
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 18½	0 20
Sultanas (bleached) 50-lb. boxes	0 29	0 31
Currants, old pack., 15 oz.	0 23	0 24
12 oz.	0 23	0 24
50-lb. boxes, loose	0 23	0 24
Cartons	0 23	0 24
15 oz. pkgs.	0 23	0 24
80 lb. Ainslia	0 26	0 26
12 oz.	0 26	0 26
Do., new	0 18	0 22
Cal. currants (loose)	0 20	0 22
Cal. "Kurrants," 15 oz. pkge	7 50	7 92
Dates, Excelsior, per case (36-10s)	8 00-8 50-8 64	
Do., Dromedary (36-10 oz.)		0 20
Packages only, Excelsior		0 19
Packages only		0 20

Do., Dromedary	0 22	
Figs (new), 100 to case	11 00	
Figs (layers), 10-lb. boxes	1 90	2 75
Figs (mat)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)	1 75	
Pkgs. 10 oz. (12 pkgs.)	1 45	
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatels, 4-crown, lb.	0 13	
<b>Prunes—</b>		
Santa Clara	0 80-0 90-0 15	
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s	0 16½	
50-60s	0 18½	
60-70s	0 17½	
70-80s	0 16½	

**Bean Spread Less;**  
*Peas Rule Easy*

**Montreal.**  
**BEANS.**—Less spread in the bean market is manifest this week and good Canadian grades are selling from \$6.30 to \$6.60 per bushel. There is not a great deal of demand, and in an effort to induce sales the jobbers are willing to make various concessions. Peas are also ruling with an easier undertone and the basis, while unchanged, may be reduced in the near future.

<b>Beans—</b>		
Canadian, hand-picked, bush.	6 30	6 60
British Columbia	6 60	7 00
Brown Beans		7 00
Japanese	8 00	8 40
Yellow Eyes	7 50	7 70
Rangoon beans, per bushel	7 00	7 50
Lima, per lb.	0 19	0 20
Kidney beans	8 00	8 50
Peas, white soup, per bushel	4 25	4 50
Peas, split, new crop, bag 98 lbs.	7 00	8 00
Peas (green)	0 10	0 10
Peas (not), per bag 98 lbs.	6 50	
Barley, pearl, per bag 98 lbs.	7 50	8 25

**Coffee Uncertain;**  
*Prices May Change*

**Montreal.**  
**COFFEE, COCOA.**—The unrestricted trading which has again been permitted in the United States has produced a variety of conditions which make it difficult to determine the market here. Buyers are not anxious to purchase on the high basis that has been prevailing for some weeks, and it is just a question whether they can hold off purchasing in an endeavor to secure lower prices. Some feel that the United States markets, being quite bare of spot coffees, will continue to rule high, while others are predicting a decline. It is quite probable that the whole matter will clarify itself within a few days and that buying will be resumed. Changes are not unlikely. Cocoa is very active in this market. The importers look for no higher prices, and while revisions are spoken of, they report that these are not looked for short of several weeks.

<b>Coffee, Roasted—</b>		
Bogotas, lb.	0 35	0 38
Jamaica, lb.	0 29	0 33
Java, lb.	0 42	0 45
Maracaibo, lb.	0 31½	0 33
Mocha, grades	0 37	0 41
Mexican, lb.	0 30	0 33
Rio, lb.	0 29	0 31
Santos, Bourbon, lb.	0 32	0 35
Santos, lb.	0 32	0 35
<b>Cocoa—</b>		
Bulk cocoa (sweet)	0 27	0 32

**Holiday Conditions**  
*Made Tea Quieter*

**Montreal.**  
**TEA.**—The seasonable quiet of the markets has prevailed here for December, and it will be mid-January in all probability before there is a change to activity. Some enquiry has developed from overseas for teas, but little space has been available as yet. When shipping can be secured some movement to Europe may be looked for.

<b>Ceylon and Indias—</b>		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
<b>Japan Teas—</b>		
Choice	0 65	0 70
Early Picking	0 58	0 59
<b>Javas—</b>		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 49	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

**No Spice Declines;**  
*Trading is Fair*

**Montreal.**  
**SPICES.**—The conditions incident to the holiday season have been prevailing and with travellers off the road for a few days orders received are mostly through the mails. No price changes have been made and the position is quite unchanged. Supplies are fairly adequate.

		5 and 10-lb. boxes
Allspice	0 20	0 22
Cassia (pure)	0 35	0 37
Cloves	0 75	0 77
Cream of tartar	0 95	1 00
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs	0 45	0 50
Pepper, black	0 42	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocoonut, in pails	0 21	0 22
Pimento, whole	0 20	0 22

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

**Little Maple Product;**  
*Honey Steady*

**Montreal.**  
**MAPLE PRODUCTS, HONEY.**—That there is little supply of maple syrup or of sugar for further distribution, seems evident. High prices have been offered and paid for various quantities, and while there may be some here and there in retailers' hands, little is offered by jobbers. The prices are consequently firm. Honey movement has been steady and prices are maintained.

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

10-lb. pails .....	0 28
5-lb. pails .....	0 28
Honey—Buckwheat, tins or bbls. ....	0 28

**Cornmeal, Corn Flour;  
Rolled Oats Down**

**Montreal.**

**CEREALS.**—Rolled oats and cornmeal and also corn flour are all ruling on a lower price basis. The tendencies are easy owing to the quiet prevailing, and declines generally are made in an effort to induce sales.

Self-raising flour .....	.....	.....
8-lb. pkgs., doz. ....	2 90	.....
5-lb. pkgs., doz. ....	5 70	.....
Cornmeal, Gold Dust .....	5 40	6 00
Cornmeal .....	4 15	4 65
Barley, pearl .....	6 25	7 30
Barley, pot, 98 lbs. ....	4 60	5 30
Barley (roasted) .....	7 50	.....
Buckwheat flour, 98 lbs. ....	7 00	7 25
(As to grade)		
Cornflour, white .....	.....	5 10
Rice flour .....	8 75	9 00
Hominy grits, 98 lbs. ....	6 75	8 00
Hominy, pearl, 98 lbs. ....	6 75	7 00
Graham flour .....	4 94	5 30
Oatmeal (standard-granulated and fine) .....	5 73	6 25
Oatmeal (packages) fine out. ....	.....	5 70
Peas, Canadian, boiling, bush. ....	4 00	5 50
Split peas .....	8 00	8 25
Rolled oats, 90-lb. bags ..	4 50	4 90
Rolled oats (family pack.), case .....	5 50	5 60
Rolled oats (small size), case. ....	1 95	2 00
Rolled wheat (100-lb. bbls.)....	7 10	8 00
Rye flour (Can.), 98 lbs. ....	5 85	6 25
Tapioca flour, lb. ....	0 15	0 16

**Artichokes \$2.25;  
Lettuce; Leeks Up**

**Montreal.**

**VEGETABLES.**—Owing to the scarcity, artichokes are higher and are selling here at \$2.25 per bag. Brussels sprouts are also up somewhat, and Boston lettuce is not only higher but the quality has been inferior and the product scarce. Leeks are firmer, \$3.50 per dozen being quoted on these. Potatoes have held steady but there is no change. The markets are quiet.

Artichokes (bag) .....	2 25
Beans, new string (American) basket .....	3 00 3 50
Beets, bag .....	0 75 1 00
Brussels Sprouts, quarts .....	0 20
Brussels Sprouts (doz.) .....	1 00
Cucumbers, Boston (doz.) .....	4 00 4 50
Cauliflower (Montreal), doz. ....	2 00 2 50
Cauliflower (imported), bbl., 2½ to 3 doz. ....	..... 8 00
Cabbage (Montreal), doz. ....	0 50 1 00
Cabbage, bbl. ....	1 50
Carrots, bag .....	0 75 1 00
Celery (Montreal), doz. ....	1 00
Do., crates (6-7 doz.) .....	7 00 8 00
Celery, California .....	11 00 13 00
Horseradish, lb. ....	0 20
Lettuce, curly (doz.) .....	0 50 0 60
Lettuce, Boston, box .....	3 50
Leeks .....	3 60
Mint .....	0 60
Mushrooms, lb. ....	1 00
Basket (about 3½ lbs.) .....	3 00
Onions, Can., bag (75 lbs.) .....	1 50 2 00
No. 1 Yellow (75 lbs.) .....	1 60 1 75
No. 1 Red (75 lbs.), crate .....	1 50 1 75
Onions, Spring (imported), doz. ....	0 40 0 50
Oyster Plant .....	0 50
Parsnips, bag .....	1 25
Parsley (Canadian) .....	0 50
Potatoes, Montreal new (90-lb. bag) .....	1 60 1 75
Potatoes (New Brunswick), bag. ....	1 90
Potatoes (sweet), hamper .....	3 25 3 50
Romane .....	0 50
Spinach, box .....	1 00
Squash (Huber), doz. ....	3 00
Turnips, per bag .....	1 00 1 25
Tomatoes (hothouse), lb. ....	0 40
Tomatoes, crates .....	8 00
Watercress (Can.) .....	0 50

**Apples Hold;  
Fruit Active**

**Montreal.**

**FRUITS.**—Firmness characterizes the

apple market, and at the advances made last week there is still a good deal of strength in the undertone. Sales are somewhat less than they would be if prices were not so high. The citrus fruit trade has been very active. Oranges, lemons, and grapes have been in good demand and the supplies have been very satisfactory of most lines.

**Apples—**

Baldwins, No. 1 .....	6 00
Blenheims .....	5 00 5 50
Wealthy (in bbls.), No. 1. ....	7 50
Do., No. 2. ....	6 00
Greenings, No. 1 .....	6 00
McIntosh Reds (best) .....	8 50 9 50
Gravensteins, No. 1. ....	4 50 5 50
Fameuse, No. 1 .....	8 00 8 50
Spys .....	7 50
Russets .....	6 50
Kings, No. 1 .....	6 50
Do., No. 2. ....	6 00
Wagners .....	6 75 6 50
Apples (in boxes) .....	3 50 3 75
Bananas (fancy large), bunch ..	4 50
Cranberries, bbl. ....	17 00 18 00
Do., gal. ....	0 75

**Grapes—**

Spanish Almeria, keg (heavy) ....	11 00
Do., (med.) .....	10 00
Tokays .....	3 00 4 75
Malagas .....	2 50
Emperor, keg .....	5 50 7 50
Grapefruit (fancy Porto Rico) ..	.....
Do., gal. ....	1 00
Lemons (fancy new Malagas) ..	6 00
Lemons (California) .....	6 00 8 00
Pears, Cal., eating, small box. ....	4 00
Pears, California (110 size) .....	5 50
Oranges, Porto Rico .....	6 00
Oranges, Florida .....	5 50

Oranges (Cal. navel) .....	7 50	8 50
Oranges (California) .....	.....	8 00
Oranges (Mexican) .....	.....	6 00
Evergreen, bunch .....	2 50	2 75
Holly (crowns), doz. ....	.....	3 00

**Crushed Oats \$49.00;  
Flours Are Quiet**

**FLOUR AND FEEDS.**—Special feeds are lower in price, and the quotations on these are quite nominal. The oat markets have been somewhat erratic but have firmed up again at this writing. In a general sense the tendency has been a lowering one on special feeds, while shorts and bran are steady and active. The flour market is quiet and unchanged, and no lifting of any existing restrictions is anticipated until after the new year.

Crushed oats .....	49 00	57 00
War Standard, Graham and Whole Wheat Flours—		
Mixed car lots on track .....	11 25	
Straight car lots on track (minimum 50,000 lbs.), to bakers .....	11 25	
Add 20c for delivery for small lots.		
Shorts, car lots on track .....	42 25	
Bran, per ton, car lots on track ..	37 25	
Barley chop .....	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal .....	62 00	
F.O.B. Ft. William .....	60 00	
Feed oats, per bushel (as to grade) .....	0 95	1 05
Shorts and bran delivered in Montreal \$1.00 per ton extra.		

**ONTARIO MARKETS**

**TORONTO, Dec. 31.**—Revised prices are out on sugar, which show a slight reduction by some refiners of 5c to 10c per 100 pounds. Molasses prices are also under revision, West India molasses showing a substantial decline, though new quotations are not yet available. Castile soap is up in some quarters, and rice has also stiffened somewhat. Oranges show an upward trend, and boxed apples are gaining strength in view of export demand. California celery is on the market at a very high price. Florida strawberries have arrived on this market.

**Sugar Prices  
Revised Slightly**

**Toronto.**

**SUGAR.**—A slight revision in sugar prices has been made and all refiners, with the exception of Acadia, are now on the basis, Toronto, of \$10.27 per 100 pounds. There is comparatively little doing in sugar just now, the trade working along on as light stocks as possible until after stock-taking. The outlook for 1919 is considered quite bright as far as can be determined. Range of quotations follows:

Atlantic, extra granulated .....	\$10 27
St. Lawrence, extra granulated .....	10 27
Acadia Sugar Refinery, extra granulated. ....	10 37
Can. Sugar Refinery, extra granulated. ....	10 27
Dom. Sugar Refinery, extra granulated. ....	10 27

Canada Sugar differentials: 50-lb. sacks, 10c over 100-lb. 20-lb. gunnies, 25c advance; 10-lb. gunnies, 40c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 60c advance. St. Lawrence differentials: In 25-lb. gunnies, 25c over 100 lb.; 20-lb. gunnies, 40c advance; 10-lb. gunnies, 50c advance; 5-lb. cartons, 60c advance; 2-lb. cartons, 70c advance. Atlantic differentials: 20-lb. bags, 40c advance over 100 lb.; 10-lb. gunnies, 50c advance; 5-lb. cartons, 50c advance; 2-lb. cartons, 70c advance. Acadia 100 lbs.; 10-lb. gunnies, 45c advance; 5-lb. cartons, 45c advance; 2-lb. cartons, 50c advance. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when

put up in small packages. No. 1 yellow is 30 to 40c per 100 lbs. under granulated. No. 2 yellow is 10 to 20c per 100 lbs. under No. 1 yellow, and No. 3 yellow 20c to 30c less than No. 1.

**Castile Soap Up;  
Wash Powder, Too**

**Toronto.**

**SOAP, WASH POWDER.**—New prices have been put into effect this week in some quarters on castile soap. The present basis provides for an advance, quotations being as follows: Dingman's castile soap, boxes 100 cakes, \$4.50 box; 5 box lots, \$4.40; Taylor's castile soap, La France, 100s cakes, \$4.50; 5 box lots, \$4.40; 20s bars, \$6.90 box; 5 box lots, \$6.75.

Gold Dust washing powder has recorded an advance, 50s, medium, now being quoted at \$5.30 per case, and 24s, large, \$6.15 per case.

**Molasses Prices  
Show Revision**

**Toronto.**

**MOLASSES, SYRUPS.**—A revision in prices applying on molasses is under way, which will result in a reduction of 10c per case in Gingerbread, while

Domoleo shows no change. West India molasses has recorded a substantial decline with prompt delivery from Halifax now possible. New figures to the trade are not yet available. Indications are that manufacturers in the United States who recently eliminated all sizes of containers smaller than 2½s have now, or will very soon, reinstate the smaller packages.

No change in the situation on syrups has been recorded, supplies being very good, the demand light and quotations steady.

<b>Corn Syrups—</b>		
Barrels, per lb.	0 07½	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Half barrels, ¼c over bbls.; ¼ bbls. ½c over bbls.		
<b>Cane Syrups—</b>		
Barrels and half barrels, lb.	0 08	0 08½
Cases, 2-lb. tins, 2 doz. in case		7 00
<b>Molasses—</b>		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, ½ bbls., gal.		0 55
West India, No. 10, kegs		6 50
West India, No. 8, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of ½ doz.		
West Indies, 1½, 48s		6 95

**Canned Goods**

*Show Steadiness*

**Toronto.**  
**CANNED GOODS.**—There has been nothing new developed this week in respect to canned goods. Prices are steadily maintained on all lines. Whale steak is being offered on this market, 1s tins, flat, 15 oz. net, in cases of 4 dozen being quoted at \$1.75 dozen in full case lots.

*Still no Prunes;*

*Dates Arrive*

**Toronto.**  
**DRIED FRUITS.**—The release of many lines of food stuffs by the United States did not result in the release of prunes and peaches as a rather indefinite announcement late last week would lead one to believe. The Canadian trade are still waiting and there seems little hope of any coming. A car of dates arrived in the city this week and distribution to the trade has already been pretty well effected.

Apples, evaporated, Ontario	0 16½	0 17
Apples, unpitted	0 16½	
Do., fancy, 25s	0 20	
Do., choice, 25s	0 25½	0 27
Do., standard, 25s	0 22½	0 25
<b>Candied Peels, American—</b>		
Lemon	0 43	
Orange	0 45½	
Citron	0 53	
<b>Currants—</b>		
Grecian, per lb.	0 26	0 28
Australian, re-cleaned, ¼ cs. lb.	0 26	
Cherries, 2s	2 75	2 90

<b>Dates—</b>		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
<b>Figs—</b>		
Taps, lb.		
Malgas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	6 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
<b>Prunes—</b>		
30-40s, per lb.	0 18	
40-50s, per lb.	0 19	
50-60s, per lb.	0 16½	0 18
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 15½	0 14½
90-100s, per lb.	0 12½	0 13
100-120s		0 10½
<b>Peaches—</b>		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 23½	
Extra choice, 25-lb. box, peeled	0 26	
<b>Raisins—</b>		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14½	0 14½
Seeded, fancy, 1-lb. packets	0 15½	0 16
Seeded, 15 oz. packets	0 15	0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets	0 16	0 16
Do., Bakers, Thompsons	0 16	0 17½
1 Crown Muscatels, roasted, 50s	0 14	
Spanish, Connoisseurs, ¼ boxes	2 00	

*Teas to go Overseas From America?*

**Toronto.**  
**TEAS.**—There is still uncertainty as to what may develop in regard to teas. It is said that six ships now carrying cargoes to America will carry tea back to European points, and if this is the case, the situation in spot stocks will be that much improved. Heavy stocks of undesirable teas for trade here are on American markets and these may be reduced by export movement.

<b>Ceylon and Indias—</b>		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
<b>Javas—</b>		
Broken Pekoes	0 45	0 48
<b>Japans and Chinas—</b>		
Early pickings, Japans	0 50	0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

*Coffee Strong*

*In Futures*

**Toronto.**  
**COFFEES.**—Trading in futures is again permitted and the New York markets show a decidedly strong position in futures as well as spot deliveries. Sales are well maintained locally and stocks considered fair.

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

*Spice Markets*

*Unchanged Here*

**Toronto.**  
**SPICES.**—The situation locally shows no change this week. Spices generally

are somewhat quiet, a seasonable condition, and little activity is expected for a couple of weeks.

		<b>Per lb.</b>	
Allspice	0 18	0 20	
Cassia	0 35	0 45	
Cinnamon	0 45	0 60	
Cayenne	0 30	0 35	
Gloves	0 75	0 85	
Ginger	0 20	0 45	
<b>Herbs — sage, thyme, parsley,</b>			
mint, savory, marjoram	0 40	0 70	
Pastry	0 23	0 40	
Pickling spice	0 22	0 30	
Mace	0 90	1 10	
Peppers, black	0 44	0 48	
Peppers, white	0 50	0 55	
Paprika, lb.	0 60	0 65	
Nutmegs, select, whole, 100s	0 45	0 50	
Do., 50s		0 55	
Do., 64s		0 60	0 65
Mustard seed, whole	0 40	0 55	
Celery seed, whole		0 70	
Coriander, whole	0 25	0 35	
Caraway seed, whole	0 90	1 00	
Tumeric		0 30	
<b>Cream of Tartar—</b>			
French, pure	1 00	1 10	
American high test			
2-oz. packages, doz.		2 00	
4-oz. packages, doz.		3 50	
8 oz. tins, doz.	6 75	6 25	
Tartaric, barrels, lb.		1 75	
Do., 3 oz., doz.		1 75	
Do., 16 oz., doz.		3 25	

*Nut Markets*

*Abroad Strong*

**Toronto.**  
**NUTS.**—Cables received convey the information that almonds and filberts are advancing. It is further intimated that supplies of new crop walnuts from France may have to await 1919 crop, as present crop was rather a poor one and may well be absorbed at European points. Peanuts have registered a decline this week.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 40	0 42
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 20	0 23
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 21	0 25
Brazil nuts, lb.	0 30	0 32
<b>Shelled—</b>		
Almonds, lb.	0 45	0 50
Filberts, lb.	0 38	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 85

*Market on*

*Beans Quiet*

**Toronto.**  
**BEANS.**—There is little to report in the situation on beans. Supplies are good, demand small and prices unchanged.

*Rice Stiffens;*

*Sales Fair*

**Toronto.**  
**RICES.**—A little stiffer feeling is noticeable in some quarters in rice, XX China being quoted at \$9.50 per 100 pounds, or an advance of 50c. Supplies generally are considered very good and the demand fair.

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

# WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

## British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., December 30.—In all wholesale lines the report is of a splendid year's business with the largest Christmas trade in the history of the city. This is especially true of the fancy groceries immemorably associated with Christmas. Most dealers anticipated this and there were few shortages, but the oranges that arrived for the Christmas trade were of only medium quality. Japanese oranges were scarce and reached the highest price on record, \$1.10 for small box. Fancy imported vegetables: green peas, beans, artichokes, etc., were well cleaned up. Butter 54c. Eggs 75c. Potatoes \$42; for best cheese, Ontario, 31c.

Sugar, pure cane, gran., 100 lbs. ....	9 45
Flour, war grade, Manitoba, per per bbl., in car lots .....	10 80
Rice, Siam, No. 1, per ton .....	4 20
Do., Siam, No. 2 .....	1 85 1 90
Rice, China, 44 lb. mats, No. 1..	1 90 1 95
Do., No. 2 .....	1 75 1 80
Beans, Japanese, per lb. ....	0 10 0 12
Beans, B.C., white .....	0 14 1/2 0 15
Potatoes, per ton .....	35 00
Potatoes, lowland .....	42 00
Potatoes, asheroft .....	0 34 1/2
Lard, pure, in 400-lb. tierces, lb. ....	0 26 1/4
Lard compound .....	0 54
Butter, fresh made creamery, lb. ....	0 31
Cheese, Canadian .....	0 35 1/2
Margarine .....	0 75
Eggs, new-laid, in cartons, doz. ....	0 62
Do., storage .....	5 25
New Cal. figs, 70 4-oz. pkgs. ....	0 30
Almonds .....	0 30
Brazils .....	0 30
Filberts .....	0 30
Cal. Walnuts .....	0 25
Cal. Walnuts, No. 2 .....	0 25
Walnuts, Manchurian .....	1 00
Peanuts .....	16 00
Charge for roasting, per sack .....	1 10
Oranges, box .....	14 00
Oranges, Japanese, small, box .....	
Lemons .....	

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., December 30.—Flour has dropped 20c barrel; farina or wheatlets in bulk makes the same decline. Cooked hams are up 1c and certain cuts of smoked meats made slight advance. Lever's Castile soap has gone about 90c case higher. All bulk spices are firm and advances have been made in some quarters. To-day storage eggs took another jump and are now \$16.50 and \$17. Quotations on large Ontario cheese \$27.50 to \$29.50.

Beans, small white, per cwt. ..	10 50	12 00
Beans, small, ivory, lb. ....	0 07	0 08
Beans, Kootenashi .....	14 00	

Flour, 98s, per bbl. ....	10 70
Rye flour, 49s, per bbl. ....	10 60
Cornmeal, 24s, per bbl. ....	11 00
Roll'd oats, 80s .....	4 40 4 50
Rice, Siam, cwt. ....	9 25 10 00
Rice, China mat., No. 1 .....	4 80
Do., No. 2 .....	4 10
Tapioca, lb. ....	0 14
Sago, lb. ....	0 14
Sugar, pure cane, granulated, cwt. ....	11 02
Cheese, No. 1, Ontario, large .....	27 50 29 50
Butter, creamery, lb. ....	0 50
Do., dairy, lb. ....	0 35 0 40
Lard, pure, 3s, per case .....	19 80
Eggs, new-laid, case .....	18 00
Eggs, No. 1 storage, case .....	16 50 17 00
Candied peel, lemon, lb. ....	0 34 1/2
Do., orange, lb. ....	0 36 1/2
Do., citron, lb. ....	0 39 1/2
Tomatoes, 2 1/2s, stand. case, spot. ....	8 75 4 25
Corn, 2s, case .....	4 80 5 00
Peas, 2s, standard case .....	3 50
Apples, gala., Ontario, case .....	2 20 2 35
Strawberries, 2s, Ontario, case. ....	8 10 8 50
Raspberries, 2s, Ontario, case .....	8 40 8 75
Cherries, 2s, red, pitted .....	6 40
Apples, evaporated, 50s, lb. ....	0 18
25s, lb. ....	0 18 1/2
Apricots, evaporated, lb. ....	0 26 0 29
Peaches, evaporated, lb. ....	0 18 0 20
Peaches, 2s, Ontario, case .....	4 75
Salmon, pink, tall, case .....	9 00 10 25
Salmon, Sockeye, tall, case .....	16 50 16 75
Do., halves .....	18 50
Potatoes, per ton .....	33 00
Oranges, navels .....	5 50 7 50
Oranges, Florida .....	
Lemons, case .....	7 50 8 00
Grapefruit .....	5 50 7 50

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., December 30.—Business is quiet while stock-taking is in progress and affairs are being straightened for the new year. The past year was a most satisfactory one, and while caution is displayed in buying there is a feeling of confidence regarding prospects for the coming year. The majority of changes in the market this week are reductions. Cornmeal, granulated, \$6.50 to \$6.75. Sugar granulated, \$10.25 to \$10.30; yellow, \$9.75 to \$9.80. Creamery butter higher, 50c to 52c. Potatoes dropped \$3 to \$3.25. Onions advanced \$2.10 to \$2.25. Lemons \$6.50 to \$7. Florida oranges 6 to \$7. Grapefruit \$6 to \$7. Siam rice, per 100 lower, \$9 to \$9.10.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man. ....	12 65
Cornmeal, gran., bags .....	6 50 6 75
Cornmeal, ordinary, bags .....	3 45 3 75
Rice, Siam, per 100 .....	9 00 9 10
Sugar—	
Standard, granulated .....	10 25 10 30
No. 1, yellow .....	9 75 9 80
Cheese, N.B., twins .....	0 30 0 31
Eggs, fresh, doz. ....	0 70
Eggs, case .....	0 55 0 56
Breakfast bacon .....	0 28 0 40
Butter, creamery, per lb. ....	0 50 0 52
Butter, dairy, per lb. ....	0 45 0 48
Butter, tub .....	0 43 0 45
Margarine .....	0 33 0 35
Lard, pure, lb. ....	0 25 0 25 1/2
Lard, compound .....	0 23 0 23 1/2
American clear pork .....	59 00 65 00

Beef, corned, 1s .....	4 90
Tomatoes, 3s, standard, case .....	4 40
Raspberries, 2s, Ont., case .....	8 80
Peaches, 2s, standard case .....	6 00
Corn, 2s, standard case .....	4 90
Peas, standard case .....	3 30
Apples, gal., N.B., doz. ....	4 00
Strawberries, 2s, Ont., case .....	8 20
Salmon, Red, spring, cases .....	
Pinks .....	11 00 11 50
Cohoos .....	14 50 15 00
Chums .....	8 50
Evaporated apples, per lb. ....	0 16 1/2 0 17
Peaches, per lb. ....	0 22 0 23
Potatoes—	
Natives, per bbl. ....	3 00 3 25
Onions, Can., 75-lb. bags .....	2 10 2 25
Lemons, Cal. ....	6 50 7 00
Oranges, Cal., case .....	6 00 8 50
Oranges, Florida .....	6 00 7 00
Grapefruit, case .....	6 00 7 00
Bananas, per lb. ....	0 09 0 10
Apples, N.S. ....	2 00 5 00

## PRICE FOR SALMON PACK FIXED

The War Purchasing Commission of the British Ministry of Food, which commandeered the British Columbia salmon pack has set the price per case as follows:

Sockeyes—Talls, \$14.50; one pound flats, \$15; half pound flats, \$16; one pound ovals, \$16; half pound ovals, \$17.50.

Red Springs—One pound talls, \$13; one pound flats, \$13.35; half pound flats, \$14; one pound ovals, \$14.

Cohoos—One pound talls, \$11.50; one pound flats, \$12; half pound flats, \$15.

Pinks—One pound talls, \$8; one pound flats, \$8.25; and one half pound flats, \$9.50.

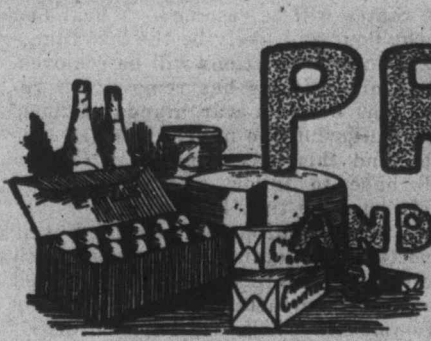
The total payment made by the British Ministry of Food has not yet been computed, but it is stated to be more than \$9,000,000, of which the cannery men have received more than half as first payment, while the balance will be forthcoming at once.

The settlement of the prices on the 1918 salmon pack and the payment therefore will relieve the financial stress being felt for the past two months by the British Columbia canners on account of the holding up of salmon export awaiting the establishment of a settling price.

## T. H. ESTABROOKS RECEIVES EXPRESSION OF GOODWILL FOR VICTORY LOAN EFFORTS

His work as president of provincial Victory Loan committee for New Brunswick, which was in a large measure responsible for the splendid success achieved in the most recent campaign, was recognized in a tangible form on Christmas even when T. H. Eastbrooks, of T. H. Estabrooks, Ltd., St. John, received from the bond men of the city a handsome silver cigar box with an address in which was expressed their appreciation of his efforts.





# PRODUCE AND PROVISIONS

## Meat Trade Off Business Street

While Carrying Provisions, Meat Sales Form 95% Turnover—Angling Pathway of Pedestrians Brings Trade to This Store Situated Off Main Thoroughfare  
—Power Machinery For Making Sausage

**N**INETY-FIVE per cent. of the trade coming to the Burnside market, Ontario Street West, Montreal, is for the fresh and cured meats that are sold. Provisions, fruits, vegetables and fish are all stocked and these may be had as readily and promptly as the fresh-killed beef, pork and lamb which are carried in good supply. The fact that so large a portion of the business done is confined to meat is an argument for the serious grocer to consider. Can he handle meat of the fresh variety successfully and is there logical argument to support the wisdom of making this a regular line?

If competition was keen before the war and even during its progress, it may safely be assumed that it will be the keener now. As the readjustment of retail business conditions evolves a new order of things, the future will very probably establish the old truism more than ever that the fittest will survive. The test will come very surely; and the only question will be, is the grocer ready for it?

### A Peculiar Location

The Burnside market is located one good block from St. Catherine Street, the busiest and best retail section of Montreal. And, strange to relate, there are no stores on this part of the street to speak of, the few existing on Ontario Street at this section of the city being of a very small nature and catering to a decidedly limited trade. But this fact has not militated against a splendid business being developed for the Burnside market. The out-of-the-way situation has really proved the wisdom of its selection, and thus obtaining a reasonable rental. And since the business has been conducted for the past five years—most of the period being within the great war limits—it is very interesting to learn how the trade was developed and why the location is a good one.

### Family Trade Here

In speaking with the owner, W. F. Sinclair, CANADIAN GROCER was informed that the store's trade was that of a family nature. True, there are some apartment blocks in the vicinity

and some trade comes from the occupants. But a great deal of the business comes from pedestrians passing homeward from their work in the heart of the great city. In other words, there are many workers who "cut through" from St. Catherine Street on their way to Outremont, a large and thickly-populated residential section of Greater Montreal. If they walked down to the corner of St. Catherine and Bleury Streets this would take longer. In passing up University or Union Avenue they find a well-stocked provision store in their direct pathway, and from these folk a large amount of business comes. The worker hurrying home may be served with his wants readily and here get the best meats with the minimum of delay and at the best possible prices.

### A Real Service This

When the special representative of CANADIAN GROCER called in the morning the proprietor and his staff were all busy. Fresh meat was then being added to the stock and a goodly number of customers were coming and going. When he returned later in the day, expecting a lull in business, the rush was still on. But he had time for observation and this proved that the outstanding policy of the market, or one of them, was that of giving to each customer a very close and attentive service, prompt and efficient; it spoke volumes. From the owner down, each of the three additional clerks were as eager to give the same undivided attention to the public as was Mr. Sinclair himself. Such a service could not fail to please. It would be a big factor in making a permanent patron of each new buyer, and this is why the business has shown a steady growth and a satisfactory development. Good service has been the big feature sadly lacking in many a store otherwise excellent in its various appointments.

A notable fact worthy of mention is that the Burnside Market has a floor space of approximately 250 to 275 square feet. Within this very circumscribed area four clerks on ordinary days and six on Saturdays are able to

serve the large number of patrons that have been getting their needs here. It speaks well for the store policy of prompt, efficient service to all.

### Power Machinery for Sausage

"Give me two pounds more of that sausage like I bought last night."

"Why, was it good?"

"You're right it was good."

This conversation passed between a new customer, who stepped in while the writer was there, and the clerk coming forward to serve him. The elderly customer was a retired farmer who had been looking for good sausage, it afterward developed, and who had been disappointed up to this time in his quest. What do you make it of?"

"We use power machinery to make this sausage," said Mr. Sinclair, "and here," taking the customer to the refrigeration compartment, "is the class of meat we use." He pointed to a prime hog, fresh and attractive as any that would go on the block for cutting into chops or roasts.

Mr. Sinclair told CANADIAN GROCER that time is money, as he figures it, and even though this installation of machinery has cost many hundreds of dollars it is cheaper to let electric motors do the hard work than to engage in the old-time back-breaking operation of turning a crank all day. Besides, if need be, many hundreds of pounds of sausage can be prepared in an hour's time. Speed counts for much, and as the sausage are made in a separate building nearby there is no interference with the serving of customers at the store.

### Cash Business Too

Asked as to whether any credit was given, Mr. Sinclair replied that all business done, practically, was on a cash basis. There were a few customers to whom a 30-day credit was given and these were as good as cash for their cheques came through a few days after the first of each month. It was best to get the cash, he stated, and this is something that ought always to be demanded for meat.

It developed that the better cuts and grades of meat were in most active de-

mand. This seemed to be a general thing, for all meat is expensive and the average customer would rather pay a little more and secure prime beef or pork or lamb, as the case might be. Most people wanted meat ready for the oven or the frying pan, not wishing to spend time in preparing it at home. In the majority of cases they were ready and willing to pay for the better grade and little objection was made as to the price. All knew that meats were produced these days and sold under high production costs.

#### Fish, Vegetables, Provisions

Of course a stock of the better varieties of canned fish and vegetables is carried and these are neatly displayed. One of the features of the store is that of cleanliness, and this is important. The woman buying meat and the like will do so the more readily if it is kept clean and wholesome.

While fresh fish are carried, smoked and cured fillets are also sold and the extra service of cleaning and dressing fish is given. It pleases the customer and when a fish is dressed for the baking pan or the fry pan there are few customers who will not return for more.

Fresh vegetables and fruits are available in season for those wishing them.

#### AN EXCUSE FOR HIGH FISH PRICE

There are people who can see no reason why fish should have shown any increase in price owing to the war. To these people the following comparison of costs, before the war and now, to prove that the present high prices of fish are justified:—

	Before the War	Now.
Cost of vessels	\$10,000 to \$15,000	\$20,000 to \$30,000
Cost of sails	\$700 to \$800	\$1,600 to \$1,700
Cost of gear	\$3.50 per tub	\$11 to \$12 per tub
Cost of ice	\$2 to \$3 per cwt.	\$4 per cwt.
Cost of provisions	\$200 per trip	\$400 per trip

These figures are based on the expenses of a large fishing schooner. They show that not only the cost of the vessel, but her everyday expenses for gear, ice and food have doubled.

It costs the fisherman more to fish. It also costs him more to support his family ashore, at least twice as much as before the war.

#### CANADIAN PRODUCE ASSOCIATION TO CONVENE IN TORONTO

The seventh annual convention of the Canadian Produce Association will be held in Toronto on Tuesday and Wednesday, February 11th and 12th, 1919. Arrangements have been completed to hold the meetings and banquet in the King Edward Hotel.

Committees in charge have been appointed as follows:—

Programme Committee—R. J. McLean, J. S. Porter, I. W. Steinhoff, F. F. White, J. A. McFeeters.

Banquet and Entertainment Committee—J. T. Madden, E. R. Raney, J. H. Ham, H. B. Clemes.

Reception Committee—John A. Gunn, R. B. Bond, Mr. Greer, A. E. Bailey, R.

Whyte, A. E. Silverwood, Geo. Kent, M. P. Mallon, Mr. Maggard, R. J. McLean, W. T. McDonnell, J. W. Atherton, J. A. McLean, A. R. Willard.

Finance Committee.—F. F. White, H. B. Clemes, I. W. Steinhoff, R. B. Bond, J. T. Madden.

Transportation Committee.—Mr. Atherton, Mr. Lush, Mr. Waldrop.

Special efforts are being made by the Toronto members to make this "Victory and Peace" convention a real one, particularly in the entertainment of the out-of-town members and guests, therefore you are urged to be present and help make this the best yet.

#### CANADA WILL FOLLOW UNITED STATES

OTTAWA, December 30.—Special.—The staff of the Food Board is pretty well dispersed for the Christmas and New Year holidays, and Mr. Thomson has gone to Victoria. No announcements of any changes in regard to food restriction need, therefore, be expected for a few days, but some will come very soon after the holiday. The United States has released a number of things on the export and import conservation list, such as rice, flour, tapioca and some animal fats and oils. Immediately after New Year's there is likely to be an announcement linking the work of Canada with that of the United States. Only these things on the conservation list that are absolutely necessary will be retained. On the 23rd our neighbors released barley, malt, canned salmon, chocolate, cocoa, corn starch and molasses. The release of all vegetable oils is expected immediately, so far as the Western Hemisphere is concerned. With the exception of a very few articles very soon pre-war trade conditions between Canada and

the States will be resumed. Wheat and wheat flour will likely be the last things from which restrictions will be removed. The United States has removed all restrictions even on war brands of flour, and is allowing the millers to make patents, and this may mean that Canada will have to follow suit; but it will likely be some time hence.

So far as Europe is concerned it is expected that nothing will be done until after the conference. It is expected that trade thereafter will be handled by a commission which will buy and distribute all foodstuffs, first to Allies, then to neutrals, and what is left will be divided among the enemy. No restrictions of any kind have been removed so far as Europe is concerned. The opinion seems to be that export control must be kept up for some time, in order that an equitable distribution may be made; it would not be fair to allow enemies or neutrals to come in and buy, and unless export control is maintained that would be not improbable.

#### MALT EMBARGO LIFTED

The embargo on malt shipments has been removed by the Canada Food Board, and the export and import department now favorably consider application to export malt to the United States, Mexico, Central and South America, Cuba, the West Indies, Newfoundland and Japan.

#### ONTARIO EGG HOLDINGS ABOUT NORMAL

The following is a record of Ontario stocks of eggs in storage Dec. 1. The figures include Toronto:

	Dec. 1st, 1918	Dec. 1st, 1917	Nov. 1st, 1917
Fresh	29 houses	27 houses	29 houses
Storage	674 c/s	783 c/s	2,106 c/s
	47,030 c/s	47,200 c/s	89,617 c/s
	November movement, 42,587 c/s.		

## LOWER FLOUR AND HIGHER FEEDS A NEARBY PROSPECT?

THE removal of trading restrictions in wheat flour and feeds by the United States Government has resulted in a marked change in the relation of these two commodities. Briefly, flour is somewhat lower and feeds have registered substantial increases.

The situation as it stands to-day would indicate that there is a tremendous demand for mill feeds and a marked scarcity. Prices in the United States on feeds have advanced from \$15 to \$18 per ton. Were the restrictions in Canada removed, what might be expected?

Millers indicate that they have been offered on the Boston market \$17 per ton more than they can secure at Montreal. The freight rate is the same. Were they able to ship to Boston then it is not hard to estimate that Canadian prices would show a marked increase, too.

This raises a nice point here for the grocer, however. It is estimated that were the Food Board to remove the lid from trading in wheat and its products and it was possible to secure an advance for the offal or feeds of \$17 per ton,

that it would then be possible to reduce the price of flour probably 50c per barrel. And that 50c per barrel would, it is thought, look awfully good to the dealer.

Opinions generally are favorable to the Food Board's activities being curtailed materially. Many restrictions have already been lifted and it would seem that the trade should be able to work out its own salvation now without interference. The need of the Food Board would seem to be at an end and an early dissolution of this body will be welcomed. In the case of flour there is no export demand at the present time and no certainty seems to exist as to when the Wheat Export Co. will be a buyer. It doesn't seem probable they will buy Canadian flour at a price higher than that milled in the United States, and the millers to the south now have a distinct advantage with open trading permissible. Steps must be taken in Canada to remove difficulties of trading and to assure Canadian industry its rightful opportunities in the markets of the world.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Dec. 31.—Among the features of the provision markets this week is that of a manifest weakening of the undertone for lard. Prices are easy, and it seems probable may decline shortly, the supplies accumulating being large, and much greater than the demand can absorb. Margarine is quiet.

Butter markets are steady and active, while eggs are also held. The supply of new-laid has been freer, and some look for a slight reduction of price, notwithstanding the reported firmness in other centres.

Poultry has been steady and firm, and much is now going into storage. Turkeys are somewhat scarcer this week, but there is ample supply of geese, ducks, etc. Of much interest is the suggestion of a large fish dealer that prices are due for a lower basis, supplies being large of various varieties.

### Hogs Firmer, May Advance More

Montreal.

**PROVISIONS.**—Notwithstanding the condition of the outside market prices have firmed at Montreal and it is expected that the New Year week will see \$19 paid for abattoir stock, and that even this may be a low basis. Prices to-day are \$18.75 and a load or so was disposed of at \$19 per cwt. Dressed abattoir stock is selling at \$25.50 to \$26 and this price is firm.

Provisions have been steady for the week and few changes have been made. The sale of bacon and hams has continued steady and active.

<b>Hogs, Dressed—</b>		
Abattoir killed, small	25 00	.....
Do., heavy, 225-275 lbs.	24 50	.....
Hogs (country dressed)	22 00	22 50
Hogs, live	18 25	18 50
<b>Hams—</b>		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
<b>Bacon—</b>		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
<b>Bacon—</b>		
Breakfast, per lb.	0 42½	0 44
Roll, per lb.	0 33½	0 34½
<b>Dry Salt Meats—</b>		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
<b>Cooked Meats—</b>		
hams, boiled, per lb.	0 53	0 54
Hams, roast, per lb.	0 54	0 54
Shoulders, boiled, per lb.	0 46	0 46
Shoulders, roast, per lb.	0 48	0 48
<b>Barrel Pork—</b>		
Canadian short cut (bbl.)	56 00	.....
Clear fat backs (bbl.)	58 00	.....
Short cut clear pork (bbl.)	56 00	.....
Heavy mess pork (bbl.)	53 00	.....
Bean pork (bbl.)	52 00	.....

### Lard Supplies Heavy, Signs of Weakness

Montreal.

**LARD.**—With large supplies of lard in dealer's hands here the undertone has softened somewhat and tierce price is as low as 30½c per pound. Some are not marking prices down but the tendency is towards a revision downward, and in an effort to induce sales there will very probably be some shading.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 30½	0 32

Tubs, 50 lbs.	0 31½	0 32½
Pails, 20 lbs., per lb.	0 31½	0 32½
Bricks, 1 lb., per lb.	0 32½	0 34

### Shortening Steady On Held Basis

Montreal.

**SHORTENING.**—In view of the fact that shortening is in better demand than lard, the basis has held steady. Sales are satisfactorily maintained on a quite even basis and supplies are sufficiently ample to care for the trade's needs.

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

### Limited Interest in Margarine; Unchanged

Montreal.

**MARGARINE.**—Whether it is because the Canadian housewife has not yet become aware of its advantages fully, margarine is in light demand here. One large produce dealer sold about 9,000 pounds in a round lot lately, but this is unusual. The market is without change and dealers would appreciate a revival of buying.

<b>Margarine—</b>		
Prints, according to quality, lb.	0 34	0 35
Tubs, according to quality, lb.	0 30	0 30

### Butter Supply Good, Full Prices Hold

Montreal.

**BUTTER.**—Latest reports indicate that stocks here of best butter are quite up to the average. It is noted that production last year was quite equal to average consumption. Storage butter has been held in the very best of condition under storage treatment and while some prefer fresh-made variety, it is stated that the storage grades of June make are superior. Prices are steady and firm.

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

### Cheese is Moving, Basis Very Firm

Montreal.

**CHEESE.**—The market is steady and quite active. The big selling season has now arrived and the trade are finding many buyers for regular supplies. The undertone continues active and the price basis is unchanged.

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

### Small Surplus New Laid; Eggs Steady

Montreal.

**EGGS.**—Notwithstanding reports to the contrary new-laid eggs have been coming to hand in fair supply. One produce dealer who has received steady shipments for a few weeks, stated to CANADIAN GROCER that a small surplus was now available. This indicates clearly that the situation has improved somewhat, and in view of reports from Western Canada that prices were soaring, this is an interesting feature. Demand is continuing steady.

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

### Turkeys Scarcer; Supply Accumulating

Montreal.

**POULTRY.**—Although reports have indicated a scarcity of poultry the only evidence of this appears to be with regard to turkeys. They are in shorter supply this week and the holiday trade has been fair, absorbing quite a lot of birds. Geese are steady and in fair supply, as are also ducks. It is interesting to note that some produce men are now laying in supplies against the regular trade demand after the holidays. Storage stock is, therefore, accumulating in fair quantities.

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

### Fish May Be Lower, Supplies Are Large

Montreal.

**FISH.**—That fish may rule on an easier basis is the opinion of a large dealer here. Stocks are quite large of many varieties, and the producer will require to meet the conditions essential to a readjustment of his values. This will come gradually, of course, and large declines at a given time are not suggested.

For the week there has been a fair amount of trading and prices are without change.

FRESH FISH

Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 50	0 55

FROZEN FISH

Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08½	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 22	0 23
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 14½	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15½	0 16
Whitefish, small	0 12	0 12½
Pike, Headless and Dressed	0 11½	0 13½
Market Cod	0 07½	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09½	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	0 17	0 24
Lake Trout	0 19	0 20
Tom Cods, per bbl.	5 00	5 00
Lake Herrings, bag, 100 lbs.	7 00	7 00
Alewires	0 07½	0 08

SMOKED FISH

Haddies, 15 and 30 lb. boxes	0 16	0 16
Filets, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kipperd Herrings, large, a box	0 40	2 60
Kipperd Herrings	0 60	3 25
Medium Smoked Herrings, box		
each		0 25

SALTED FISH

Codfish—		
Codfish, large brl., 200 lbs.	\$22 00	
Codfish, No. 1, medium, brl., 200 lbs.	21 00	
Codfish, No. 2, 200 lb. barrel	19 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes) lb.	0 20	
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Codfish (boneless) (2-lb. size)	0 23	
Codfish, Shredded (12 lbs. 24 pkgs.)	2 50	
Pickled Fish—		
Herrings (Scotia) barrel	14 50	
Herrings (Scotia) ½ barrel	7 50	
Salmon, Labrador (300-lb. tierces)	38 00	
Salmon, Labrador (200 lbs.)	28 00	
Sea Trout, Red (200 lb. barrels)	25 00	
Turbot (200 lb. barrels)	18 00	
Salmon, B.C. (200 lb. barrels)	26 00	
Codfish tongues and sounds (lb.)	0 15	
Ecls, lb.	0 16	
Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 25	
Can No. 5 (Solids)	12 00	
Can No. 1 (Selects)	8 00	
Can No. 3 (Selects)	8 40	
Sundries—		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	
Paper Oyster Pails, ½ per 100	1 75	
Paper Oyster Pails, 1/16 per 100	1 25	
Spiced Pigs' Feet, a dozen	0 75	
Spiced Lamb Tongues, a dozen	0 75	
Hard Shell Crabs, ¼ to 1½ each	0 20	
Display package, for Oysters, each	6 00	
Display package, for Fish, each	10 00	

ONTARIO MARKETS

TORONTO, Dec. 31.—A lowering of prices on geese and turkeys, with a somewhat easier feeling in other lines of poultry, was one of the main factors in the produce markets this week. New-laid eggs seem to be in slightly better supply, but not sufficiently so to influence the price. A little stiffer feeling in sea herring is noted, with supplies of all lines very good and demand keeping up quite well.

Little Change

Made in Meats

Toronto. PROVISIONS.—The market rules with comparative calm. Live hogs are quite firm and indications seem to be that the \$18 price per cwt., fed and watered basis, will carry through the work into the new year. In meats there has been no change though some slight revision to lower levels seems possible on barrel pork, which is quiet. In the majority of items, however, a steady market seems the prospect.

Hams—		
Medium	0 40	0 40
Large, per lb.	0 39	0 25
Bacon—		
Plain	0 48	0 48
Trimmed, with rib in	0 46	0 46
Boneless, per lb.	0 51	0 52
Bacon—		
Breakfast, per lb.	0 43	0 43
Roll, per lb.	0 31	0 31
Wiltshire (smoked sides), lb.	0 37	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 30	0 30
Do., aver. 70-100, lb.	0 28	0 28
Fat backs	0 30	0 30
Cooked Meats—		
Hams, boiled, per lb.	0 51	0 51
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	47 00	47 00
Short cut backs, bbl., 100 lbs.	56 00	56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight	26 50	26 50
Live, off cars	18 25	18 25
Live, fed and watered	18 00	18 00

Nothing Doing

in Lard Situation

Toronto. LARD.—The sign "nothing doing" seems to be hanging out in this market and as a result there is nothing to tell the trade. The price is unchanged. The movement very light.

In 60-lb. tubs, ¼-½c higher than tierces, pails ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Shortening Holds at Steady Levels

Toronto. SHORTENING.—The market rules at steady and unchanged levels. The demand is small and little is expected to move for another week or two.

Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 26 In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ¼-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Butter Holds in Firm Position

Toronto. BUTTER.—The market holds in a firm position. There is a very good demand in evidence with supplies of fresh made creamery none too good. The movement of storage butter is active and supplies ample.

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

Margarine is Generally Slow

Toronto. MARGARINE.—Sales of margarine continue along rather quiet lines. Prices have held at steady and unchanged levels with ample stocks available to draw from.

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

Better Supplies Eggs Coming

Toronto. EGGS.—Better supplies of eggs are coming along and this is expected to be the report from now on. This is not pronounced enough as yet to influence prices. Storage stocks are none too heavy. A good trade is reported in all lines.

Eggs—		
New-laid, in cartons, doz.	0 75	0 78
Storage, extras	0 58	0 60
Storage, No. 1, doz.	0 55	0 55
Splits and No. 2, doz.	0 45	0 47

Small Stocks of Cheese; Firm

Toronto. CHEESE.—Reports indicate that stocks of cheese are small and further export business may very probably result in a marked scarcity developing. The market consequently is very firm though unchanged.

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

Geese, Turkeys Lower; Sales Good

Toronto. POULTRY.—Substantially lower prices have been recorded in buying prices on geese and young turkeys and a gradual easing away in all lines seems at hand. The demand in all lines for holiday trade has been very good and supplies well equal to the requirements of the trade.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$0 25	\$0 30
Geese, lb.	0 15	0 20
Turkeys, old, lb.	0 28	0 32
Do., young, lb.	0 30	0 36
Roosters, lb.	0 17	0 20
Fowl, 4 to 5 lbs., lb.	0 19	0 22-0 21
Fowl, over 5 lbs., lb.	0 23	0 24-0 26
Fowl, under 4 lbs., lb.	0 17	0 20-0 22
Chickens, under 5 lbs., lb.	0 20	0 26
Chickens, over 5 lbs., lb.	0 23	0 26-0 30
Chickens, over 5 lbs., milk fed, lb.		0 32
Prices quoted to retail trade:		
	Dressed	
Hens, light	\$0 28	
Do., heavy	0 33	
Chickens, spring	0 33	
Ducks	0 34	
Turkeys	0 45	
Geese	0 28	

Sea Herring Up ½c; Steady Demand

Toronto. FISH.—An advance of ½c per pound is recorded in sea herring, making prices to-day 8½c to 9c. The balance of the list shows no quotable change with supplies very good and a steadily maintained demand.

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 10	0 10
Bloaters, 50 Count, box.	2 25	2 25
Cod, smoked, lb.	0 12	0 12
Ciscoes, lb.	0 17	0 17
Haddies, chicken	0 12	0 12
Do., fillets, lb.	0 18	0 18
Do., Finnan, lb.	0 15	0 15
Herring, kippered, box	1 75	2 75
Shrimps, can	1 75	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09 1/2	0 10
Do., market, lb.	0 08 1/2	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07 1/2	0 08
Haddock, headless, lb.	0 08	0 08 1/2
Do., heads on, lb.	0 09	0 09 1/2
Do., small, lb.	0 08	0 08 1/2
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21 1/2	0 22
Do., large, lb.	0 21 1/2	0 22
Herring, lb.	0 08 1/2	0 09
Maackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 12	0 12
Do., No. 1, lb.	0 18	0 18
Do., Extra, lb.	0 26	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mulletts, lb.	0 06	0 06 1/2
Pickeral, lb.	0 15	0 15 1/2
Pike, round, lb.	0 09	0 09 1/2
Trout, lb.	0 16	0 17
Tulibeets, lb.	0 09	0 09 1/2
Whitefish, lb.	0 15	0 16

DRY AND PICKLED FISH		
Cod, Acadia Strip, box	\$6 50	
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate	5 25	5 25
Do., Halifax Shredded, box	2 40	2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size	5 60	5 60
Do., Do., No. 2 size	2 90	2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 50	3 50
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tablets, case	3 75	3 75
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., No. 3 size, tin	4 20	4 20
Skinless Fish, 50s & 100s, lb.	0 15	0 16
Sea Trout, keg	12 00	12 00
OYSTERS, No. 3 size package	9 50	9 50
Do., No. 5 size package	15 50	15 50
Do., per gallon	3 30	3 30
Shell Oysters, 800 count, bbl.	14 50	14 50
Do., Do., 1,000 count	13 00	13 00

**WEEKLY MARKET REPORT**  
Continued from page 61

Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	13 00	13 00
Do., Majin, No. 1	12 00	12 00
Do., Pakling	11 50	11 50
Tapioca, per lb.	0 14 1/2	0 15
White Sago	0 14 1/2	0 16

**Steady Market in Package Goods**

**Toronto.**  
PACKAGE GOODS.—A steady market is noted in practically all lines of package goods. Roman meal shows an advance in some quarters, being quoted at \$3.30 dozen.

PACKAGE GOODS		
Rolled Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case	5 60	
Do., Do., 36s, case	4 00	
Do., Do., 18s, case	2 00	
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	4 50
Porridge wheat, 36s, regular, case	6 00	6 00
Do., Do., 20s, family, case	5 80	5 80
Cooker Package Peas, dozen	1 45	1 45

**Honey Quiet; Syrup, Too**

**Toronto.**  
HONEY, MAPLE SYRUP.—The demand for honey is small, very little moving to the trade. There seems to be lots of honey, but dealers show little buying interest. Maple syrup is unchanged with only a limited demand in evidence.

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

**Oranges Firmer; Boxed Apples, Too**

**Toronto.**  
FRUITS.—A somewhat firmer feeling is noticeable in oranges, both at primary points and locally, the advance amounting to about 25c. Box apples are showing considerable strength at primary points, export demand being a factor to shove prices up 15c to 25c. Cargo of Messina lemons has arrived at New York and early sales show these going at prices from 75c to \$1.00 higher than California, which have weakened somewhat. Florida strawberries have arrived on this market and are being quoted at \$1.00 per box.

Apples			
11-qt. basket	0 30	0 50	
Do., B.C., McIntosh Reds, box	3 00	3 00	
Do., B.C. Jonathans, box	3 00	3 50	
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 25	3 25	
Do., Spys, box	2 00	3 25	
Do., Greenings, box	2 15	2 25	
Do., Baldwins, box	2 00	2 25	
Do., in Barrels	No. 1	No. 2	No. 3
Greenings	6 00	5 50	5 00
Baldwins	6 00	5 50	4 00
Spys	7 50	6 00	4 50
Russets	6 00	5 50	5 00
Tolman Sweets	6 00	5 00	5 00
Bananas, per lb.	0 06	0 07	0 07

Malagas, bbl.	15 00	
Grapefruit		
Florida, 46s	5 00	5 00
Do., 54s, 64s	5 00	5 50
Do., 70s, 80s, 96s, 100s	5 50	6 00

Oranges		
Florida, 126s	4 75	5 50
Do., 150s	4 75	5 50
Do., 176s, 200s, 216s	4 75	5 50
Florida Tangerines, all sizes, 1/2 box		
California navels, 100s	5 00	5 00
Do., 126s	5 00	5 50
Do., 150s	5 75	6 25
Do., 176s	6 00	7 00
Do., 200s, 216s, 250s, 288s	6 50	7 00
Lemons, Cal., case	4 00	5 00
Strawberries, Florida, box	1 00	1 00

**California Celery; Cauliflower Arrive**

**Toronto.**  
VEGETABLES.—California celery arrived this week and is being quoted at \$11.00 case. California cauliflower is also being offered in cases of about 2 dozen at \$6.50 case. Potatoes show no change with supplies very good. No word of any Spanish onions being shipped is available as yet, and the trade

generally don't look for any before next crop can be marketed after July-August.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Carrots, bag	0 75	1 00
Cauliflower, California, 246, case	6 50	6 50
Celery		
Do., Theford, doz.	1 00	1 25
Do., California, case	11 00	11 00
Cucumbers, doz.	4 00	4 00
Endives, dozen	1 25	1 25
Lettuce, head, hamper	3 50	4 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	2 75	2 75
Mushrooms, 3-lb. boxes	3 00	3 00
Onions, Can. Yellow, 100-lb. bag	2 00	2 25
Do., green, Shallots, doz.	1 00	1 00
Parsley, jumbo bunches, doz.	0 75	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	0 90	0 90
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	0 75	0 75

**What is Future of Flour?**

**Toronto.**  
FLOUR.—The removal of the restrictions on flour and feed in the United States may presage a similar step here, and if so, feeds are expected to advance and flour may be somewhat lower. These have been the results in the markets to the south. The situation as a whole is reviewed elsewhere in this issue.

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

**Mill Feeds in U.S. Advance Sharply**

**Toronto.**  
MILL FEEDS.—The removal of the restrictions on feeds in the United States has resulted in an advance of from \$15.00 to \$18.00 per ton, and if similar action is taken here by the Food Board to relieve trade of restrictions, prices may be expected to jump. Chopped feeds are quite plentiful, but bran is reported particularly scarce.

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

**Cereals Rule at Unchanged Levels**

**Toronto.**  
CEREALS.—There has been no further change recorded in the situation on cereals this week. A somewhat firmer tone has developed in the oats market, which may mean advances if continued. Other lines are steady.

Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	\$6 00 \$6 25
Barley, pot, 98s	4 75 5 20
Barley Flour, 98s	5 50 6 00
Buckwheat Flour, 98s	7 25 8 00
Cornmeal, Golden, 98s	5 15 5 50
Do., fancy yellow, 98s	4 65 5 40
Corn flour, white, bbl.	9 30 10 35
Do., Government standard, bbl.	9 35 10 15
Hominy grits, 98s	5 50 6 60
Hominy, pearl, 98s	5 25 6 10
Rolled Oats, 90s	4 65 5 00
Oatmeal, 98s	5 15 5 85
Potato Flour, lb.	0 18
Oat Flour	5 50 6 20
Rolled wheat, 100-lb. bbl.	6 75 7 00
Rice Flour, per 100 lbs.	9 50 12 00
Rye Flour, 98s	6 50 7 25
Peas, split, lb.	0 07 1/2 0 09 1/2
Blue peas, lb.	0 11 0 15

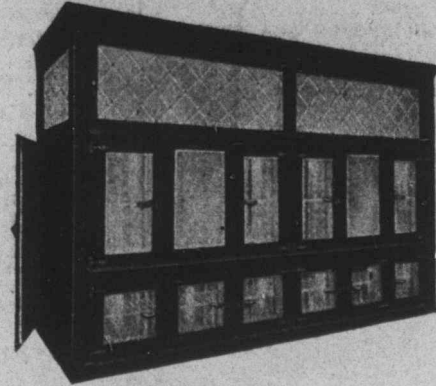
Above prices give range of quotations to the retail trade.

# A New Year

We extend to you, our many friends in the trade, our sincere thanks for business done with you during the year that is now past and trust that the year that is to come may be both happy and prosperous.

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

## FREEMAN'S DRY AIR REFRIGERATOR



Don't wait until the last minute, plan your next summer's refrigerator wants now.

To give you greatest efficiency, your refrigerator must be built to specifications to suit your store. This takes longer than when shipping from stock, so we suggest that you order ahead to insure delivery on the date you desire.

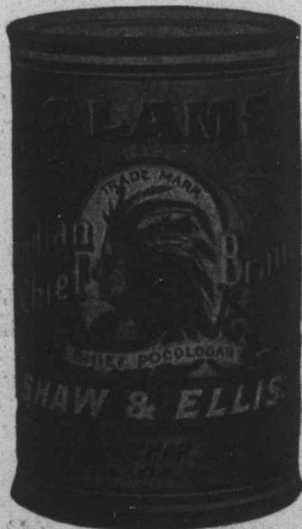
Write for the Freeman Catalog. It illustrates the full Freeman line.

**The W. A. Freeman Co., Limited**  
Hamilton, Canada

Toronto  
114 York St.

Branches at  
Montreal

Winnipeg  
208 McDermitt Ave



Your customers will appreciate a sensible and delicious meat substitute like

## “INDIAN CHIEF” BRAND CLAMS

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

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

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

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

And the profits are sizeable.


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



## Jersey Farm Sausage

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

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



### 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.**

## OYSTERS AND FISH

Get in touch with me for

XXX Oysters  
Smelts  
Frozen Herring  
Frozen Mackerel

Fish is the food of the moment.

### EMILE PATUREL


SHEDIAC, N.B.

*License No. 1-748.*

## Suit Case Egg Crates

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

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



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

Mention this Paper When Writing to Advertisers

# Have a Larger Fish Trade



The demand for good wholesome fish is worth connecting with.

It is a steady demand and a stock of

## BRUNSWICK BRAND SEA FOODS

will put you well on the road to a worth while share of this demand. Each and every Brunswick Brand line is prepared and packed conscientiously, the process guaranteeing the consumer a delicious, wholesome sea food with a delightful flavor.

Stock now from the following:

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



### Connors Brothers

LIMITED

BLACK'S HARBOR, N.B.

Canada Food Board License No. 1-603

# Purity

TABLE  
SALT



In sanitary  
cotton bags and  
handy free-running  
packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.



THE WESTERN SALT  
CO., LIMITED  
COURTRIGHT  
ONT.



# RELEG

Pronounce "REAL EGG"

## Just a three-quarter teaspoonful

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

Always recommend "RELEG"

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

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



# The Trade Newspaper the Logical Medium for Your Advertising These Days

## WHY?

The merchant is buying very carefully these days. The high prices of all foodstuffs make it absolutely necessary not to overstock.

He picks out lines suitable to his trade that he knows he can recommend and push.

There are a lot of new clerks in stores throughout Canada, because of the heavy enlistments for army service. These new clerks know very little about the goods in stock, and wise manufacturers realizing this are using liberal space in trade newspapers to educate the clerks, so they can talk their lines and make more sales.

Ten thousand housewives in Boston, Mass., were asked to express on a printed form, the reason for their use of 100 articles sold through the grocery trade.

FIFTY-SEVEN PER CENT. of this large number of grocery customers recorded the fact that it was the influence of their GROCERY DEALERS which was responsible for their use of these household articles. Twenty-five per cent. recorded newspaper advertising as responsible and the remainder were distributed over a number of other reasons such as bill-board advertising, friend's influence, etc.

Does this not indicate that the DEALER'S INFLUENCE is a mighty big element in selling? Where the Dealer has been interested and is lining up his support and that of his clerks, behind a certain line, is where biggest sales are being made.

You can enlist this big army of merchants and clerks in your service by forceful and educative advertisements in Maclean trade newspapers.

	Issues per year	Minimum price for page space	Cost for a year's advertising
Dry Goods Review .....	12	\$35	\$ 420
Men's Wear Review .....	12	30	360
Canadian Grocer .....	52	30	1,560
Hardware and Metal .....	52	30	1,560
Bookseller and Stationer .....	12	30	360
Sanitary Engineer .....	24	21	504

We invite correspondence on this subject of advertising in one or other of these retailers' newspapers.

**The MacLean Publishing Co., Ltd., Toronto, Canada**  
Also at MONTREAL, WINNIPEG, NEW YORK, CHICAGO, BOSTON and LONDON, ENG.



**SIFTO SALT** IT FLOWS  
BEST FOR TABLE USE

The housewife fills the shakers direct from the vent at the top of the Sifto Salt Cartons. Very handy. Something a little better than the common run for table use.



**CENTURY SALT** BEST FOR GENERAL USE

THE DOMINION SALT CO. LIMITED  
SARNIA, ONTARIO

*If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.*

**DOMINION SALT CO., Limited** SARNIA, Canada  
Manufacturers and Shippers

**QUOTATIONS FOR PROPRIETARY ARTICLES**  
SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

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

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

**DOMINION CANNERS, LTD.**  
CATSUPS—In Glass Bottles

1/2 Pts., Aymer Quality	Per doz.	\$1 90
Pts., Aymer Quality	Per doz.	2 35
Gallon Jugs, Aymer Quality	Per jug.	1 62 1/2
Pints, Delhi Epicure	Per doz.	2 70
1/2 Pints, Red Seal	Per doz.	1 50
Pints, Red Seal	Per doz.	2 00
Qts., Red Seal	Per doz.	2 30

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

Individual Baked Beans, Plain 85s. or with Sauce, 4 doz. to case	Per doz.	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	Per doz.	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	Per doz.	1 25
1's Baked Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	Per doz.	1 35
1 1/2's (20-oz.) Plain, per doz.	Per doz.	1 65
Tomato or Chili Sauce	Per doz.	1 90
2's Baked Beans, Plain, 2 doz. to case	Per doz.	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	Per doz.	2 30
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	Per doz.	2 30
1/2's Tall, Plain, per doz.	Per doz.	2 75
Tomato or Chili Sauce	Per doz.	3 20

**Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chili Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chili and Tomato Sauce, for hotel and restaurant use (gals.), \$12; plain, \$10.**

**"AYLMER" PURE ORANGE MARMALADE**

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

**BLUE**

Keen's Oxford, per lb.	Per lb.	\$0 23
In cases 12—12 lb. boxes to case	Per case	0 21 1/2

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

**COCOA—**

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 44
Perfection, 1/4-lb. tins, doz.	1 34
Perfection, 10c size, doz.	0 96
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	2 75

**(Unsweetened Chocolate)**

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

**SWEET CHOCOLATE—**

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

**CHOCOLATE CONFECTIONS**

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	0 43
Milk Medallions, 5-lb. boxes in case, per lb.	0 43
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 45

**6c. LINES**

Toronto Prices

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

**10c LINES**

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

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

Eagle Brand, each 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25
Challenge Clover Brand, each 48 cans	7 75

# Always in Demand!

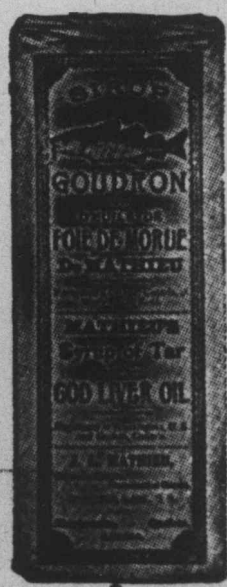
Just now and during the cold weather to come — the demand for any Cod Liver Oil is, and will be, great.

But when getting in your supplies, remember Mathieu's Syrup of Tar and Cod Liver Oil.

It is a first rate body-builder and is recognized as a certain remedy for La Grippe and similar ailments.

**J. L. Mathieu Co.**

PROPRIETORS  
SHERBROOKE - QUEBEC

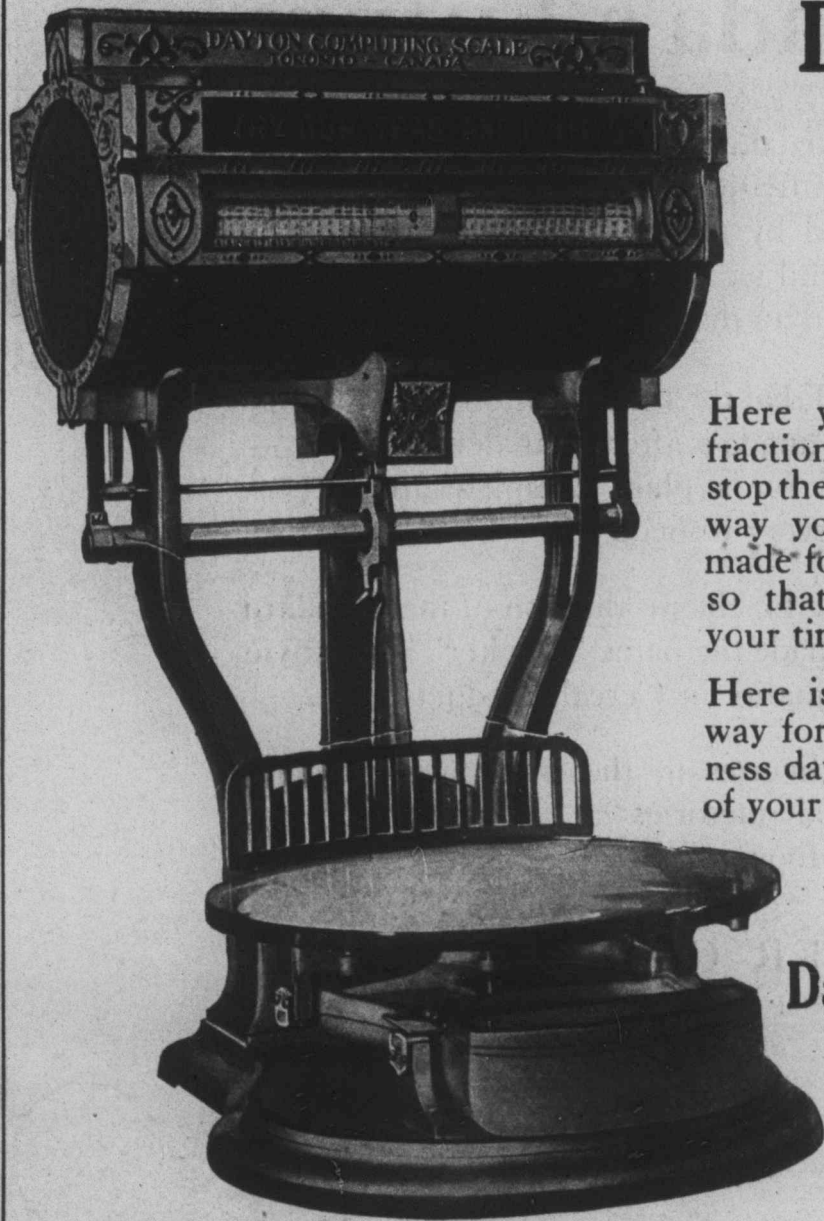


Mathieu's Syrup of Tar and Cod Liver Oil—a splendid body builder.

# GOING TO MAKE MONEY IN 1919?

You are going to try hard--well,  
here's one way to stop losing it

Look well to your weighings. Chances for scores of little leaks every day that cost you dear in a twelvemonth. Instal a



## Dayton Automatic Scale

Here you get full credit for every fraction of every ounce. This way you stop the ruinous "down weights." This way you get your price calculations made for you instantly and accurately, so that your mind is kept clear and your time free for other things.

Here is certainly one big important way for you to save money every business day in the year, and for the rest of your business life.

*Let us send you our latest  
Illustrated Catalogue*

### Dayton Automatic Scales

Royce and Campbell Avenues  
TORONTO

Frank E. Mutton,  
Vice-Pres. and Gen'l Manager

Division International Business Machines Co., Limited. Also Makers of  
International Time Recorders and Hollerith Tabulators.



## Our Faith in Canada's Future

was well demonstrated during the four years of War that are now so successfully terminated. For when our big plant was destroyed by fire in 1916, we immediately started to re-build and we have now a plant bigger and better in every way than that which the fire destroyed.

We realized that the growth of our business and Canada's after War development called for a plant complete and modern in every respect.

Every facility is here for the production of that standard of quality that has made the name "Quaker" a synonym of unimpeachable quality in Cereal Products.

For facilitating deliveries to the trade, we maintain splendidly equipped factories at London, Sudbury, Neepawa and Saskatoon.

**THE QUAKER OATS COMPANY**  
PETERBOROUGH AND SASKATOON  
CANADA



# 1919

Our boys are going out on their respective routes on Monday next and we assure you that they will be well equipped with values which will well repay you to give them your earnest attention. We will be hitting out for business right from the start and feel sure that we can make it profitable for you to hitch up with us for a run, when we will promise to make the connection a pleasant one and also make you feel like staying in the running with us.

**H. P. ECKARDT & CO**  
**WHOLESALE GROCERS**

CHURCH STREET & ESPLANADE TORONTO

# Canada Needed Canadian-Made Pencils

## *And Cane Has Supplied Them*



The Canadian-made Pencil has come to stay! War necessity urged the production of a pencil here in Canada that would equal if not surpass the best imported.

### Cane's Canadian-Made Pencils

fill the bill. They are selling well everywhere and pleasing well wherever sold.

Ask your wholesaler to send you a counter stand like the one here shown.

## The Wm. Cane & Sons Co., Limited

Newmarket, Ontario



### Is Sure To Please!

This soap will please the customer because of its sterling qualities.

And it will appeal to you because every sale brings you a handsome profit.

**Guelph Soap Co.**

Guelph, Ont.

Small's Forest Cream  
**CANADIAN**  
 Maple Products  
 Standard for 85 Years  
 at all Canadian  
 Jobbers  
 European Trade Supplied  
 Through Broker  
**DONALD H. BAIN**  
 LONDON ENGLAND  
 "What we have we use"

---

# Housewives Appreciate the Economy of St. Williams Preserves



Four years of war have taught every prudent housewife the value of such wholesome and economical lines as these. And as we enter the new era of peace and reconstruction, practical economy—particularly in food products—will continue to influence your customers' purchasing.

## St. Williams Preserves

represent a decided money saving to every prudent housewife. Feature this fact in your displays. Remind her how economical these wholesome preserves are when the high cost of butter is considered.

And be sure you're well stocked.

**St. Williams Fruit Preservers, Limited**

SIMCOE and ST. WILLIAMS, ONT.

---

*Distributors*

**MACLURE & LANGLEY, LIMITED**

TORONTO

::

::

WINNIPEG

---



**"This Vol-peek has made my leaky pots and pans new again. It was good of my grocer to suggest it"**

Earn the increased good-will and confidence of your customers by selling them a package or two of Vol-Peek.

Vol-Peek is a dandy little mending medium for making old, leaky household utensils good as new.

Mends all kinds of Pots, Pans, etc., of Graniteware, Copper, Brass, Aluminum, Tin, Enamelledware and Hollow-ware, is easily applied with the fingers and hardens in two minutes, makes a neutral and tasteless mend which will last a long time.

No tools. Vol-Peek mends quickly and easily and at a fractional cost—something like  $\frac{1}{2}$  a cent a mend.

You can sell lots of Vol-Peek and at a good profit. Order from your wholesaler or direct from us.

**H. NAGLE & COMPANY**  
BOX 2024, MONTREAL

General distributors wanted in all countries where we are not at present represented. Parties having a good connection with the trade and the necessary facilities for distribution and open to carry sufficient stock to supply the demand in their territory, will find it profitable to write us.

## Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

### "SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing  $\frac{1}{4}$ ,  $\frac{1}{2}$  or 1-lb. packets.

**R. E. BOYD & COMPANY**

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

**DONALD H. BAIN CO.**

AGENTS FOR THE CANADIAN NORTH-WEST

**ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.**

**W. C. EDWARDS & COMPANY, LTD.**

OTTAWA - - ONTARIO

## ORDER NOW

FOR DELIVERY JANUARY 1st

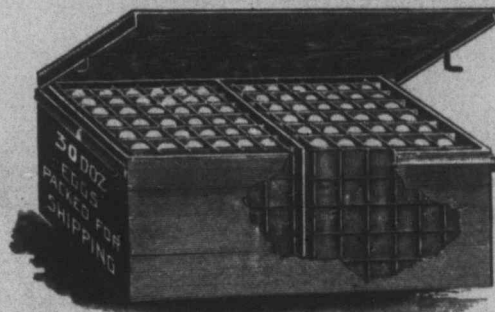
The counter check books you will require for next year. Everything has about doubled in price, and pad prices must advance. Your protection comes by placing your order with the makers of the famous

*McCaskey Register System*

**McCASKEY SYSTEMS, LTD.**

Toronto, Canada

## THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - - MONTREAL, CANADA



# ANNOUNCING A NEW LINE

TEAR THIS PAGE OUT AND FILL IN YOUR ORDER BELOW

**Argyll Bute**  
LIMITED  
637 St. Urbain St.  
MONTREAL  
East 8271



Ontario Selling Agent  
**Walter S. Bayley**  
20 Front St. E.  
TORONTO  
Main 2226

## MANUFACTURERS, BLENDERS AND PACKERS OF FISH PRODUCTS

**SCOTCH SNACK**  
**SOMETHING NEW**  
in a  
**DELICIOUS PURE**  
**APPETIZING**  
**FISH BLEND**  
with a  
**SNAPPY NAME**  
and  
**CATCHY LABELS**  
put up in  
**GLASS**  
The  
**NEATEST PACKAGE**  
in the  
**MARKET**  
**RETAILS AT**  
30c and 50c Ontario,  
Montreal and Maritime  
Provinces  
35c and 60c Western  
Canada  
**WILL EARN**  
25%  
**GROSS SALES**  
**SEND YOUR CHECK**  
for a  
**SAMPLE DOZEN**  
**OR MORE**  
**OF EACH SIZE**  
**WE WILL GUARANTEE**  
**THE SALE**  
or  
**TAKE BACK ALL UN-**  
**SOLD SCOTCH SNACK**

Gentlemen:—

We are manufacturing for the first time in Canada one of the most delicious original Scotch recipes for Bloater Paste.

Made from rich, meaty, juicy, Canadian deep sea fish, the finest in the world, deliciously smoked and cured to retain their full natural flavor and freshness, blended with the choicest oils and spices, this new Fish Food delight will earn you new customers and please your old.

We have named this new Fish Food "SCOTCH SNACK." It is prepared, blended and packed in a new factory under perfect sanitary conditions. The fish is boned and stripped on white vitralite tables, minced and blended in enamelled cutters and mixers, then automatically packed in sterilized glass jars, sealed with pure parowax and goes to you clean, sweet, wholesome, delicious.

SCOTCH SNACK is the most delicious fish "spread" in the world. Our food experts have spent months in experimenting and thousands of dollars to produce it.

SCOTCH SNACK is delicious on hot toast for breakfast, for lunches, in salads, croquettes, omelets, spread on bread or crackers, in sandwiches, and hundreds of other ways.

SCOTCH SNACK is our attractive registered trade name, is packed in glass jars, in two sizes which retail at 30c and 50c. Our price to the grocer is \$2.50 and \$4.50 per dozen, thus giving the grocer 25 to 30% on his gross sales; 35c and 60c in Western Canada.

**OUR OFFER**—We will prepay all orders for two dozen or more jars of SCOTCH SNACK on this advertisement.

**OUR GUARANTEE**—We will refund the purchase price of all jars of SCOTCH SNACK returned unsold.

Here is a big opportunity—with no chance to lose. Tear out this page. Pin your Check, P.O. Order, or Money to it. Fill in your Order and mail it to us.

Please ship us . . . . .doz. Jars "SCOTCH SNACK" No. 1, @ \$2.50, Montreal; \$2.65, Ontario, Quebec, Maritime Provinces; \$2.85, Winnipeg and West.

. . . . .doz. Jars "SCOTCH SNACK" No. 2, @ \$4.50, anywhere in Canada.

For which we enclose our Check . . . . ., P.O. Order . . . . ., Cash . . . . .

NAME . . . . . ADDRESS . . . . .

The highest grade flour it is possible to mill under present regulations bears the time-honored name:-

# PURITY FLOUR

(Government Standard)

This is good flour---otherwise it would not carry the name "*Purity Flour*," which has a reputation for quality that it is of vital interest for us to maintain.

You can safely recommend *Purity Flour* (Government Standard).

*"More Bread and Better Bread," and better pastry*

## Western Canada Flour Mills Co., Limited

Head Office: Toronto, Ontario

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

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

## W. C. MACDONALD, REG'D.

*Established over 60 years*

**Tobacco**  **Manufacturers**

**MONTREAL**

**PLUG SMOKING**

"BRITISH CONSOLS"

"INGOTS" (Rough and Ready)

"BRIER"

"INDEX"

**PLUG CHEWING**

"PRINCE OF WALES"

"NAPOLEON"

"CROWN"

"BLACK ROD" (Twist)

**Distributed by Leading Wholesalers**

## If you can get them to drink Klim

The surest way to make a permanent Klim customer is to induce a woman to whip a quantity into water and drink it as she would dairy milk. The natural, unchanged flavor of pasteurized separated milk convinces her that Klim is genuine. She will readily understand why it improves baked and cooked foods and why it is good for her and her children (except infants) to drink regularly.

### Canadian Milk Products Limited

*Western Representatives:*

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

Kirkland & Rose, Vancouver.

Canada Food Board License No. 14-242.

## Our Raisin Talks Pay You Dividends



Every month we advertise Sun-Maid Raisins to millions of grocery store customers. When you display your Sun-Maid Raisin stock you get the benefit of this extensive magazine advertising.

### Seedless Raisins Popular

Because of their many uses, Seedless Sun-Maid Raisins have become a staple in homes everywhere. Display this red package, which women know from our color advertisements.

### Sun - Maid Raisins

Three varieties: Sun-Maid Seeded (seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

CALIFORNIA ASSOCIATED RAISIN CO.

Membership 9000 Growers

FRESNO, CAL.



## Why is Cow Brand Baking Soda so popular?

Because it gives that satisfaction which is only possible with baking soda of absolute purity.

And Cow Brand Baking Soda is pure—made from the very finest materials and manufactured under conditions that guarantee its goodness.

### Church and Dwight

LIMITED

MONTREAL



*Funnival's*

### Jams of Finest Quality

A quality that is different to all others. And this has been made possible by our method of making careful selections of the best fruits obtainable, and by using pure cane sugar.

Your wholesaler stocks it—so put it in your next order.

FURNIVALL-NEW,

Limited

Hamilton, Canada

Canada Food Board License No. 14-167

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



ENQUIRIES ARE SOLICITED FROM THE TRADE FOR :

- Cream of Tartar
- Cream of Tartar Substitute
- Castor Oil
- Tartaric Acid, Citric Acid  
(Stock or Import)

**B. & S. H. THOMPSON  
& COMPANY LIMITED  
MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER, B.C.  
NEW GLASGOW, N.S.

# BIG PROFITS ON DAVIS CIGARS

Retailer's profit on this order is \$11.24—equal to over 42.70%.

Messrs. S. Davis & Sons, Limited,  
Box 630, Montreal.

Please send me, not later than ..... by express prepaid, the assortment of 500 cigars, described below, value \$26.86.

Usual Selling Price	Quantity of Boxes	Brand	Price Per 1000	Wholesale Discount	Net
2 for 25c	2	50 NOBLEMEN	\$100.00	\$5.00 Less 10%	\$4.50
10c	2	100 PERFECTION	72.00	7.20 "	6.48
3 for 25c	2	100 GRAND MASTER	64.00	6.40 "	5.76
30c	20	100 MIDGETS (5 in a box)	48.00	4.80 "	4.32
5c	1	100 LORD TENNYSONS	41.00	4.10 Less 5%	3.90
5c	1	50 Cables	40.00	2.00 "	1.90
					<b>\$26.86</b>

Business name ..... Address .....

Send by ..... Express

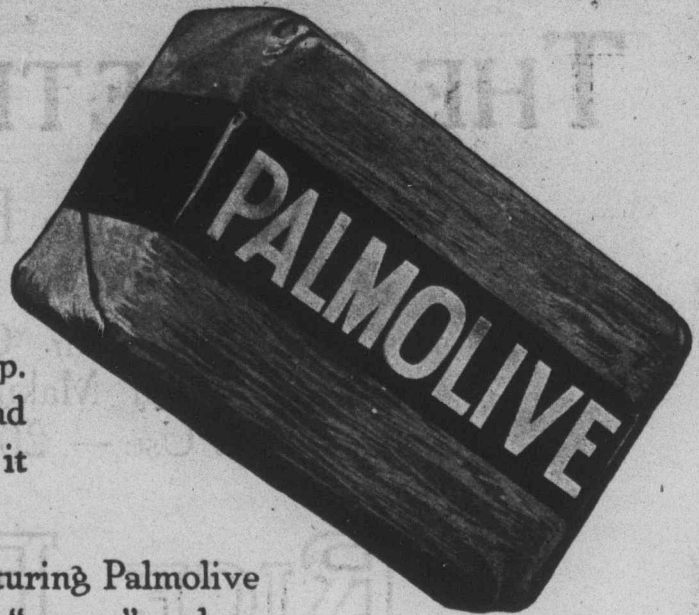
\*If you send cash with order, deduct 2% cash discount and remit \$26.32 only.

**SEND IN YOUR ORDER PROMPTLY**

## Your customers are strong for Palmolive

Everybody knows Palmolive Soap. It's the favorite Toilet Soap and there's a good big demand for it in every community.

You can make nice profits by featuring Palmolive Soap regularly. Every sale is a "repeat" maker.



*Get a Trial Supply*

THE PALMOLIVE COMPANY OF CANADA, Limited  
TORONTO

# HEATHER BLEND TEA

*The Newest and the Best*

*RICHNESS IN  
ITS FLAVOR*



*STRENGTH IN  
ITS BREW*

**"THE FRAGRANCE LINGERS,"**

A new package tea blended by experts from the choicest teas obtainable in the hill gardens of India and Ceylon. Put up in attractive packages and backed by advertising that will bring you many inquiries. Order a case to-day. Get ready for the demand.

**BLENDED BY  
BLACKWOODS LIMITED, WINNIPEG, MAN.**

# THE SWEETEST BREAD

Will Win The Family's Favor

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

## RICE FLOUR

**MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED**

MONTREAL, QUEBEC

VICTORIA, B.C.

**SATISFIED—  
and Back Again**

That's what you want to do—bring your customers back.  
You can do it if you **satisfy** them. When they want  
Sapolio, be ready to give them



# SAPOLIO

**The General All Around Cleaner**

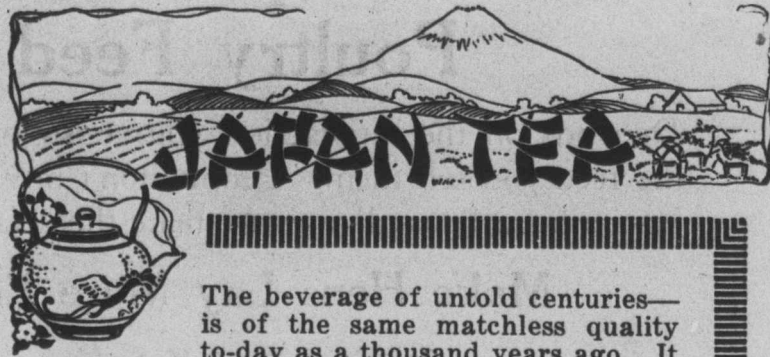
Have a plentiful supply on hand at all times.

In the home, the office, the factory, there is nothing to  
equal the every day toilet soap for every day needs—  
**HAND SAPOLIO**. Your stock is not complete without  
this most excellent soap.

**ENOCH MORGAN'S SONS CO., New York, U.S.A.**

Canadian Selling Agents (excepting British Columbia)—  
Harold F. Ritchie & Co. Limited, Toronto, Ont.





The beverage of untold centuries—  
is of the same matchless quality  
to-day as a thousand years ago. It  
cannot be improved. The Government  
of Japan guarantees the purity of Japan  
Tea. Its use by Canada's tea drinkers  
testifies as to its quality.

*"The salts of tea reduce the  
amount of solid food ne-  
cessary and maintain the  
vigor."*

—Dr. Williams, Yale.

16

Link your own selling ability with  
the undoubted goodness of and the  
widespread popularity of Japan Tea.  
We are continually suggesting Japan  
Tea to the public by means of care-  
fully planned and well-placed con-  
sumer advertising. This publicity  
makes it easy for the dealer to keep a  
stock of Japan Tea moving briskly  
and at a good profit. Are you  
stocked?

CARRIAGE FACTORIES, LIMITED

## Your Reputation for Poultry Feed

Depends on the satisfaction your customers get from the feed you sell them. People don't buy poultry feed just to keep hens alive or to make them fat, but to

**Make Hens Lay More Eggs**

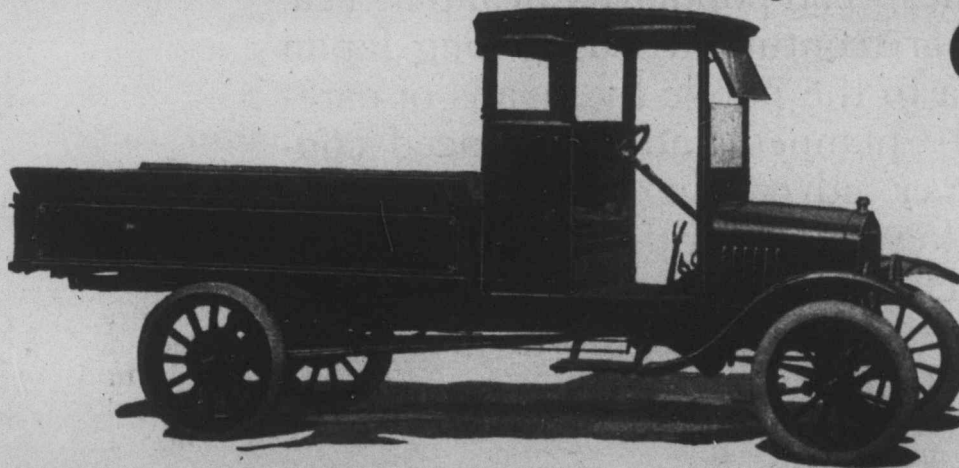
**PURINA**  
SCRATCH FEED  
AND  
CHICKEN CHOWDER

fed in equal portions are guaranteed to make hens lay more eggs. You cannot afford not to recommend Purina Poultry Feeds. Keep them in stock.

**THE CHISHOLM MILLING CO., LIMITED**  
8 JARVIS STREET, TORONTO



## We Make Delivery Bodies for Grocery Men



The grocery man wants a body adapted to his business. We build them strong, light and moderately priced. With permanent top, removable top or open express body.

## "CHAMPION" Truck Bodies

Champion Truck Bodies are made in all sizes for all kinds of motors. Your old car's chassis can be quickly adapted to a new body and give you splendid service. We have been making carriage bodies for 50 years and you can trust us for good work, and our prices are right. Write for full particulars.

Send for folder and get our prices.

**CARRIAGE FACTORIES, LIMITED**

Head Office: Excelsior Life Bldg., Toronto.

Sales Offices: Montreal, Toronto, Winnipeg



# You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,300 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

**Canadian Grocer**  
143-153 University Avenue  
TORONTO, ONTARIO



## SATISFACTION

Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality of light weight.

## NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.

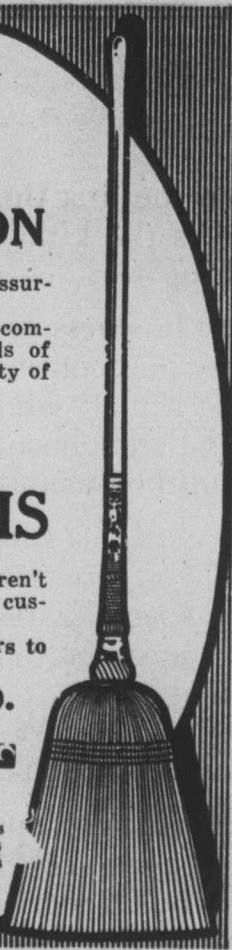
Write for prices and particulars to

**Stevens-Hepner Co.**

Limited  
Port Elgin, Ont.

Makers of the famous  
"Keystone" Line

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



To our Customers and the trade

A

Happy New Year

and

Peace, Prosperity

Good-Will

**Walter Woods & Co.**

Hamilton and Winnipeg

### EVAPORATED MILK

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

### CONDENSED COFFEE

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

### W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s.	\$3.25;
1s.	\$4.90; 2s.
\$9.25; 6s.	\$34.75.
Lunch Ham—1s.	\$7.45; 2s.
\$14.50.	
Ready Lunch Beef—1s.	\$4.50; 2s.
\$9.	
English Brawn— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 2s.	\$9.90.
Boneless Pig's Feet— $\frac{1}{2}$ s.	\$2.90; 1s.
\$4.95; 2s.	\$9.90.
Ready Lunch Veal Loaf— $\frac{1}{2}$ s.	\$2.45;
1s.	\$4.45.
Ready Lunch Beef-Ham Loaf— $\frac{1}{2}$ s.	\$2.45;
1s.	\$4.45.
Ready Lunch Beef Loaf— $\frac{1}{2}$ s.	\$2.45;
1s.	\$4.45.
Ready Lunch Aast. Loaves— $\frac{1}{2}$ s.	\$2.50;
1s.	\$4.50.
Geneva Sausage—1s.	\$4.95; 2s.
\$9.45	
Roast Beef— $\frac{1}{2}$ s.	\$2.95; 1s.
\$4.80;	
2s.	\$9.25; 6s.
\$34.75.	
Boiled Beef—1s.	\$4.80; 2s.
\$9.25; 6s.	\$34.75.
Jellied Veal— $\frac{1}{2}$ s.	\$3.25; 1s.
\$4.80;	
2s.	\$9.25.
Cooked Tripe—1s.	\$2.50; 2s.
\$4.50.	
Stewed Ox Tail—1s.	\$2.50; 2s.
\$4.50.	
Stewed Kidney—1s.	\$4.45; 2s.
\$8.95.	
Mince Collops— $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.75;	
2s.	\$6.95.
Sausage Meat—1s.	\$4.25; 2s.
\$7.75.	
Corn Beef Hash— $\frac{1}{2}$ s.	\$1.95; 1s.
\$3.95; 2s.	\$5.95.
Beef Steak and Onions— $\frac{1}{2}$ s.	\$2.95;
1s.	\$4.90; 2s.
\$8.90.	
Jellied Hocks—2s.	\$10.45; 6s.
\$24.75.	
Irish Stew—1s.	\$3.45; 2s.
\$6.90.	
Cambridge Sausage—1s.	\$4.45; 2s.
\$8.45.	
Boneless Chicken— $\frac{1}{2}$ s.	\$5.95; 1s.
\$9.00.	
Boneless Turkey— $\frac{1}{2}$ s.	\$5.95; 1s.
\$9.00.	
Ox Tongue— $\frac{1}{2}$ s.	\$3.95; 1s.
\$8.45;	
$\frac{1}{4}$ s.	\$12.95; 2s.
\$16.45; $3\frac{1}{2}$ s.	\$33;
6s.	\$45.
Lunch Tongue— $\frac{1}{2}$ s.	\$3.90; 1s.
\$6.95;	
2s.	\$15.50.
Tongue Lunch—1s.	\$6.75.
Beef Suet—1s.	\$4.90; 2s.
\$8.50.	
Mince Meat (Tins)—1s.	\$2.95; 2s.
\$4.45; 5s.	\$12.95.
Mince Meat (Bulk)—5s.	23c; 10s.
22c; 25s.	21c; 50s.
20c.	
Chateau Brand Pork and Beans, with Tomato Sauce—Ind.	\$1.10;
1s.	\$1.75; 2s.
\$2.55; 3s.	\$3.85.
With Plain Sauce—Ind.	\$1; 1s.
\$1.65; 2s.	\$2.40; 3s.
\$3.40.	
Chateau Brand Concentrated Soups—Celery.	\$1.25; Consommé
\$1.25;	
Green Peas.	\$1.25; Julienne.
\$1.25;	
Mulligatawny.	\$1.45; Mutton
Broth.	\$1.25; Ox Tail.
\$1.25; Pea.	\$1.25; Scotch
Broth.	\$1.25; Vegeta-
ble.	\$1.25; Chicken.
\$1.45; Mock	Turtle.
\$1.45; Tomato.	\$1.25;
Vermicelli	Tomato.
\$1.25; Assort-	ed.
1s.	\$1.35; Soups and
Bouilli.	1s.
\$13.25.	

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind.	95c; 1s.
\$1.25; $\frac{1}{2}$ s.	\$1.90; 2s.
\$2.30; 3s.	talls.
\$3.35; 6s.	\$12; 12s.
\$20.	
Plain Sauce, Pink Label—Ind.	85c; 1s.
\$1.15; $\frac{1}{2}$ s.	\$1.65; 2s.
\$1.95; 3s.	(talls).
\$2.95; 6s.	\$10;
12s.	\$18.
Chili Sauce (red and gold label)—Ind.	95c; 1s.
\$1.25; $\frac{1}{2}$ s.	\$1.90;
2s.	\$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s.	\$2.25.
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$2.45; 1s.
\$3.45; 4s.	\$24.
Canadian Boiled Dinner—1s.	\$2.45;
2s.	\$5.95.
Army Rations—Beef and Vegetables.	1s.
\$3.45; 2s.	\$5.95.
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s.	\$1.40; 1s.
\$1.90; 2s.	\$3.35.
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35.
Ham and Veal Pates— $\frac{1}{2}$ s.	\$2.35.
Smoked Vienna Style Sausage— $\frac{1}{2}$ s.	\$2.35.
Pate De Foie— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40	
Plum Pudding— $\frac{1}{2}$ s.	\$2.45; 1s.
\$4.00.	
Potted Beef Ham— $\frac{1}{2}$ s.	75c; 1s.
\$1.40.	
Beef— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Potted Tongue— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40	
Potted Game (Venison)— $\frac{1}{2}$ s.	75c;
1s.	\$1.40.
Potted Veal— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Potted Meats (Assorted)— $\frac{1}{2}$ s.	80c;
$\frac{1}{4}$ s.	\$1.45.
Devilled Beef Ham— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Beef— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Devilled Tongue— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Veal— $\frac{1}{2}$ s.	75c; $\frac{1}{4}$ s.
\$1.40.	
Devilled Meats (Assorted)— $\frac{1}{2}$ s.	80c;
$\frac{1}{4}$ s.	\$1.45.

### In Glass Goods

Fluid Beef Cordial—20 oz. bottle.	\$10; 10 oz.
\$5.	
Ox Tongue— $\frac{1}{2}$ s.	\$14.50; 2s.
\$19.50.	
Lunch Tongue—1s.	\$9.95.
Sliced Smoked Beef— $\frac{1}{2}$ s.	\$1.80;
$\frac{1}{4}$ s.	\$2.90; 1s.
\$4.25.	
Mince Meat—1s.	\$3.45.
Potted Chicken— $\frac{1}{2}$ s.	\$2.45.
Ham— $\frac{1}{2}$ s.	\$2.45.
Tongue— $\frac{1}{2}$ s.	\$2.45.
Venison— $\frac{1}{2}$ s.	\$2.45.
Chicken Breast— $\frac{1}{2}$ s.	\$9.95.
Tomato Ketchup—8s.	\$2.20; 12s.
\$2.75; 16s.	\$3.40.
Chili Sauce—10 oz.	\$3.25.
Peanut Butter— $\frac{1}{2}$ s.	\$1.45; $\frac{1}{4}$ s.
\$1.95; 1s.	\$2.45; in pails.
5s.	\$1c;
12s.	29c; 24s.
28c; 50s.	28c.

### COLMAN'S OR KEEN'S MUSTARD.

	Per doz. tins
D. S. F., $\frac{1}{4}$ -lb.	\$3 80
D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.	

	Per jar
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

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

### THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches	
Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	.60%
40 lbs., 1 lb. pkg., White Glass	.10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	.10%
100-lb. kegs, No. 1 white	.10%
200-lb. bbls., No. 1 white	.10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	.11%
48 lbs., Silver Gloss, in 6-lb. tin canisters	.13%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	.13%
100 lbs., kegs. Silver Gloss, large crystals	.11%

**TAPATCO**  
REGISTERED BRAND TRADE MARK

## The End of the War will mean a bigger demand for TAPATCO Gloves

Thousands of men will be changing from khaki into working togs, and TAPATCO Gloves are just the sort of good, wearable working gloves they will appreciate.

You can get your share of this business by letting your customer know you sell **TAPATCO Gloves**.

The variety is extensive, something to suit every taste and every requirement—Gauntlet, Knit Wrist and Band Top Styles in heavy, medium or light weight. Leather Top, Leather and Leatherette Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

**The American Pad and Textile Co.**  
CHATHAM, ONT.

## Mr. Grocer!

**Here are the goods you are looking for**

- Pure Spanish Olive Oil, put up in cans of all sizes.
- Olives, Queens and Manzanillas, put up in pails of 7½ gals., 15 gals., barrels—49 gals.
- Salad Oil in gallons, ½ gals., 1 qt. cans.
- Romano Cheese
- Macaroni
- Tomato Paste
- Peas and Beans, Imported and Domestic
- French Peas, in cans, Petit Pois.



Write us for quotations.

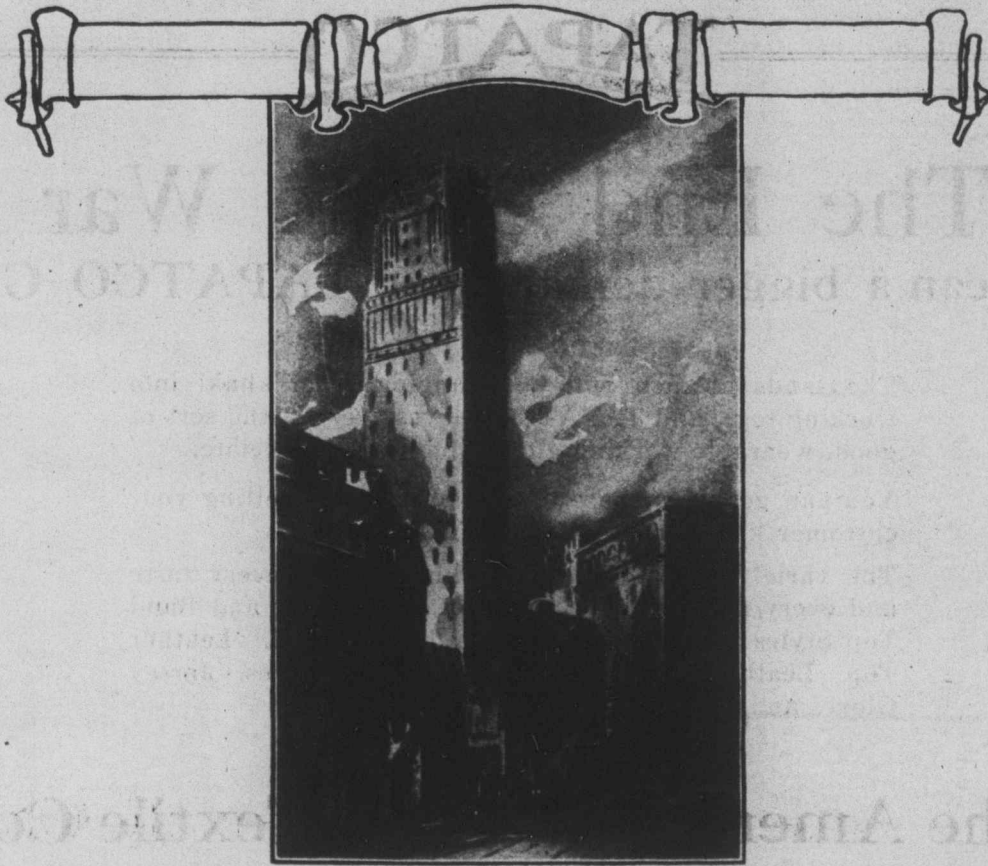
Watch this advertisement each week.

**ABOOSAMRA KOURI**

Wholesale Importer of European Groceries

31-33 BONSECOURS ST.

MONTREAL



## Peace and Victory!

Now that the Cause of Freedom has triumphed Canadians can look hopefully to their Country's Future and devote their energies to making the Dominion just as renowned in Peace as it has been in War.

During four years of War activities the popular demand for **King George's Navy** never diminished—due to its own inimitable excellence and to the widespread publicity by which we backed the dealer's selling efforts.

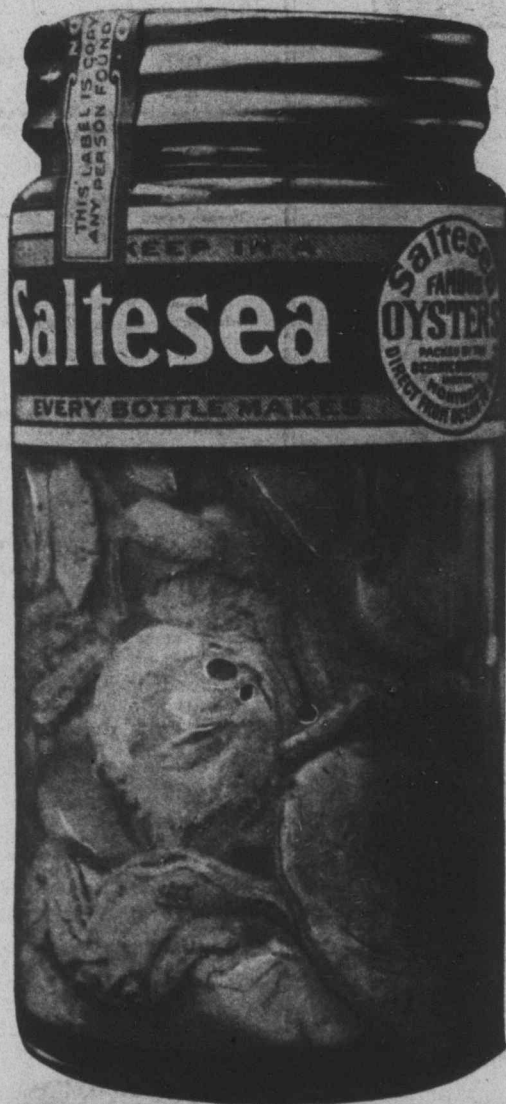
We are going to maintain this quality. We are going to still keep "**King George's Navy**" right at the front of "man-pleasing" chewing tobaccos. And our consumer publicity will keep it selling even more readily than heretofore.

Will you be one of the Grocers to profit thereby?

**ROCK CITY TOBACCO CO., LTD.**  
QUEBEC

# "SALTESEA" OYSTERS

OPPORTUNITY is at the door of EVERY business TO-DAY. If we open our doors and let her in SUCCESS and PROSPERITY will follow. The WISE Business man will not wait, and doubt, for he KNOWS that only once does OPPORTUNITY come to his door. Our message to you for the NEW YEAR is take on all the GOOD SELLERS and DON'T have to mourn when it is TOO LATE and the other dealer has MADE GOOD.



Direct from Ocean to your table, absolutely CLEAN and PURE.

A trial case, ordered TO-DAY, will convince you that your trade want the BEST and that "SALTESEA" is the best.

ACTUAL SIZE

## The Oceanic Oyster Company of Canada, Limited

Wholesale Dealers in Oysters EXCLUSIVELY

609 ST. JAMES STREET

MONTREAL, P.Q.

Canada Food Board License No. 1068

# Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

**National Licorice Company  
MONTREAL**



## They're Bound To Buy It Elsewhere

if you don't  
keep it in  
stock. Marsh's  
Grape Juice is  
a very popular  
beverage.

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

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

Ontario Agents:  
**ROSE & LAFLAMME  
Limited, Montreal, Que.**

40 lbs., Benson's Enamel,  
(cold water), per case... 3.25  
20 lbs. Cases Refined Potato  
Flour, 1-lb. pkgs... 15  
Celluloid, 45 cartons, case.. 4.60

**Culinary Starch**  
40 lbs., W. T. Benson & Co.'s  
Celebrated Prepared ..... 11½  
40 lbs. Canada Pure Corn... 10½  
20-lb. Casco Refined Potato  
Flour, 1-lb. pkgs... 20  
(20-lb. boxes, ¼c higher, except  
potato flour)

**BRANTFORD STARCH**  
Ontario and Quebec

**Laundry Starches—**  
Canada Laundry ..... \$0.09½  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lbs. 1.10  
First Quality White Laundry—  
8-lb. canisters, ea. of 48 lbs. 10½  
Barrels, 200 lbs. .... 10  
Kegs, 100 lbs. .... 10  
**Lily White Gloss—**  
1-lb. fancy carton cases, 30  
lbs. .... 11  
8 in case ..... 12½  
6-lb. toy trunks, lock and  
key, 6-lb. toy drum, with  
drumsticks, 8 in case.... 12½  
Kers, extra large crystals,  
100 lbs. .... 10½  
**Canadian Electric Starch—**  
Boxes containing 40 fancy  
pkgs., per case ..... 3.25  
**Celluloid Starches—**  
Boxes containing 45 cartons,  
per case ..... 4.50  
Challenge Prepared Corn—  
1-lb. pkts., boxes of 40 lbs. .10

**GELATINE**

Cox's Instant Powdered Gela-  
tine (2-qt. size), per doz... 1.50  
Knox Plain Sparkling Gelatine  
(2-qt. size), per doz... 1.75  
K Adulated Gelatine  
(lemon flavor), 2-qt. size,  
per doz. .... 1.85

**SYRUP**

**THE CANADA STARCH CO.,  
LTD., CROWN BRAND  
CORN SYRUP.**

Perfect Seal Jars, 3 lbs., 1  
doz. in case ..... \$4.25  
2-lb. tins, 2 doz. in case... 4.80  
5-lb. tins, 1 doz. in case... 5.40  
10-lb. tins, ½ doz. in case.. 5.10  
20-lb. tins, ¼ doz. in case.. 5.05  
(Prices in Maritime Provinces 10c  
per case higher)  
Barrels, about 700 lbs..... \$0.07½  
Half bbls., about 350 lbs.... 07½  
¼ bbls., about 175 lbs..... 07½  
2-gal. wooden pails, 25 lbs.. 2.25  
3-gal. wooden pails, 28½ lbs. 3.40  
5-gal. wooden pails, 65 lbs.. 5.50

**LILY WHITE CORN SYRUP**

2-lb. tins, 2 doz. in case... \$5.30  
5-lb. tins, 1 doz. in case... 5.90  
10-lb. tins, ½ doz. in case. 5.60  
20-lb. tins, ¼ doz. in case. 5.55

**INFANTS' FOOD**

**MAGOR, SON & CO., LTD.**  
Robinson's Patent Barley— Doz  
1 lb. .... \$4.00  
½ lb. .... 2.00  
Robinson's Patent Groats—  
1 lb. .... \$4.00  
½ lb. .... 2.00

**NUGGET POLISHES**

Doz.  
Polish, Black, Tan, Toney Red  
and Dark Brown ..... 1.15  
Card Outfits, Black and Tan.. 4.15  
Metal Outfits, Black and Tan.. 4.85  
Creams, Black and Tan ..... 1.25  
White Cleaner ..... 1.25

**IMPERIAL TOBACCO CO. OF  
CANADA, LIMITED.  
EMPIRE BRANCH**

Black Watch, 9s, lb..... \$1.00  
Bobs, 11s ..... 0.92  
Currency, 11s ..... 0.90  
Stag Bar, 8s, boxes 5 lbs.... 0.90  
Pay Roll, thick bars, 9s... 1.10  
Pay Roll, plug, 9s and 6-lb.  
caddles ..... 1.10  
Shamrock, 8s, ½ cads., 12  
lbs., ¼ cads., 6 lbs. .... 0.90  
Great West Pouches, 8s, 2-lb.  
boxes, ½ and 1-lb. lunch  
boxes ..... 1.00  
Forest and Stream, tins, 10s,  
2-lb. cartons ..... 1.20  
Forest and Stream, ¼s, ½s,  
and 1-lb. tins ..... 1.20  
Forest and Stream, 1-lb. glass  
humidors ..... 1.50  
Master Workman, 8s, 2-lb.  
cartons ..... 1.00  
Master Workman, bars, 6s,  
2/8s, ¼ butts, 2-lb. boxes,  
3 lbs. .... 1.10  
Derby 8s, 4-lb. boxes..... 0.90  
Old Virginia, 12s..... 1.50  
Old Kentucky (bars), 7s,  
boxes, 7 lbs..... 1.10

**WM. H. DUNN, LTD., Montreal.  
BABBITS**

Soap Powder, case 100 pkgs... \$5.00  
Cleanser, case 50 pkgs. .... 2.00  
Cleanser (Kosher) ea. 50 pkgs 2.90  
Pure Lye, case of 4 doz. .... 5.00

**JELL-O**

Made in Canada.

Assorted case, contains 4 doz. \$5.40  
Lemon, contains 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. \$2.35  
Chocolate, 2 doz. .... 2.35  
Vanilla, 2 doz. .... 2.35  
Strawberry, 2 doz. .... 2.35  
Lemon, 2 doz. .... 2.35  
Unflavored, 2 doz. .... 2.35  
Weight, 11 lbs. to case. Freight  
rate, second class.



## JOHNSON'S "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**

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

**LONDON, S.E., ENGLAND**

**AGENTS:**

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

## Early January Business

With stocks of Xmas Goods cleaned up well in the country we should have a very healthy market for January for **Oranges, Lemons, Grape Fruit, Celery, Cauliflower, Bananas, Apples, Boxes and Barrels,** etc., etc.

Prices are getting down to pre-war levels, which will steadily increase consumption.

With best wishes for the  
New Year,

### White & Co., Limited

Toronto and Hamilton

*Importers of Fancy Fruits and Vegetables.*  
Canada Food Board License No. 277

## FISH

Are you getting your share of the big trade in all kinds of FISH?

People are eating more FISH and more people are eating FISH than ever before.

Do not let this business pass you. Put in a small supply and see how quickly it will sell.

There's money in it for you.

We can supply FRESH FROZEN PACIFIC COAST SALMON AND HALIBUT.

ATLANTIC COD, MACKEREL, HERINGS, ETC.

ALSO A FULL LINE OF SALTED AND SMOKED FISH.

WE CAN FILL YOUR ORDERS AT RIGHT PRICES.

WISHING YOU A HAPPY AND PROSPEROUS NEW YEAR.

### DUNCANS LIMITED

NORTH BAY, ONT.

Branches: SUDBURY, COBALT, TIMMINS

## Do you need a good man?

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

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

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

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

*Send along your ad. to-day.*

### The Canadian Grocer

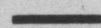
143-153 University Ave., Toronto

## WETHEY'S

### Mince Meats

(both Condensed and Bulk)

always lead



*When buying*

*insist*

*on this brand*

Canada Food Board License No. 14-128

You  
Can

Recommend

# Sunset Soap Dyes



to your best trade. These dyes are fast, brilliant, easy to use—clean the garment while dyeing; give the same shade and depth of color to cotton, wool, silk, and linen in one dye bath, without staining hands or utensils. So simple a child can use them and it only takes 30 minutes.

These dyes created by Americans and made in America by American labor, are being extensively advertised in high-class publications. You are bound to have calls. Then, too, Sunset selling at 15c gives you more profit than you can make on any other dye.

Send for a stock to-day packed in a sales-stimulating container. Put them on your counter and watch the quick turnover. Hundreds of dealers are finding them wonderful repeaters. You can recommend Sunset Soap Dyes to the limit, the manufacturers stand back of you. Why not investigate?

## North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.  
NEW ROCHELLE, N.Y. TORONTO, CANADA

Sales Representatives for U.S. and Canada

HAROLD F. RITCHIE & COMPANY, INC.  
NEW YORK TORONTO

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# BUYERS' MARKET GUIDE

## Latest Editorial Market News

**Vogans** Overseas  
**CAKE**

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

**JARS AND BUTTER CROCKS**

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

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

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

**GEO. J. CLIFF**

**WHITE-COTTELL'S**  
Best English Malt Vinegar

**QUALITY VINEGAR**

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

Agent:  
W. T. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

**The LV PICKLE**

Manufactured by  
**GILLARD & CO., LIMITED**  
London, England

An English Delicacy of High Repute

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

**MARKET BRIEFS**

The removal of restrictions on trading in wheat and its products sent mill feeds up \$15 to \$18 per ton in the United States, and flour recorded a decline. Similar conditions may be expected to prevail in Canada when the Food Board lifts the ban and the trade will welcome the day when the Government removes the wrenches which it has thrown into the machinery of trade.

Uncertain indeed was the announcement first received as to the removal of the bans on the export of many foodstuffs last week. Some hope was entertained that dried prunes and peaches would be on the list freed, but no such luck. It looks very much as though present stocks will have to carry the trade through until a new crop is available.

**RAISIN DELIVERIES ON THE FOLLOWING BASIS**

In addition to the information that has reached the trade regarding raisin delivery, there are some facts that will interest the trade.

The delivery of unbleached seedless will be 100 per cent. of orders; bleached 75 per cent.; choice seeded 100 per cent.; fancy seeded 50 per cent.; clusters and layers 25 per cent. It is stated further that loose muscatels have not been such that any delivery could be made, the rain damage being so great that they will be suitable only for use as seed.

It is proposed to substitute choice seeded for 2-crown muscatels with a 100 per cent. delivery, and fancy seeded for 3-crown muscatels, with a delivery of 50 per cent.

**MINCEMEAT**

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

**E. B. THOMPSON**  
20 Front Street East, Toronto

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

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

**CHOCOLATTA**

contains chocolate, milk and sugar in powdered form.

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

**NUTRIENT FOOD CO., TORONT O**



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

**BOWMAN FISH CO.**  
66 Jarvis Street, Toronto

**GROCERS & BUTCHERS**

Buy the Best  
FANCY DRESSED POULTRY,  
SELECTED EGGS, CHOICE DAIRY  
AND CREAMERY BUTTER.

**C. A. MANN & CO.**  
LONDON, ONTARIO

"Canada Food Board License No. 7-078"

**BREAK NO FEARS! IT'S AN R.M.M. EXIBIT!**

**GAS MANTLES.**  
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INSERTED GAS LIGHTS.

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

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

# Wanted

## CLASSIFIED ADVERTISING

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

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

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

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

### FOR SALE

#### EMPTY BAGS FOR SALE

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

## THE "WANT" AD.

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

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

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

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

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

Second hand  
**SUGAR BAGS and LINERS**  
**WANTED**  
WRITE  
**E-PULIAN** TORONTO

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

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

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

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

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

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

## FOR SALE

COMPUTING SCALE IN SPLENDID SHAPE.  
Apply Scheculski & Bunting, Schumacher, Ont.

SOLID BRICK STORE AND DWELLING.  
Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 87, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings; sales for 1918 over \$80,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, \$7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

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

The "Want Ad." gets work for workers and workers for work.

## The money is yours—and we'll get it for you.

That is if you just say the word. Look over your books. See the number of bad accounts and realize that you are losing money on them every day.

### We can get your money for you

Ours is a large and reputable organization qualified to collect anywhere. Write to-day for full particulars and samples of our Special Forms.

**NAGLE MERCANTILE AGENCY**  
Westmount, Montreal, Que.

When Writing to Advertisers Kindly  
Mention this Paper.

# “On a Cold and Frosty Morning—”

WHEN the snow stretches away into white fields of space and the clear, cold air sets the blood a-tingling in every vein,

—can you imagine anything nicer than a savory, steaming, piping-hot dish of tasty sausage, deliciously cooked and browned?

Truly these are the days when sausage reigns supreme as the king of all breakfast dishes.

And these are the days when you can build up a good, steady trade right in your own district by featuring

## Davies Quality Pork Sausage

—the kind of sausage your customers will enjoy most of all—so fine-tasting, so deliciously seasoned, so *good* in every way.

Send us a standing order from now on through the season.

Oxford Sausage (large)  
Oxford Sausage (small)  
New England Sausage  
Farm Sausage (not linked)

Cambridge Sausage (1-lb. links)  
Cheltenham Sausage (1-lb. packages)  
Little Pork Sausage (Special)  
Algoma Sausage (in 60-lb. tubs,  
larded)

THE **DAVIES** COMPANY  
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

CANADIAN GROCER

# 1919



## Happy New Year!

With battle flags furled and the light of Victory and Peace upon her, Canada stands today at the threshold of the New Year—looking forward.

That her hopes and ambitions may be realized and that the coming year may be a year of unalloyed prosperity for all and particularly for the Canadian Grocery Trade is the wish of

*The Coca-Cola Company.*

WINNIPEG

License No. 15-365.