

CANADIAN GROCER

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

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, DECEMBER 3, 1920

No. 49

AROMINTS

We are increasing Aromint production, and we are increasing our advertising. Prepare for a bigger business than ever in AROMINTS—the solid mint with the “different” flavor. Order to-day.

5 Flavors—
Peppermint Wintergreen Cinnamon
Clove Licorice

{Canadian Distributors:}

OLIVER-LEE, LIMITED

95-97 King Street East, Toronto, Canada

Also Distributors of Aromint's Cough Drops
The Aromint Mfg. Co., Limited
Toronto, Canada



TWO TO ONE

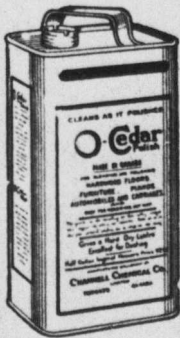
There was a time, not long ago, when one of anything was considered sufficient. Dealers never gave thought to selling more than one of an article at one time to a customer.

Nowadays two or more of anything or everything, from a spare tire to a dozen cakes of soap, has been found to be good business both from the dealer's and the customer's viewpoint.

This good sense and efficiency has spread to the kitchen and most housewives realize the advantage of keeping an extra bottle of *O-Cedar Polish* on the shelf. It saves a housewife the annoyance of finding herself out of *O-Cedar Polish* in the midst of her work, and having to lose time sending for more.

Suggest two bottles to a customer — or two cans. They will appreciate your advice. You'll appreciate the extra profit.

**CHANNELL CHEMICAL CO.
LIMITED
TORONTO**



*For Christmas Baking and
Candy-making suggest*

Borden's
ST. CHARLES MILK

"With the cream left in"

Urge your customers to try their Christmas Baking and Candy-making the ST. CHARLES way and the improved, rich, creamy flavor produced will make them steady users of this thoroughly sterilized, rich, pure milk to which nothing has been added—just a portion of the water removed and the cream left in. You can also truthfully tell them that its continued use will materially "cut the cost of cooking."

Write for free display material and ST. CHARLES Recipe Books to give your customers.

The Borden Co., Limited
Montreal



Borden's

ST. CHARLES

Brand Milk

"With the Cream Left in."

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

*Reindeer Coffee
Reindeer Cocoa
Malted Milk*

The **FAMILIAR RED & BLUE TIN**



THE familiar red and blue tin of Bowes Mince Meat is going to play an important part in the Christmas trade of grocers throughout the country. Without question, Bowes Mince Meat is the most popular and profitable line of mince meat offered to the trade.

Get your stock in shape NOW.
Your jobber will look after
your rush orders promptly.

BOWES COMPANY, LIMITED
TORONTO - - - CANADA
Manufacturers of Quality Food Products



Clark's Spaghetti

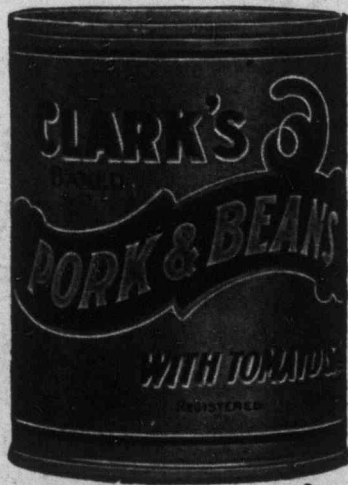
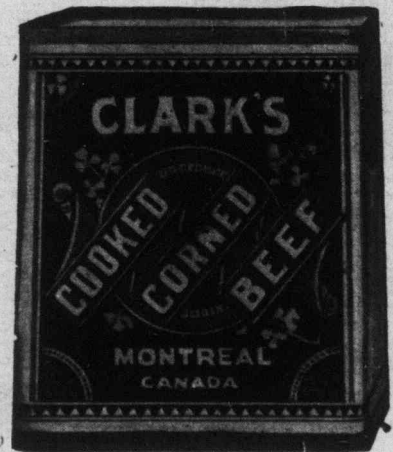
With Tomato Sauce and Cheese

Delicious eating. Reasonable in cost.
Display it. It sells itself.

Clark's Corned Beef

The Favourite for Cold Lunch

Let your customers know you have it.
They want it in the pantry.



Clark's Pork & Beans

With Tomato, Chili or Plain Sauce

Just as good as ever.
Just as popular, and
Just your best seller

Made in Canada - - By Canadians

W. Clark, Limited - Montreal

FINE GROCER



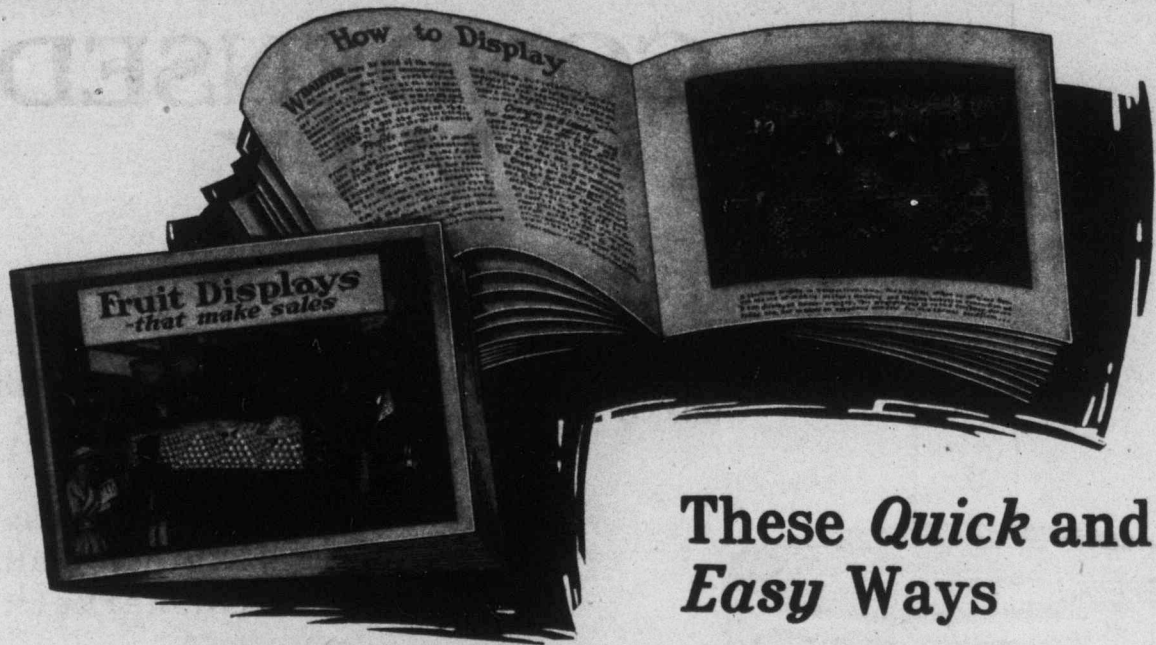
Look! there are those *Blue Ribbon Peaches* we saw advertised in the National Magazines

Blue Ribbon Peaches are easy to sell because the housewife recognizes them from the national advertising and knows that they differ from ordinary dried peaches, in that the fuzz and much of the peeling has been removed by a thorough washing and brushing process, which leaves the fruit bright in color and attractive, as well as wholesome and economical.

Make a window display of BLUE RIBBON PEACHES in packages to remind the women readers of magazines that you can supply their demand.

It pays to buy dried peaches in packages for there is no shrinkage to charge off. You lose 5% in shrinkage on bulk peaches. Save this and give your customers better quality in a clean and sanitary way.

CALIFORNIA PEACH GROWERS INC.
Main Office Fresno, California - Over 6500 Members



These Quick and Easy Ways To Display Fruit Ought to Help Your Business Every Day

OUR new booklet is just off the press. It contains a dozen money-making fruit displays used by leading retailers in many cities. You see here the *actual* photos of *actual* stores — large and small. You'll read also a few "brass-tacks talks" on how to *buy* and *sell* oranges and lemons—told by a grocer of long experience. This helpful book is free. Just ask the California Fruit Growers Exchange for your copy—today.

This is just one of the many ways we help grocers who "ask the C. F. G. E." And there are many other ways as well.

FOR instance, we offer you orange and lemon selling-price charts to help you *sell* at a certain profit. And, also, orange and lemon "odd size" gauges to help you choose wisely. They're free—and worth while asking for.

We have *free* sets of Sunkist cards, "strings" and banners for your counters and windows. They were designed after consultation with experienced merchants, and you'll find their use worth while.

For advertising in local papers or neighborhood movies we'll gladly send you *free* "cuts"—you can use them also on price lists and letterheads—or *free* Sunkist lantern-slides with your name in attractive colors.

Write us your problems. Maybe we can solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

THE C. F. G. E. is a *co-operative* agency. Years ago, in the days of haphazard marketing, it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. It saved the citrus industry of California and placed the business on a sound merchandising basis. And now a fraction of a penny per dozen is given by these growers to create a fund for helping merchants handle these fruits at a safe profit. The spirit of co-operation is now extended to the trade.

Anybody who sells California oranges and lemons is entitled to our help. Last year more than 10,000 retailers asked for our services; and they profited. Were you one of them?

To bring you more profit—and to lessen your selling cost—our Dealer Service Department works always for your benefit. We're ready to help you as much as you'll allow. Write us today or mail the coupon.

California Fruit Growers Exchange
A Co-operative Non-profit Organization of 10,500 Growers
LOS ANGELES, CALIFORNIA

California Fruit Growers Exchange
Dealer Service Department, Los Angeles, Cal.

Send me your new booklet, "Displays That Sell Fruit," and also your Dealer's List of Selling Helps, absolutely free to me.



Name _____
Address _____
City _____ State _____

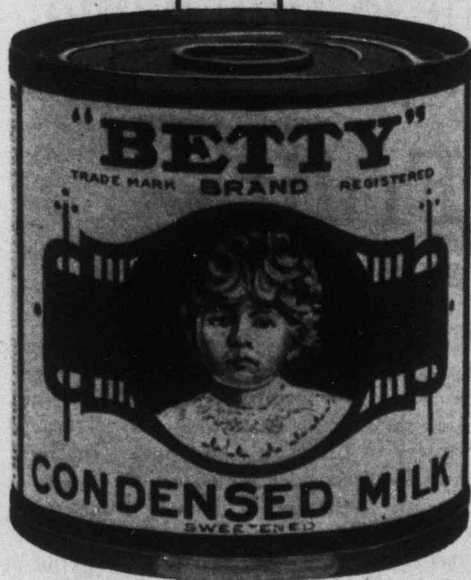
CONDENSED MILK

FULL CREAM SWEETENED

"BETTY"
BRAND

"MOTHER"
BRAND

"HOLLANDIA"
BRAND



We prepare milks
suitable for all
world markets.

Representatives for

GREAT BRITAIN AND IRELAND

R. LEHMANN & CO., LTD.

PENINSULAR HOUSE,
MONUMENT STREET,
LONDON, E.C. 3.

EUROPE

"HOLLANDIA"

ANGLO-DUTCH MILK & FOOD CO.
VLAARDINGEN,
HOLLAND

Correspondence
invited.

CABLE ADDRESS

"LAING"

BROCKVILLE

CODES USED

Bentley's

A.B.C. 5th Edition

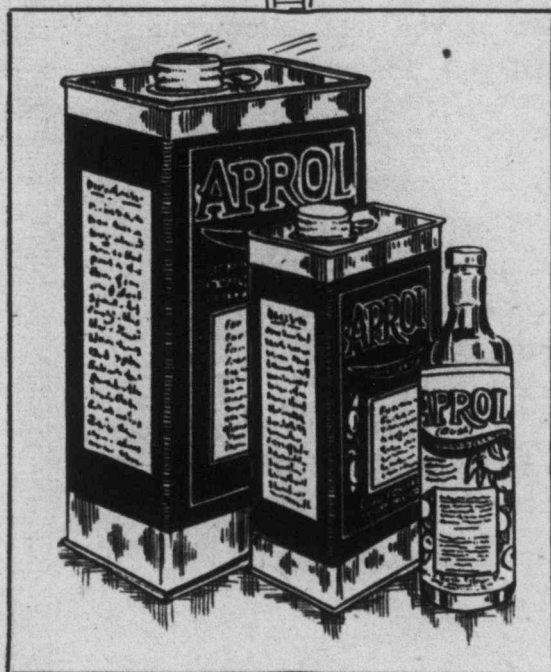
A.B.C. 6th Edition

Marconi International

The Laing Produce & Storage Co., Ltd.
Brockville, Ontario, Canada

The Social Season will
speed up the sale of

APROL
THE SWEET OIL OF PERSICA



Fall ushers in the Social Season, and the many functions, both formal and informal, where APROL can be used to advantage, offer grocers an excellent opportunity to increase their profits if they prominently feature and suggest this pure, wholesome, vegetable oil.

APROL is a nutritious, delightfully flavored oil pressed from the ripe kernels of apricots and peaches. It is an improvement on olive oil, when used as a salad component, being entirely free from that greasy, nauseating after-taste. It fries beautifully, requiring about half as much of it as would be used of butter or lard—is an excellent shortening and is decidedly economical and highly digestible.

Capitalize on the social trade by pushing APROL—it will pay you well.

Selling Agents for the Dominion of Canada

BOVRIL LTD.

St. Peter St., Montreal

W. J. BUSH & CO. (Canada), LTD.

PRODUCERS

MONTREAL and CALIFORNIA

Buy your soaps at quantity prices

—by purchasing them from the Procter & Gamble line.

We assort your order as you wish, from our complete line, and give you the quantity price on the total.

You need not buy any large amount of any one product. Yet, by selecting small quantities of the various soaps and powders you need, you can get the same price advantages allowed on large orders of one kind of soap.

Your customers cannot ask for any kind of soap or soap powder, that you cannot furnish, satisfactorily, from the Procter & Gamble line.

Look into this quantity price proposition.



Ivory Soap

Gold Soap

P and G The White

Naphtha Soap

Lenox Soap

Pearline

Sopade

and

The Procter & Gamble Distributing Co.

of Canada, Ltd.

50 Bay Street, Toronto, Canada

CRISCO
For Frying For Shortening
For Cake Making

the net weight, package shortening, that is taking the place of the greasy lard tub in up-to-date stores. Strictly vegetable and pure. A profit maker. You'll use it in your own home.

OLD COLONY MAPLE SYRUP IS ABSOLUTELY PURE

When your customers are buying Maple Syrup, they ask

"Is it Pure?"

When you carry Old Colony Maple Syrup you can honestly answer

"Yes--it's absolutely pure and is the most delicious Maple Syrup you can get."

PASSED EVERY TEST



Old Colony Maple Syrup has passed every Government test for purity. But not only that — not only has the Dominion Analyst found it 100 per cent. pure—in his reports he has also commented on the high standard of quality.

Its purity is what gives it the perfect Maple flavor.

Every bottle of Old Colony Maple Syrup has our guarantee and we stand back of you with our promise of satisfaction to your customers.

Every order received is given immediate attention and prompt shipments are assured.

Write for prices of Old Colony Maple Syrup and our other Maple products.

Canadian Maple Products
Limited

250 Van Horne Street

TORONTO

EUREKA

Grocers' Refrigerators

are available now in all the popular sizes. *Don't* delay your order any longer. You need a Eureka refrigerator to take care of your perishable foodstuffs. The Eureka patented cold, dry air circulation system guarantees the highest efficiency with the lowest consumption of ice. Buy the refrigerator that will give you a guarantee against spoilage.

Write for free illustrated literature.

EUREKA REFRIGERATOR CO., Ltd.

Head Office and Factories
OWEN SOUND, ONTARIO

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.

Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.

Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

The Reddest— Richest Pink that's Packed



Wallace's
KILTIE
Brand

Caught in deep salt water.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. Edgett Ltd.

Vancouver
Canada

Wholesale Purchasing Brokers
Exporters and Importers

Donaldson Phillips Agencies

Limited

Grocery and Produce Brokers
Egg Cases and Butter Boxes

124 Pacific Bldg. Vancouver, B.C.

Western Transfer & Storage, Ltd.

OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central,
G.T.P. and A. & G.W.
DISTRIBUTION-STORAGE-CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's
Association

JOHN PRITTY, LIMITED

Merchandise Broker and Manfrs' Agent
HEAD OFFICE: REGINA, SASK.

Carlots Oyster Shells, Coarse and Fine Grit,
Potatoes, Eggs, Poultry, Rice, Beans, etc.,
etc.

PRITTY gives you every protection. A
LIVE, ENERGETIC WESTERN FIRM.

AGENCIES WANTED

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

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.

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



A Prairie Buyer said he thought he had bought Albatross
Pilchards. Beware of loose statements. Albatross
Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:

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

EVERY MORSEL EDIBLE
AND DELICIOUS



For an easily prepared, tasty lunch—



you need have no hesitation
in recommending

Wallace's Herring

WALLACE FISHERIES
LIMITED
Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfra.' Agent and Importer
Groceries and Chemicals

Salesmen covering Manitoba, Saskatchewan,
Alberta and British Columbia.

533-537 Henry Ave., Winnipeg

Richardson Green, Limited

MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg

Regina

Edmonton

Calgary

Saskatoon

We work The Retail Trade

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

MOWAT & McGEACHY

(MANITOBA) LIMITED

Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service

WINNIPEG

MANITOBA

C. DUNCAN & SON

Manufra. Agents and Grocery Brokers

Cor. Princess and Bannatyne

WINNIPEG

Estab. 1899

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

REGINA, SASKATOON, CALGARY,
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and
Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Manufacturers and Shippers !

We offer the facilities of an
efficient and energetic
"chain" organization, long
established, with financial

stability and the necessary
experience and knowledge,
to place your goods success-
fully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

REGINA, SASK.

Branches at
SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA
SASKATCHEWAN
HEAD
WINNIPEG
OFFICE
ALBERTA
WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

FRACKAGE
STORAGE
DISTRIBU-
TION

We manufacture all kinds of
Box Shooks
And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited
Ottawa, Ontario

S & M
The Cream of Chocolates
Hand Dipped, Coated with light and milk coating
Packed in attractive 5 lb. boxes
TURKISH DELIGHT S.&M. Brand
The most delicious European Confections
Packed in wooden 10 lb. boxes
WRITE US FOR PRICES
Sole Canadian Distributors

Dominion Sales Company
229 Notre Dame Street West
Our Agents:

Samuels, Carney & Dickie
Halifax, N.S.
Reliance Agency
St. John's, Newfoundland

L. E. Whittaker
St. John, N.B.
Chadwick & Co.
Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service

Reliability

Integrity

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

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

SCOTT-BATHGATE CO., LIMITED

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

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchant

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your Jobber to-day.

"Nifty Brand," whole blanched

Jumbos, in 5 lb. Tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON & CO., Western Distributors, Winnipeg



OAKEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1 Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East,
Winnipeg

Sankey & Mason, 839 Beatty Street
Vancouver.

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

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

When writing to Advertisers kindly
mention this paper.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

CHADWICK AND COMPANY
COMMISSION BROKERS
34 DUKE ST. TORONTO
"We cover Ontario with Grocers' Specialties and Confections."

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES

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

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West, TORONTO

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethay Ltd.
S. F. Lawson & Co., "Snowflake" Brand Goods.
Galanopoulos & Macris, Patras, Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high class lines.
Beeth Bldg. Ottawa, Canada.

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethay, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

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

The CROWN Trade-Mark
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

CLIMAX PAPER BALER
earns money for you every day—
Turns waste into profit. 12 sizes.
Send for Catalog
Climax Baler Co.
Hamilton, Ont.

ACID PHOSPHATE for **SELF-RAISING FLOUR MANUFACTURERS**
BUY FROM THE MANUFACTURERS
PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND
CABLES: "CORNCRAKE"

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

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

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

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS

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

Belgo-Canadian Trading Co. Regd.

Import and Export
General Distributors
Importers of BELL RICE, Dutch Cocoa and
West Indian Products

103 St. Francois Xavier St. MONTREAL

International Commercial Agency

desire to represent exporters of
food products in British Guiana.
Take advantage of this service.

C. E. GABRIEL,
New Amsterdam, Berbice,
British Guiana, S.A.

Potatoes, Oats, Peas, Beans, Hay, Etc.
in Car Lots

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

K. Smith

Broker and Commission Merchant

1696A Hutchison St.
MONTREAL

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

If you require distribution in the Maritime Provinces
we are open to consider your proposition.

Best References

SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of
vigorous, conscientious and
successful work.

John A. Thompson
General Manager Western Canada
TORONTO

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jea. Dufresne, Biscuits, Chocolates and Confectionery,
Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

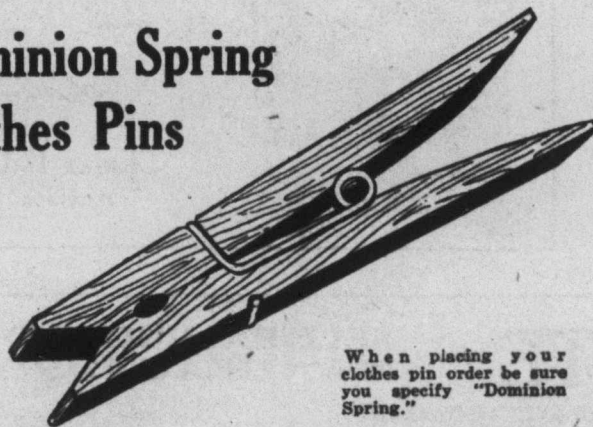
GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

LET CANADIAN GROCER
Sell It For You

Dominion Spring Clothes Pins



When placing your
clothes pin order be sure
you specify "Dominion
Spring."

There's Greater Satisfaction

selling Dominion Spring Clothes Pins
because they are made stronger and will
hold better than any other clothes pin.

Dominion Clothes Pins never split. They
will last for years and their profit margin
makes selling them a worth-while proposi-
tion.

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

MACDONALD'S

More Tobacco for the Money

Despite the fact that the demand for "Macdonald's" is enormous and the tobacco sells itself—Macdonalds share generously with the retailer.

On each 10lb. caddy there is an extra profit of from 60 to 80c., due to the overrun of from 4 to 6 plugs.

The regular margin of profit is large.

Turn-overs are rapid and you never have any dead stock.

Substantial profits can be made from selling Macdonalds. Push it—it pays.

W. C. MACDONALD REGD'
Incorporated
MONTREAL

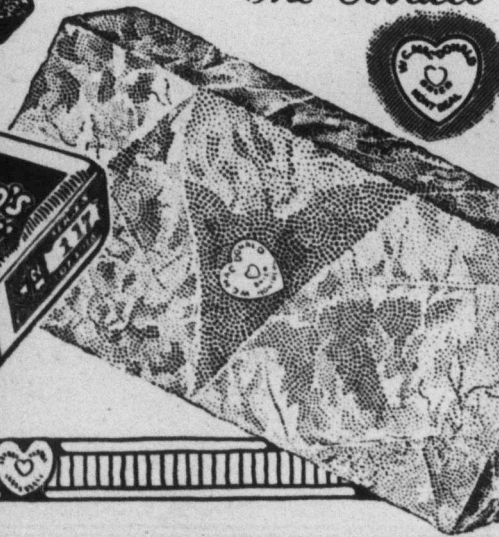
Selling Agents

London—D. C. Hannah

Manitoba, Saskatchewan, Alberta and British Columbia —
 W. L. Mackenzie & Co.,
 Limited, Winnipeg; 1314
 Standard Bank Bldg., Van-
 couver

Hamilton—Alfred Powis & Son
 Kingston and Toronto —
 D. Stewart Robertson & Sons
 Quebec—H. C. Fortier
 Nova Scotia and New Brunswick
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 John

The Tobacco with a heart



Four Reasons Why Dealers Are Pushing Windmill

(Registered Trade Mark)

Barbados

Super-Fancy

Molasses

QUALITY—We guarantee Windmill Brand to be absolutely pure highest grade Barbados molasses—the finest concentrated cane juice from Golden Ribbon Cane, specially selected under the supervision of our own representatives and imported direct by us into Canada. Distributed only under the protection of our registered trade-mark, "Windmill Brand."

SERVICE—As we are in a position to make quick shipments from Spot Stock at Montreal, Quebec and St. John, N.B., we can make immediate shipment as soon as you require fresh supply. If your wholesaler is unable to supply you with Windmill Barbados Molasses, send your order to us, and we will ship direct, charging you through your wholesaler.

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ADVERTISING—Does it pay to advertise? Let us prove it to you by tying up the most intense advertising campaign ever undertaken for Barbados Molasses with your store. We couple up this advertising campaign with every merchant's store who takes on Windmill Barbados Molasses. We have a special service department which attends to effecting a quick sale for Windmill as soon as it arrives in your store. Investigate this service; full explanation on request. When this service begins, your Windmill starts to move to your customers, and you secure not only the molasses business in your neighborhood, but your business in general will improve.

Pure Cane Molasses Co. of Canada
Limited

St. John, N.B.

Montreal, Que.

By Appointment



to H.M. the King

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West

TORONTO



For Cooking or Baking



**It gives the milk
flavor**



**Keeps fresh until the
last particle is used**



**1 lb tin makes 4
quarts of pure
separated Milk**

KLIM

pure pasteurized separated milk in the most convenient form—a dry powder—the purest and safest way to have it.

It makes delicious biscuits, cakes, sauces, and milk soups, and produces satisfactory results in all cooking and baking.

Read the directions. Lift off the cover. Scoop out eight level tablespoonfuls of Klim and place it on top of a pint of water in a bowl. Whip briskly until all is dissolved—it takes just a few seconds. Taste it. You'll be delighted with the natural flavor.

Klim, being powdered separated milk, has no butter fat in it. Butter is added anyway in nearly all recipes—therefore it is more economical to use Klim than fresh milk. It gives the same results as when the housewife uses the top of the bottle of milk for the table and then uses the rest of the milk in the kitchen.

Klim remains fresh and sweet down to the last bit in the tin. Keep it in the kitchen cabinet or wherever it is handy. It does not require ice to keep it.

The generous amount of advertising in magazines and newspapers has made KLIM familiar to thousands, many of whom are your customers. You will find it advisable to carry a generous stock of the three sizes of KLIM—half-pound, pound, and ten-pound tins. Order from your Wholesaler.

The above are some of the things we are telling them.

Repeat our story to the Public.

CANADIAN MILK PRODUCTS LIMITED

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ST. JOHN

319 Craig St. W.,
MONTREAL

132 James Ave. E.,
WINNIPEG

British Columbia Distributors: Kirkland & Rose, 132 Water St., Vancouver

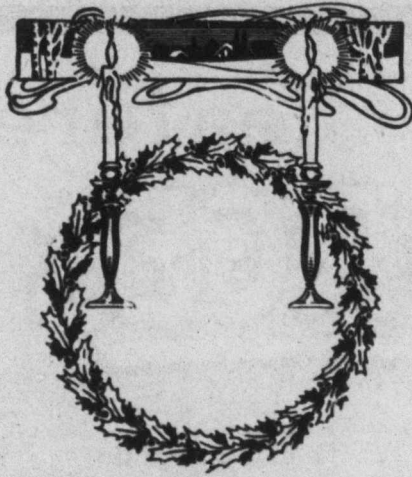
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Christmas Fruits

ORANGES—California Navels
We expect daily arrivals of the finest fruit.

We usually receive a limited quantity of FLORIDA NAVELS. These Oranges run to large sizes, are thin skinned, sweet and juicy.

"DE—LICIOUS, WE'LL SAY THEY ARE"
Place Your Order Now to Avoid Disappointment.



FLORIDA
GRAPE FRUIT
FULL OF JUICE

GRAPES
Cal. Red Emperors—in kegs

APPLES
Extra Fancy Table Fruit in Boxes
Best Ontario Winter Varieties in Barrels

LEMONS
California now selling at very low prices

CRANBERRIES, CELERY, LETTUCE, ETC.

Don't Wait Until the Last Minute. Place Your Order Now With

PETERS, DUNCAN LIMITED

88 Front St. E., TORONTO

Branches: NORTH BAY SUDBURY COBALT TIMMINS

All Colors--All the Time

THAT'S SUNSET

22 FAST COLORS

Pink, Old Rose, Scarlet, Cardinal, Wine, Sand, Yellow, Orange, Light Brown, Dark Brown, Light Blue, Old Blue, Navy, Black, Gray, Taupe, Heliotrope, Purple, Light Green, Dark Green, Mustard, U. S. Olive Drab (Khaki).

We can ship all orders promptly—you need never disappoint a customer by being "out" of Black, Navy Blue or any of the 22 Sunset Colors. Every cake of Sunset sold means many repeats—keep your stock up—don't miss a sale.

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When you get low on any Sunset Colors, order at once through your jobber. He can complete your line promptly because he can get all colors from us without any delay whatever. If, however, you have any trouble in having your order filled, write direct to us—we will be glad to see that you get any Sunset Colors you need immediately.

Ask your jobber for prices and discounts, or write to

HAROLD F. RITCHIE & CO., Ltd., Toronto, Canada

Manufactured by

NORTH AMERICAN DYE CORPORATION, LTD., Toronto, Canada

SUNSET DISPLAY CASE

Sunset Soap Dyes are packed 1 gross assorted in the attractive Display Case, without extra charge, when requested. Insist upon having your first order packed in this way, which keeps Sunset before your trade all the time.

Sunset Soap Dyes

The REAL Dye

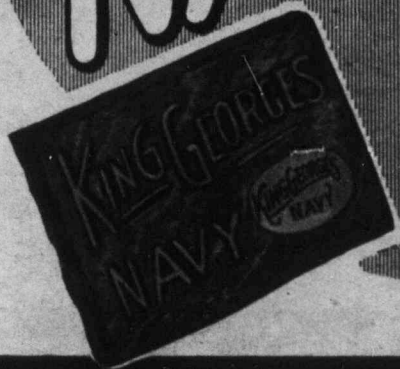
Why You Should Feature

KING GEORGE'S NAVY

**A Favorite with Chewers
Everywhere**

Ask any grocer handling it about the selling value of King George's Navy Chewing Tobacco.

Public approval has placed this palatable chew in the front rank of best selling profit makers. Are you selling it?



Rock City Tobacco Co., Ltd.

**Quebec
and
Winnipeg**

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Quality Goods and Fair, Square Prices

Woodenware It will pay you to get our prices on grocers' sundries, etc., before you place your order. You'll find our quotations low and our quality high. Try us.

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WALTER WOODS & CO.
HAMILTON AND WINNIPEG

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Flour is the Basis of the Cook Book

Ever notice how often flour is mentioned in the cook book? It is the main basis for the majority of the recipes you see there. Cooks can't do much without flour.

Push the sale of flour in your store and encourage the wholesale practice of home baking.

PURITY FLOUR

makes friends for the grocer that recommends it because it is a good, strong flour for bread and bread products and is equally good for pastry and household baking in general. Every time you sell flour you make business in a score of other lines of your stock as advertised in the cook book to go with flour.

Western Canada Flour Mills Co., Limited

HEAD OFFICE: - TORONTO

BRANCHES AT: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg, Goderich, Ottawa, Montreal, St. John



O.K. SAUCE

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



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167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.



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Sells in Cold Weather

There's always something that makes good reasons for keeping Keating's on hand every month in the year. Not a week passes without the need of Keating's* being felt in houses, public buildings, factories, offices, etc. It's sure death every time Keating's comes in proper contact with

Flies Ants Bugs
Fleas Wasps Cockroaches
Mosquitoes Beetles Moths

You can profit by this continuous demand and cash-in on our advertising. Keep your Keating stock complete.

Made by THOMAS KEATING, London, Eng.
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

REMEMBER

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

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

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

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.



A Safe Buy
for Wash day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.

Klaus Swiss Milk Chocolate

"Is again on the market"

After an absence of 5 years this Genuine

Swiss Milk Chocolate

Can be purchased by sending your orders direct to

ANDREW PATTISON

248 St. James St.

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We require representatives for the following Districts:

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Ask the **White Swan** salesman for the Peanut Butter that's "as smooth as a kitten's wrist."

The Peanut Butter that's
"As Smooth as a Kitten's Wrist"

**WHITE SWAN
Peanut Butter**

Only the finest, large, meaty peanuts, roasted to perfection, are used in preparing this superior **White Swan** product. Its rich flavor, even texture and velvety smoothness will appeal to your customers.

Get a sample order—try it yourself at home. If it doesn't make a hit with you we'll miss our guess.

White Swan Spices and Cereals, Limited
TORONTO, CANADA



In Demand Everywhere

McCormick's Jersey Cream Soda Biscuits are made right by careful, experienced, cleanly bakers.

These bakers work amid ideal surroundings, where white tiled walls glisten in abundant sunlight and where cleanliness is the first consideration.

The table popularity of McCormick's Jersey Cream Soda Biscuits and their great demand is due to their superior flavor and crispness, coupled with our persistent national newspaper advertising.

They are the sodas which are in demand everywhere.

McCormick Mfg. Co., Limited, London, Canada

**Branches at : Montreal Ottawa Hamilton Kingston Winnipeg
Calgary Port Arthur St. John, N.B. Vancouver**

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

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIV.

TORONTO, DEC. 3, 1920

No. 49

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"We Are Fishing for Your Business"

The Very Best of Good Fish

LEONARD BRAND

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

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

OYSTERS—In Bulk, Shell and Bottled.

Order from your dealer or direct from

Branches:
Canso, N.S.
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LEONARD FISHERIES, LIMITED
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Montreal, P.Q.
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ECONOMY:—Is being practised to-day by all careful housewives.

Give them the opportunity to practise real economy by stocking **VANILL-EX**—15 times stronger than Vanilla Extract.

1 oz. of **VANILL-EX** is equal in flavoring strength to 1 lb of Extract. Let your Customers save the difference in packing cost.

Order to-day through your Jobber; if he has not got it yet he will get it for you. \$12.00 per case of 4 dozen bottles. Metal display hanger enclosed.

THE CRAWFORD COMPANY
331 ST. ANTOINE ST., MONTREAL, QUE.

Business Data

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

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

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

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

Canadian Press Clipping Service
143-153 University Avenue, Toronto

Santa Claus Chimney

Santa Claus is the great business-builder now. Fix up a Santa Claus Chimney in your window with Red Rose Tea packages. The waxed board cartons make good building blocks for a display of this kind. Incidentally, they will help you sell more tea.



T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

Separated

Drimilk

Powder

is best

for **Cooking**
Baking

THE DRIMILK CO. LTD.

COURTLAND, ONT.

Executive Offices: Spadina Crescent, Toronto

DONALD H. BAIN CO., Winnipeg

Western Distributors



The Strength Is There— So Is The Satisfaction

Those who buy Colman's or Keen's Mustard appreciate the delicious flavor and piquancy for cold meats, salads, etc.

The merchant knows it is impossible to sell better Mustard than these Brands.



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Magor, Son & Co., Limited
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NICHOLSON - RANKIN LTD.

**WHOLESALE
GROCERY BROKERS**

**IMPORTERS
EXPORTERS**

OFFICES - 707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA



CODES
A.S.C. 4176 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES

"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6801

The value of the cereal crop in Western Canada for this year is estimated at a

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.
Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

Wire or write your offers to

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers
WINNIPEG, MANITOBA

Branches: Regina Saskatoon, Sask. Calgary Edmonton, Alberta

CANADIAN GROCER

VOL. XXXIV

TORONTO, DECEMBER 3, 1920

No. 49

Stabilization of Jam Quotations

Further Reduction is Anticipated at the Opening of the New Year
With the Market Situation Following Ruling Steadier—Retailers
Are Well Advised to Have Stocks Fairly Low in Order to Meet
New Price Adjustment.

HAMILTON, December 1 (Staff correspondence). — Jams, like many other grocery commodities, are passing through a period of readjustment which is all the more accentuated by the rapid changes in the price of sugar. Canadian jam manufacturers point out that strawberry and raspberry jams were packed when sugar was at its peak prices, but, notwithstanding this fact prices are on a downward trend. Quotations at the moment are lower than the opening prices on this year's pack, but according to manufacturers these prices mean a considerable loss to them. At present manufacturers are making little effort to sell their goods; that is, they are not forcing sales. Most of the factories are closed but they are taking care of all orders that arrive. The first of the new year will probably see stocks of jams in many retailers' and wholesalers' warehouses fairly well cleaned up and the trade again in a position to buy. Jam manufacturers intimated to Canadian Grocer that a further reduction would take place about the first of the year, and under this circumstance it would be wise for the trade to have their stock of jams fairly low in order to meet the new price adjustment. As jams are composed of 65 per cent. sugar, it can be readily understood why sugar plays such an important factor in the jam industry.

14 Cents Per Pound for Sugar

Manufacturers state that the high price of sugar was caused chiefly by speculators leading the public and manufacturers alike to believe that there was a world shortage and incidentally forcing the market to high levels. They claim that, according to the law of supply and demand, the price of sugar had no reason to go beyond 14 cents per pound. Had this been the case the present depressed condition in trade would not have existed. In the opinion of jam manufacturers the sugar market is now stable and the first of the year will

see jam being offered at a price that will be quite safe for any retailer to buy.

Will Meet Conditions

"We realize that the price tendency is downward," stated W. J. Briggan, of the T. Upton Co., Ltd., Hamilton, Ont., in an interview with Canadian Grocer. "As sugar goes down jam will also be lower, notwithstanding the fact that jams were made this year when sugar was at the highest price. Canadian jam manufacturers are alive to the situation and will meet conditions as they arise. The sugar market is becoming more stabilized and I believe by the first of the year jams will be selling on a basis that will encourage the trade to buy freely."

Never a Sugar Shortage

"Sugar should never have gone higher than 14 cents per pound," stated James Wagstaffe, of Wagstaffe, Ltd. "There never was a shortage, the high prices were caused by a forced market and not by the law of supply and demand. There will be a carry over this year of two million tons of sugar, taking in all parts of the world. The largest component part of jam is sugar, and quantities must be used regardless of the cost. During the past strawberry and raspberry season sugar was selling at the highest price. Consequently those jams cost us a high price to manufacture. Our prices are now lower than the opening and we expect to make a further reduction the first of the year. We are not forcing business, just letting it ride until the new year and by that time I think sugar will be selling on a stabilized basis and we will be in a position to advise the trade that jams will be a safe buy."

Prices Stabilized in New Year

W. H. Skerratt, superintendent of the Furnival-New Ltd., Hamilton, Ont., stated: "Our strawberry and raspberry jams were packed this year when sugar was costing the highest prices. In fact

most of the strawberry was made with sugar costing around 20 cents per pound. But as sugar commenced to come down we reduced prices on jams as it is our policy to follow the sugar market. We expect by the first of the year both sugar and jam prices will be stabilized and the trade can safely buy jams without any fear of losing money."

One manufacturer stated that the present low tariff on jams imported from Great Britain permitted jams to be laid down in Canada at a lower price than they could be manufactured for in Canada, and he thought it right and just that the protective tariff should be large enough to protect Canadian manufacturers from bearing a loss through being compelled to meet the competition of the imported goods. "Why, just think," he stated, "we can go over to England, manufacture jams, and ship them here at 7½ cents per pound lower than we can manufacture them here."

Asked on the present situation in regard to jams, he said: "The irregular condition of the sugar market is causing practically the same condition in the jam situation. The sugar market, however, is gradually becoming stable and the first of the year will see jams selling to the trade on a basis that will be quite safe to the buyer."

Jam Manufacturers Appear Before the Tariff Board

Senator E. D. Smith, of E. D. Smith & Son, Winona, Ont., in addressing the tariff commission in Hamilton the other day, reviewed the jam situation at some length. In part, he referred to the return of British competition in the jam trade, and described as visionary the proposals of the Canadian Council of Agriculture for free trade with Great Britain. He was equally critical of the

item in their platform recommending free trade in all foodstuffs. He asserted that labor in Britain to-day costs only half as much as in Canada, and sugar, glass and tins were all cheaper in Britain than in this country. He stated that his son went to England in 1914 to establish a factory. The cost in 1914 of the fruit and sugar required to make 100 pounds of strawberry jam was \$5.85 in England as compared with \$9.75 in Canada. It was also a fact, Mr. Smith stated, that the freight rate per 100 pounds was only 11 cents dearer from Bristol to Winnipeg

than from Winona. The result was that jam from the Old Country could be laid down in Winnipeg a cent per pound cheaper than jam of exactly similar quality made in the factory at Winona.

The situation as far as the Canadian manufacturers were concerned, Mr. Smith added, had been further aggravated by the position of the exchange and that British competitors were able to land jam in this country at a price of 8 cents per pound less than the cost of production here. He argued that the existing duties were only on an 11 per cent.

basis, which was half the average rate of duty, and intimated that the present duty should really be duplicated to save many of the Canadian manufacturers.

James Wagstaffe, of Wagstaffe, Ltd., Hamilton, corroborated much of the evidence of Senator Smith. In support of their patrons three fruit growers, Mr. Livingston of Grimsby, J. P. Bridgeman, Winona, and Hudson Husher, manager of a fruit growers' association, all insisted on the need for the retention of the duties on fruit.

Increasing Sales of Christmas Lines

Hood and Bernalick, Guelph, Ont., Make the Most of the Opportunity to Sell During the Christmas Season Lines That Are Not Regularly Called For—Sell Over 500 Pounds of Bulk Chocolates and Cream Candies—Making Sales of Candied Cherries at This Time.

LAST week we advised our customers through the medium of our advertisement to get their supplies for Christmas baking, and this week, we are showing raisins, currants, nuts and peels in our window," remarked Mr. Hood, of Hood & Bernalick, Guelph, Ont., the other day to a Canadian Grocer representative. "These lines are now selling well," he continued. "There has been a brisk inquiry for these goods, and we are anticipating quite as good a Christmas trade, as in past years."

The Christmas Opportunity

Discussing the sale of specialties during the Christmas season, Canadian Grocer learned something of what this firm has done in the way of increasing sales during the few weeks preceding Christmas. "It is a splendid opportunity for the sale of goods apart from the regular lines called for every day," Mr. Hood added. "In order to get our Christmas business started, we very often make a leader of a certain line, like seeded raisins for instance. Announcing a special price on them, we get the people coming with their orders for Christmas raisins. Having purchased them at a specially good figure, we are able to sell them at an attractive price, and at the same time reap a good profit. A line at a special price like this, I have found, brings business to the store, not only in the particular article advertised, but also very often means the sale of other goods. For the Christmas business we carry a great many lines that we have found, are big sellers with the public."

At the time of the visit of the Canadian Grocer representative last week, the firm was showing in the window raisins and currants, figs, malaga grapes, mincemeat, almond paste, ground and shelled almonds, a certain powdered milk and glace cherries. The window

was attractively laid out, and coupled with the advertisement in the daily press, was getting good results.

Sales of Almond Paste

"Last year we sold three dozen packages of that almond paste," Mr. Hood remarked, pointing to the line in the window that was being shown. "It has taken well with the public, but of course only really sells freely at this season. It is just for the Christmas trade that we carry it, but it certainly took well last year. We also carry ground almonds manufactured by an Old Country firm, that sell well."

Over 500 Lbs. of Candy

"Glace cherries have also become a popular line for Christmas selling," remarked Mr. Hood. "We only show them for about six weeks around Christmas time. We buy them in tins containing seven and a half pounds. Of course we sell them in small quantities, but our sales last year amounted to something like twenty-five tins."

A number of other special lines for the festive period are also stocked in Hood & Bernalick's store. Candies of a high-grade kind are sold at this time. Sales of bulk candies, that is chiefly chocolates and creams, totalled more than five hundred pounds last year, in the two weeks preceding Christmas. This firm also has

a very fine china department, where all kinds of fancy chinaware, dinner and tea sets, and such like are sold. The display on the second floor is an attractive one, and brings many people to Hood & Bernalick's store. Particularly in the Christmas shopping period it is filled with people. To reach the china department of course one has to pass through the grocery section. It is here that the value of display has been much impressed on the members of the firm. People who have only come into the store to buy china, are tempted by some nice display of special lines in the grocery department. The firm has taken every advantage of this feature, and china has in a good many instances been responsible for the gaining of new customers. Silent salesmen are conveniently and prominently situated in the store, and two showing specialties in groceries, Mr. Hood declares, sell a lot of goods for him. The candies are shown in one, and the other one is utilized for the display of special lines. "A good display will sell a lot of goods, Mr. Hood remarked, whether it is Christmas lines or any other goods. Consequently we are making the best of display, and getting the maximum in the way of results. We change our windows every week, and displays in the store as well are constantly being renewed."

A Large Turnover

The turnover in the Hood & Bernalick store is a large one, aggregating over two hundred thousand annually. The firm uses advertising space in the daily papers all the time, and believe it an important factor in their sales building plans. Increasing sales during the Christmas season are given a good deal of attention, and clerks are urged to put real salesmanship into the sale of lines that are particularly popular at this time.



Wines Featured in This Christmas Window Display

A Good Selling Display—One That is Not Crowded, Which Permits Each Article to Stand Out—Holly Wreaths and Red Paper Bells Used for Decorating



THE above illustration is a reproduction of the Christmas window display of J. H. Wells, Grimsby, Ont., which was used during last Christmas season.

The feature of this window is the prominence given to wines and other bottled goods that are adapted to the Christmas season.

J. E. Wells has realized that wines are a splendid Christmas line and takes every opportunity to create sales on this article that shows the merchant such a good profit.

Other lines displayed are baskets of various kinds of nuts which are arranged on each side of the centre piece, made with a large box of layer figs.

Across the full length of the window is a shelf covered with red crepe paper, upon which are displayed bottles of wines, pickles and barley sugar. On each end of the shelf is a fancy basket filled with oranges.

The background is made up with a trellis painted white and forming an arch upon which are hung Santa Claus stockings. Between the arch are strung holly wreaths and red paper bells.

Sells 180 Bottles of Wines in 2 Days

One Merchant Displays Wines a Week Previous to Christmas Day and Gets a Surprise—Another Merchant Displays Ginger Ale the Year Round and Builds a Steady Business—The Yuletide Season an Opportune Time to Develop Sales of Wines and Other Light Beverages.

ONE week prior to Christmas Day of last year a merchant in a Western Ontario town dressed a window with wines and in two days sold fifteen dozen or 180 bottles. This merchant stated to Canadian Grocer that he immediately telegraphed the firm from whom he purchased the wines to ship another order, but the firm wired back and said they regretted that they were unable to make shipment until after the first of the year.

"We could have sold three times the amount we did, if he had the goods," he added. "This was the first year that we ever tried to push a line like this. Of course we always kept a few bottles around the store, but considered wines as just one of those lines that it was necessary to have in stock, because a customer occasionally asked for it. Last year I decided to find out if wines could be sold in any quantity if a little effort

was put behind them. I dressed one window entirely with the wines, piling them up in the form of a pyramid, using pieces of plate glass between the layers. Red and green crepe paper and sprigs of holly were used for decorating to give the trim a Christmas atmosphere. I also placed on the centre pile a card reading 'Christmas Wines.' The result was far beyond my expectations. People were buying two and three bottles at a time and in two days the entire lot of fifteen dozen bottles was sold and Christmas week yet to come with naturally the heaviest buying. We could not get any more from the manufacturer until after the first of the year, and it was too late to order from another firm."

A Profitable Line to Sell

It is true, as this merchant states, that wines are stocked by some merchants more as an accommodation line

than as a real piece of merchandise. It is a line however that can be sold in large quantities if a little extra effort is made to create sales. Then there is the profit to be considered. This merchant said that on every bottle he sold he made a profit of 16 cents.

Wines, grape juice, ginger ale and other beverages are lines that could be sold every month in the year. A window display of these lines will help to stimulate sales. A few bottles placed on the counter or in some other conspicuous place in the store will arouse the customer's interest.

Suggest the possibility of grape juice as an added feature to the evening when a few friends drop in for a game of cards. There are so many ways of serving grape juice that the merchant has many opportunities of making a sale.

There is a merchant in London, Ont.,
(Continued on page 43)

Drink to the Health of Them All

Christmas Wines

These are full-flavored and mellow, but are unfermented so that even the youngest can respond to the toast.

Layer Table Raisins

There is a vast difference in table raisins. We sell only the choicest, meatiest fruit.

One pound packages also in wooden boxes containing three pounds and about five pounds.

Nuts in the Shell

These are all this season's nuts and are exceptionally fine. There is no disappointment when you crack them. Almonds, Walnuts, Brazils, Pecans.

Our Telephone is at your service. Just call up 4600.

Jones & Company

Everyone Likes Almond Icing

We have it all ready to put on your Christmas Cake. Put up in half and pound packages.

WINTERGREEN BERRIES and Silver Dragees for Decorating the Cake.

Ground Almonds for making Macaroons.

JORDAN ALMONDS

These are an extra fine quality, especially adapted for salting.

Glaze Cherries in half and pound boxes, also in bulk.

Crystallized Cherries in half pound boxes.

Cherries in Maraschino, red, white and green bottles in three sizes.

Glaze Pineapple Rings in bulk.

Telephone 4600

Jones & Company

Every Boy and Girl would be delighted to get a

Santa Claus Stocking

filled with a good assortment of toys. Many sizes to suit many sized boys and girls.

Our Assortment of

Christmas Crackers

was never so varied or so interesting. Just the thing to put the finishing touch to the happy Yuletide gathering. There are Boy Scout Crackers, Japanese Toys and Curios, Musicales Crackers, Jewelry, Hats and Caps. Over two hundred varieties to choose from.

Christmas Cake and Plum Pudding

Only the finest of fruits, peels, nuts and other good things are used in the making of these goods. Telephone 4600 and your order will have careful attention.

Jones & Company

Planning the Layout of a New Store

Stratford Merchant is seeking Suggestions as to the Best Plans to Pursue in Arranging His New Store—Canadian Grocer Offers Two Suggestions, as Illustrated in Accompanying Designs.

THE following letter was received by Canadian Grocer from A. R. Latter, Stratford, Ont. Mr. Latter is building a new store and will be glad to receive suggestions as to the best way to lay it out, using the fixtures he has in his old store and adding new furniture as required. We illustrate herewith two suggestions and will gladly welcome any other ideas. The layout of a store is an important subject, so send along your suggestions.
 Editor, Canadian Grocer.

"I receive so much good advice and practical suggestions from Canadian Grocer that I am going to apply for still more help from the same source. I am enclosing a floor plan of my new store now being built. It is drawn to a scale of 1/4 in. to 1 ft. You will see that the outside measurements are 38 ft. by 25 ft. 4 in. It has a corner entrance with plate glass windows at each side. At the rear is a store room and stairs to basement. All boxes, crates, etc., will

be taken in at rear door. There is also provision for a small office and another stairs to basement under the stairs leading up to living rooms above.

"What I want to know is how best to arrange the furniture I now have. What new furniture I should have, and what kind of shelving and where it should be placed (nearly all of this must be new).

"My present furniture consists of one 10 ft. 6 in. grocery counter, one 8 ft. refrigerator 4 ft. wide, a high cabinet 27 ins. wide for bread and fresh bakers' cakes (this is the best profit-producing piece of furniture in the store), and fruit or vegetable display bins 6 ft. long by 4 ft. high.

"Being a 'neighborhood' store, quite a distance from the up-town stores, we carry quite a varied stock besides groceries, such as patent medicines, toys,

railwaymen's mitts and gloves, aprons, smallwares, hosiery, etc., and a small assortment of graniteware. In fact it is difficult to keep from carrying a general store stock.

"Now, Mr. Editor, with these facts in hand, will some of your experts or some of your readers give me hints or suggestions or definite plans as to how best to arrange my store?"

"Yours truly,
 "A. R. LATTER."

One Layout Described

In planning the layout of a store it is well to take into consideration the fact that there are certain lines that sell without a great deal of effort. These lines should therefore be placed farthest back so that customers entering the store to buy these lines are compelled to travel the entire length of the store and face a battery of other lines in order to make their purchase.

In illustration No. 1, we have the floor

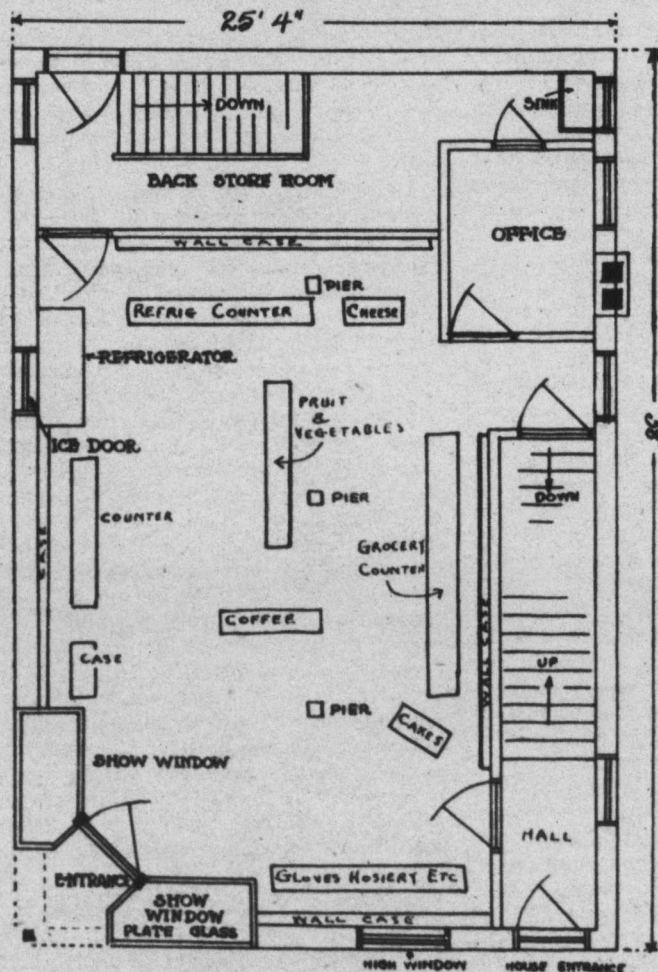


Fig. 1—The original floor plan of A. R. Latter's store, Stratford, Ont., with suggestions for layout of store furniture.

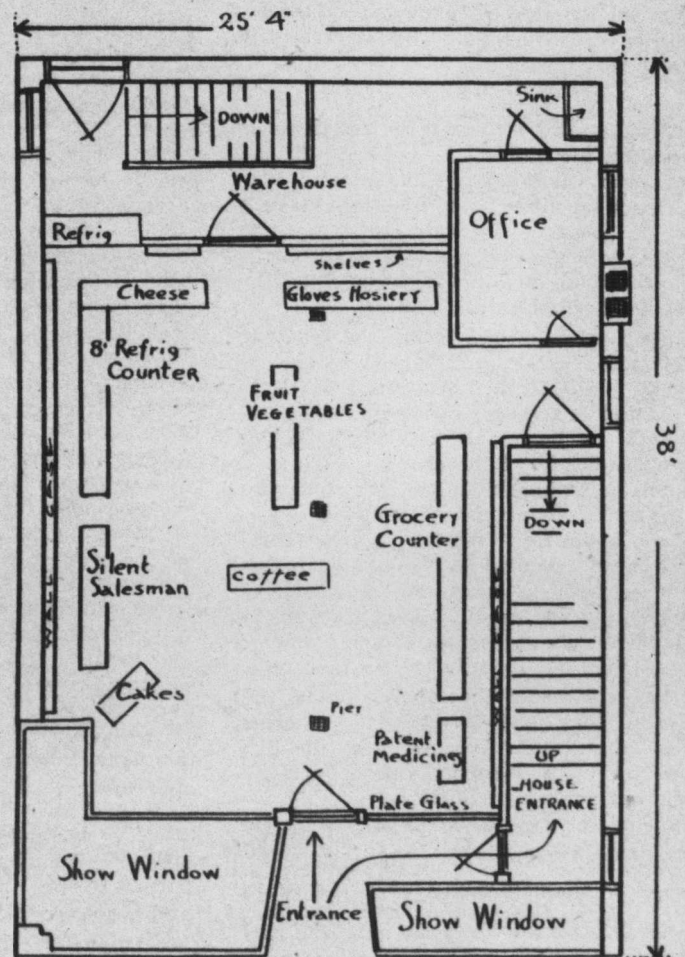


Fig. 2—Suggestion for floor plan and layout of furniture. Showing the changes made in the front to give more window space for display purposes.

plan as submitted by A. R. Latter with his fixtures arranged as suggested by Canadian Grocer. Upon entering the store one is greeted by the cake display. Fresh pastry, cakes and bread, are lines that show a good profit because they mean a rapid turnover. They are also lines that should be moved every day, otherwise they become stale and a loss is incurred. Therefore this case is placed in such a position that it will attract the attention of people when they first enter the store. Patent medicines and toilet soaps are articles that need a great deal of prominence in a grocery store if they are to show a profitable investment. The case for these lines is located on the left side of the store near the entrance. On this same side, following the patent medicines is a counter with the 6 foot silent salesman on top. This could be used for displaying boxes of chocolates, candies or other fancy lines. The shelves to the rear of these cases are fitted up with bins beneath, which could be used for the teas; if this is done then the silent salesman could be used for showing condensed milk, cocoa, and prepared coffee.

On the opposite side of the store is the grocery department. The wall case being fitted with bins to contain bulk goods such as rice, tapioca, cereals, icing sugar, prunes, and other dried fruits. The front end of this wall case, that is, the portion that is immediately behind the cake case is fitted up as a biscuit cabinet.

Meat Display at Rear

In the rear is placed the refrigerator counter for the meat display. If the business carries fresh meats and considerable poultry, the wall to the back of this counter could be fitted up with meat racks, otherwise this space is to be fitted up with shelves and used for canned vegetables and fish.

In the centre and facing the front of the store is located the coffee department. This counter has bins beneath, to hold the coffee beans and also compartments for bags. On top of the coffee counter is placed the electric mill and a small pair of scales. The idea of having the coffee department stand out separately is the fact that people are becoming more educated to the use of coffee, and as coffee is a line that assists very materially in rapidly building up a steady business, besides showing a good profit, it is well to make it a feature.

According to the above letter, the Latter store handles railwaymen's gloves and mitts. Now as men as a rule like to drop into a store, make their purchase and out again as quickly as possible, we have placed this department just inside the front entrance.

Window Display the Eye of the Store

In illustration No. 2 we have changed the plan of the store somewhat, especially the front. The original plan shows a brick wall facing the street. This, to

our idea, is a waste of opportunity. The most valuable part of a store is the frontage, that is what is paid for, or in other words you are charged for the space that is on the street line. That being the case, why build a solid brick wall on it? Why not make it glass so that people can see what the store has to sell? It is a recognized fact that the more goods that can be shown, the greater turnover. Goods hidden in the back warehouse, under the counter, or behind a brick wall, will create no interest in the mind of a customer. They must be displayed in order to sell them at a profit.

An Unbroken Wall

In this plan we have also placed the re-



GOODS WILL MOVE IF PRICE IS RIGHT WAR PRICES AND WAR PROFITS ARE PAST

THE final chapters in the industrial liquidation are now being written. The retailers are at last falling into line, and where they have shown a disposition to meet their customers' views as to prices, they have demonstrated that there is an enormous latent purchasing power. There is no doubt of the ability to move goods into the hands of final consumers, provided the price is right. It should not take long to clean up present stocks once the retailers, generally, adopt the policy that the leaders have already started. Then will follow the replacement of stocks which, thanks to heavy reductions in price by manufacturers, can be done to good advantage. Of course, all this means that war prices and war profits have gone for good. All must disabuse themselves of the idea that these can be retained at any stage. But the point is, first, that there is now promise that the period of industrial recession will be comparatively short-lived and secondly, that even what used to be considered normal profits would, in the large majority of cases, amply support present stock prices. In this way Hayden, Stone & Co. review the market situation in their weekly letter.

Even the most stubborn of the obstacles to a return to healthy active conditions is beginning to give way, they continue. We allude to the question of wages. During the war period, these were largely paid out of capital. Of course, this could not long continue without complete disaster. Henceforth, they will be paid according to the ability of industries to meet them. It will be, in

frigerator at the rear with the front only showing in the store. This idea gives an unbroken wall the entire length of the store and also permits the refrigerator being filled from the back store room. This keeps all muss out of the store when the refrigerator is being filled just the same as having the ice door built in the wall and opening on to the street as suggested in illustration No. 1.

The door leading into the warehouse is placed in the centre, which will be found very convenient, especially if the door has swing hinges. The door leading into the office we have also changed. This is to allow the corner of the office to be built similar to a high desk or counter which is convenient to customers when settling their accounts.

the end, more satisfactory to be assured of a certain wage, even if less in dollars and cents, that will have a purchasing power equal to a normally higher but actually far more uncertain remuneration.

There is, however, one rather disturbing thought; our prosperity in the last five years has been largely based on Europe's demand for our goods, at abnormal prices. This demand will, henceforth, not only be radically diminished, but will be replaced by the ability of Europe to compete in our own markets. Even after severe markdowns, our prices will be very attractive to European producers, especially on present exchange rates. Europe still owes us enormous debts. These cannot be paid in money; they must be met with goods. Whether it is better to let these goods in at such prices as to jeopardize our own manufacturers, or to protect them against this influx, even if to do so it may be necessary to forego payment of this debt, is a deep economic problem, which it is hardly the function of this letter to take up, but the mere fact that such a problem exists emphasizes that world competition is being rapidly restored and that some outlet must be found for our own goods, as our productive capacity is probably well in excess of our own needs. We mention this to bring out the fact that while it is to be hoped that industry will, in the course of a few months, be again fairly active, the element of competition will be very prominent and the margin of profit correspondingly small.

Well Equipped Stores Draw Trade

Nothing is More Attractive Than Fine Foods, Displayed as to Be Free From Dust and Dirt—Good Equipment Means That Almost the Entire Stock Can Be Placed on View.

By HENRY JOHNSON, Jr.

EVERY time I go into a well equipped grocery store I think what a fascinatingly interesting place it is. Nobody can find time hanging heavy on his hands who can wander about inspecting foods and household goods which are well displayed. A great contrast is notable between fixtures made, say, thirty years ago and those installed within the past five to ten years. The older style fixtures were largely given up to mirrors. The new styles give the utmost prominence to the goods themselves. And what can be more attractive than fine foods displayed so as to be free from dust and dirt?

In the old, haphazard days, we used to have dates lying in an open box on the counter. Customers used to help themselves to samples, and then sometimes they would buy. That part of it was good. But trouble was that many—O, very many!—would take the samples very liberally and buy nothing.

Moreover, that was a filthy way to handle dates. The fruit was sticky. Dirt, dust, flies—everything—stuck to it. A fussy grocer would have only one recourse. He could wash the surface of the fruit every day or two. In doing that he washed away considerable weight and sweetness, and at that his fruit was only surface clean. Finally, the counter space was limited. Only one or at most two items could thus be displayed. There was rotation of dates, prunes, apricots, raisins, prunelles, peaches. Each as it was shown was sampled and sold—or at least it was sampled! But only a limited representation of what we had to sell could be exhibited at once.

Almost the Entire Stock on View

Today the glass-faced bins, the drawers with display fronts, the counters provided with shallow show-cases on top and other up-to-the-minute equipment provide space wherein practically all the fine things can be shown to the best possible advantage, fully protected, safe from all but the boldest samplers, yet so placed that anyone with eyes cannot choose but see.

What this may mean can be illustrated by the development of the shelled nut business in one grocery store.

It was not an unusual store, but the men who ran it were unusual in that they were ever on the alert to develop new outlets and increase the sale of profit-paying, business-getting goods. They had centered strongly on shelled nuts for a considerable time. These were displayed in glass jars that were always on the counter, always in sight, always scrupulously clean and shining.

So their sales of nut meats grew to rather large proportions.

They got a fixture made, as their sales grew big, in which was a series of boxes set one above another and all slanted slightly toward the front. The boxes were covered with hinged covers of plate glass framed in wood. Each box would hold around 25 pounds of nut meats. There were five boxes, so they were able to show walnuts, pecans, Jordan and Valencia almonds and in the last box hickory meats and filberts in two compartments. It was amazing how that business developed under the sales-pulling power of that display stuck literally under the nose of each visitor to the store. Yet the sampling was so limited as to be negligible.

If you will think of what advantage there is to you in thus having silent salesmen standing at attention, unobtrusively thrusting forward your profitable wares for every customer to see, and each item shown to the utmost advantage, you will be able to see what a wonderful economy a set of modern fixtures are for any store.

Well Fitted Stores Still the Exception

Notwithstanding the vast improvement that has taken place in grocery stores during the last few years, it still is a fact that the well equipped store is the exception. This is so true that anyone going about the country can think back on the few stores he has seen that are thoroughly outfitted. Such stores are as oases in the desert of the dull commonplace of disordered monotony. For it is true as gospel that stores which are not properly outfitted are today too filthy to be worthy the trade they get.

Everywhere I see them. Everywhere I find the man who is reputed to have "the best trade in town"—save the mark!—idly standing behind his disordered counter, near a scale that has not been cleaned in months, leaning against a counter-shelf that is a maze of mixed merchandise and dirt; and I always wonder what would happen to that man if some live, conscientious, up-to-date grocer should happen to select that town for a location. Also I do not wonder that the chain stores, with their standardized stocks and equipment, are winning in so many communities. They would have my trade every time in preference to that of the slovenly grocer who today does not work for any greater prosperity than he has but who talks a lot about "unfair competition!"

It is not in the big cities that one finds the best stores. Or, to put it another way, no man needs to feel that because

he is in a small town he cannot have a fine store and make money out of it. Ask John E. Heisman, in a little town in the West, whose store is a model that no man anywhere need hesitate to pattern after. I mention this instance because it is in a town which is anything but wakeful or encouraging. Yet this merchant enjoys prosperity with a big P. Consistently he is busy. Steadily he makes money. And his goods are well displayed, clean, accessible and safe from samplers.

Conservation of Quality and Character

All of this is accomplished by modern equipment while at the same time the wastes under which slipshod merchants suffer are obviated. Goods not exposed to the air do not shrink so rapidly as those which are kept open. This is particularly true in winter, in sections where heat is necessary. The dry heat of stove or steam pipe robs the atmosphere of its moisture. The air draws to itself all humidity and thus robs whatever is exposed of weight for which you have paid hard earned dollars.

With moisture goes flavor. So through the deterioration of quality you lose at both ends of the process; for you cannot expect customers to return for further supplies of flavorless foods.

It might seem needless to speak of the damage by insects, vermin and animals were it not that in so many stores things are at this date left as exposed as the law allows. Such exposure is so costly to you that its saving would pay liberal interest and cover depreciation on any outfit you would be likely to buy, to say nothing of the other benefits to be derived from such fittings.

In southern sections, merchants are frank to say that all the profits from peanut sales are lost because of promiscuous sampling of the open receptacle.

All of these considerations have not touched the final, most important and most costly disadvantage of not having modern equipment. That is the needless steps you take to get at things widely and illogically scattered throughout the store. Where things are properly stored in compact space under the eye of the customer and in the immediate vicinity of the front counter, enough time is saved to pay for the entire outfit every year. This can be demonstrated in figures. I have demonstrated it in these columns already.

That all this is tangible and practical can be established by anybody who has his eyes open to what lies around him. You may choose any town and if you will

(Continued on page 53)

Financing Export Shipments



Various Methods Used Are Described by One Who Has Been in Export Business.

Payment by Draft the Most Commonly Used Procedure—Meaning of Different Terms.

Written for Canadian Grocer by C. M. MUTCH

THERE are no doubt to-day Canadian manufacturers who are making a quality product for which there is a reasonable domestic demand, but feel if their fields were enlarged they could manufacture in larger quantities at a lower cost. They have products for which they have received foreign enquiries, and which they would like to market abroad but perhaps have hesitated on account of not being sufficiently in touch with export markets and procedure, or have felt unable to finance the business. The object of this article is to endeavor to give to the smaller manufacturer having an export demand a few methods used by exporting houses when quoting terms to foreign buyers and when financing foreign shipments.

Canadian Grocer is constantly receiving enquiries from foreign houses asking to be placed in touch with sources of supply on different Canadian food products and assuming the export demand is presented, how is the manufacturer to quote in such a way as to interest the buyer and also protect himself? Manufacturers are all familiar with the charges and time involved in delivering their goods by rail to points in Canada and the United States and make their quotations and terms of payment accordingly. But it is the export business which includes using a steamer instead of a freight car, that seems to cause the difficulties. The difficulties, however, are not of such a nature that they cannot be overcome and the smaller manufacturer who believes in his product might be well repaid by making himself more familiar with the export machinery that is provided for his use and endeavor to turn it to his own advantage. The Department of Trade and Commerce at Ottawa have much information covering export procedure which is at the service of any manufacturer in Canada.

The Matter of Exchange

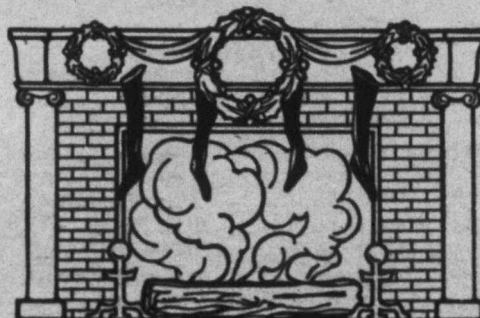
The foreign buyer often requests quotations in his own currency for the goods delivered to his nearest port. The question of currency brings up the problem of foreign exchange which at this particular time is a somewhat complicated one, and we believe the manufacturer

who is not thoroughly conversant with the effects of a fluctuating exchange market, would for the meantime at least be well advised in confining his quotations to his own currency, leaving the profit or loss on the exchange to the buyer. Before making any quotation the exporter would satisfy himself as to the responsibility of the buyer and under what terms he could afford to sell him and what arrangements, if any, he would have to make to finance the order.

Since 1914 the banking facilities offered by our Canadian banks have been greatly increased and today there is nothing difficult or complicated in financing a legitimate export business. During the war, new terms and other methods were used by both bankers and manufacturers and today we have banking terms that may be confusing. But generally speaking the systems of conducting an export business are identical with the ordinary manufacturer's domestic business, viz., for cash, on open or restricted credit or by "collection by draft."

Seller's Market Meant Cash

The method of requesting cash with the order was used extensively during the war when there was a shortage of goods and where business was conducted in a "seller's market." In a buyer's market as we have today, or in a normal market it is not always a practical method. Most cash sales are carried through by the importer of the goods arranging with his own bank to pay to the exporter through the bank's agents in the country of the exporter, a certain specified amount (the sale price) when certain specified conditions have been



complied with by the exporter. The ability of the buyer to make this kind of an arrangement depends largely upon his standing with his own bank. He might not necessarily put up the cash, but if his credit is good his bank would give assurance of payment, charging him with interest and commission. The exporter has, however, definite assurance from a responsible agent or bank that when he has complied with certain clearly defined conditions he will receive his money. This is known as a "Confirmed Letter of Credit" and enables the manufacturer to proceed with assurance of payment usually before the goods leave the country, and also permits him to finance on that assurance, dependent of course on his ability to fulfil the conditions of his "Letter of Credit." This arrangement, however, increases the cost of the goods to the buyer. He may have to arrange it when the exchange is very much against him, and might prefer to wait hoping for a more favorable exchange rate; or if his credit is fully employed it may necessitate placing with his bank additional securities or cash. In any event he has to pay interest and commission and if he is known to be responsible he may resent having to pay the additional charges and place his business where he can secure more favorable terms.

In shipping goods to foreign countries on open accounts the exporter, unless he has had a very satisfactory experience with that particular customer, may be unnecessarily encouraging losses. A manufacturer might feel highly flattered to think a merchant in South America whom he does not know desires to buy his goods and might proceed to ship. But unless he knows under what conditions he is shipping, and the hazards he is assuming, it is not at all unlikely that the transaction would turn out to be an unprofitable one. Open accounts or open credits are for the exporter who has been many years in the business—and he carries very few of them.

Draft Method Predominates

The great percentage of foreign business is conducted by the "Collection by Draft" method. Only it is known as

"Bills of Exchange." A bill of exchange is defined as "an unconditional order in writing addressed by one person to another signed by the person giving it and requiring the person to whom it is addressed to pay on demand or at a fixed date or determinable future time a certain sum in money to the order of a specific person or bearer."

Bills of exchange have a very definite place in all export and international financing. Space does not permit going into detail in all their various forms and uses. Their particular form is usually the banker's concern, but the exporter should be familiar with them. They are generally drawn "at sight" or so many days "after sight." Endorsed by the drawer they become bearer instruments to which the documents including bills of lading, insurance certificate, invoices, etc., are attached and which represent ownership of the goods shipped. The exporter may sell his draft which represents his bill against the buyer to his own bank or he may sell it on the open market with his instructions, which really are his conditions of sale, attached to the bill.

In this way he realizes, depending on his standing, practically the full amount of his account against the buyer and uses the money to continue his business. He has the assurance that the holder of the draft, who is really acting as his agent, does not lose possession of the goods until the draft has been paid or his contract of sale carried out. This might include handing over possession of the goods to the buyer on his "acceptance" of the draft, which practically becomes a promise to pay and is known as "Documents on Acceptance" (D/A), or it might mean the buyer was not to receive possession of the goods until the bill is paid in full, which would be "Documents on Payment" (D/P). In this way the exporter can realize by the sale of the draft to the bank on his account against the buyer and retain control of his goods until the buyer has fulfilled his end of the contract. The exporter, of course, must remember if the buyer does not meet his bills the bank looks to him for payment.

Get Banker's Advice

In all methods of financing export shipments, the exporter should endeavor to secure the advice, assistance and co-operation of his bankers. They may save him from many pitfalls and assist him in arriving at satisfactory working methods. The bank is, or should be familiar with the different methods of collection in different countries and is also in a position to assist in securing reliable information as to the character and responsibility of the buyer. If the smaller manufacturer will use the same precautions in dealing with his export accounts or inquiries that he does with his domestic business, and study the requirements of some of the foreign markets he need have no hesitation in tackling export business either on his own account with

the banker's co-operation or through one of several Canadian export commission houses. He would of course study his product and know if there is a market in a given territory outside of any demand a particular buyer may have. If it is a food product, that the food or preparation does in itself satisfy the pure food requirements of that particular country and that the trade mark, label or any published descriptive matter is in order; also that he is permitted to ship out of his own country and that there are no

restrictions against him in foreign markets. In other words, he determines if he has a marketable product that can be traded in and for which there is a reasonable demand.

In financing the export shipment the closest attention must be given to details and as far as it is possible to do so with safety. The exporter should endeavor to comply in every possible way with the wishes of his foreign buyer. Opportunities are always open to the manufacturer who studies the field.

JAMAICA LIKES TREATY

Kingston, Jamaica.—The first impression created here by the publication of the trade agreement between Canada and the British West Indies is considered to be that Canada has made a fair and even a generous offer by giving a preference to articles of export so important to this island as are sugar, cocoa-beans, coconuts, and rum. The one shilling preference on each bag of flour from Canada is undoubtedly generally favorable. It is agreed to as the most effective and handy method of preference, and as likely to stimulate the trade in flour with Canada, which has been growing during recent years. It is not considered likely, however, that this reduction of duty will reach the consumer.

OPPORTUNITIES IN TRINIDAD

Port of Spain, Trinidad. — The local Government announces a revision of the Customs tariffs under arrangements made with Canada for granting preference to her products, according to the decision reached at the recent Ottawa conference. Under the new revision all foodstuffs and cattle feeds produced in the British Dominions are made free of duty, as are also British-produced machinery and certain cotton goods and glassware.

The duty on United States foodstuffs is now 50 per cent. more than that on similar Canadian products.

The new tariff provides for the imposition of duties ad valorem, the goods being assessed for duty at the exchange rates instead of at par.

THE PROBLEM OF THE EXPORTER

"South African importers," says W. J. Egan, Canada's trade commissioner, "are anxious to purchase their requirements from Canada rather than the States. But to secure this trade Canada's manufacturers and shippers must go after it just as they go after their home business, with values as good as their competitors', remembering always that in overseas trade they are competing with manufacturers from every part of the world. And in connection with such effort it is essential that part of the manufacturers' output should be allotted for export, so that the oversea buyer may depend upon obtaining his supplies no matter what the passing phase of the home market may be."

MARKET FOR WOOD CLOTHES PEGS

Melbourne, Australia.—Large quantities of imported wood clothes pegs are annually required in Australia and are practically all supplied by United States manufacturers.

Leading Australian importers are desirous of getting into touch with Canadian manufacturers of these pegs and with approved samples and competitive quotations a very large business can be secured. For instance, one importing house alone is prepared to purchase from one to five carloads in each order and (provided the first bulk shipment landed satisfactorily), would enter into a contract for two or three years to purchase specified quantities in regular shipments.

CANADIAN GOODS IN JAPAN

A. E. Bryan, Canadian Government Trade Commissioner, Yokohama, Japan, reports that an important British firm long established in Japan, is now giving special attention to Canadian products and is publishing display advertisements regarding them in the newspapers of Yokohama and Tokyo.

WHAT THE WEST INDIES IS BUYING FROM US

The table below gives some interesting information on what Montserrat, B.W.I., purchased from Canada in 1918-19. In regard to dried fish, the figures are very favorable, showing that out of a total import of £2,281, Canada supplied £2,002. In pickled fish a higher percentage was even obtained, the total import being £447, and the Canadian £441. In regard to flour, out of a total quantity of 3,188 bags, Canada contributed 2,975 bags, or nearly the whole import.

	Total Import	Canadian Import
Cheese, lbs.	2,970	2,113
Cordage and twine, cwt.	105	68
Fish, dried, cwt.	845	729
Do., pickled, bbls.	163	159
Flour, bags	3,188	2,975
Sugar, refined, lbs.	36,487	4,811
Tobacco, lbs.	8,644	1,280

Canned Fish Going to Australia

Australia imported fish from Canada in 1918-19 as follows:

Fish—	1918-19
Fresh or in cold process.....	\$ 3,274
Preserved, in tins	184,970
Unspecified, n.e.i.	857
Potted	28
Smoked or dried (not salted).....	314

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
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Vol. XXXIV. TORONTO, DECEMBER 3, 1920 No. 49

UNFAIR COMPETITION

THE City of Hamilton has entered into competition with the dealers of that city who buy and sell potatoes. The city, on the assumption that profiteering in potatoes is going on, has undertaken to buy potatoes, selling them direct from the cars to the citizens at cost. Already several cars have been disposed of in this way.

Now Canadian Grocer is holding no brief for the profiteer, whether it be in potatoes or in any other commodity, but it does seem unfair and unjust that the honest merchant, who is trying to conduct his business profitably, should have to contend with such absolutely unfair competition as the circumstances in this case would indicate. The average merchant is paying his full share of taxes to maintain his town or city, and is entitled to better treatment. Any municipality with resources at its disposal is free to enter the business arena, and to offer competition to its business men that they are unable to meet.

The merchant who is paying municipal taxes, as well as business tax, to say nothing of sales tax, luxury tax, and so on, is surely entitled to

some consideration in the community in which he is established, and setting up such unfair competition as appears to be the case in the City of Hamilton selling potatoes is not the best way to promote progress and enterprise in the business field of any town or city.

A protest has been made in the Hamilton Board of Control against the city's action, and the legality of the same has been questioned. But just at present the City continues to buy and sell potatoes.

GETTING READY FOR CHRISTMAS

WELL to the fore in the mind of every grocer at the present time should be the do-it-now maxim. Christmas is but little more than three weeks away and from now on there should be big business in the store. The departmental stores have been crowded for weeks because they started talking Santa Claus and Christmas long before any one else thought the eventful season was at hand. Now they are reaping the benefits of their foresightedness. It should be the same with the grocer. He should talk and act Christmas every hour of the day and night. Let him decorate his store with Christmas trimmings. Let him fill his counters and shelves with Christmas suggestions and let him keep the Christmas idea predominant in his windows. He may never know how much business these things have brought him but, just the same, this hammering away at "do your Christmas shopping early" will have its effect.

EDITORIALS IN BRIEF FORM

OPENING the eyes of retail clerks to what the store is selling—establishing a connecting link between window displays and stock—is necessary if the full value of the window to the merchant is to be realized.

* * *

"WINDOW DISPLAYS," says a successful retail grocer, "are the greatest silent force in modern merchandising. They are the pace makers for the salesman. Thirty per cent. of our sales may be traced directly to window displays."

* * *

IF you think business is going to the bow-wows, remember there are still 7,000,000 men, women and children who have got to eat to live.

* * *

EVERY time you weigh up a pound of coffee beans, remember it is the little things that count in conducting your business.

CURRENT NEWS OF THE WEEK

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

MARITIME

For some year Woodstock, N. B., had a flourishing branch of the Retail Merchants' Association. Many members gradually dropped out, but some others continued their membership, paying their dues to the head office at St. John. These men claimed that the collection department alone was worth the yearly dues.

Miss Alward, the secretary of the provincial board, was here recently from St. John and succeeded in re-establishing the branch. A meeting of the merchants was held in the town hall. Robert Macaulay, of Macaulay Bros., St. John, ably addressed those present on the benefit of being in the association, and Mr. McIntyre, a grocer, also of St. John, told of the good the organization had done. There was a large attendance of merchants and much enthusiasm was shown.

ONTARIO

Richard Chapman has started business at 1736 St. Clair Avenue, Toronto.

H. Harty has opened a store at 545 St. Clair Avenue, Toronto.

D. C. McKenzie, 199 Boon avenue, Toronto, suffered loss by fire recently.

Fred Shelvock has accepted a position with the McMann grocery in Thorold, Ont.

Dr. Caldwell, of the Caldwell Preserving Co., Hamilton, Ont., is on a trip to the Maritime Provinces.

S. H. Moore, of S. H. Moore & Co., manufacturers' agents, Toronto, has been on a short business trip west to Vancouver.

Bickle & McKay, Toronto, have purchased the business at 1020 St. Clair Avenue, until recently owned by H. G. McKay.

The Brant County Farmers' Co-operative Society has appointed A. J. Thompson, Toronto, as manager, succeeding George Ballachey.

William Capstick, for many years the proprietor of a general store in Dorchester, Ont., passed away a few days ago, following a brief illness. He was 80 years of age.

James Connal, proprietor of the Peter Connal & Son store at Peterborough, Ont., is disposing of his stock, as he is obliged to vacate his present premises. He is retiring from business.

The death occurred in Hamilton, Ont., last week of William Dixon, one of the oldest fruit merchants in the Dominion. He was 72 years of age and is sur-

vived by his wife, two sons and one daughter.

The Retail Grocers' Association, Hamilton, Ont., held its first annual "At Home" last week. There was a large attendance.

The Shelburne Mills at Shelburne, Ont., is now under new management. Sam Phoenix and W. Stewart are the new proprietors.

W. D. McIntosh, for many years a grain merchant in Toronto, passed away at his home last week. He was in his 85th year, and was practically the oldest grain man in the city of Toronto.

Lemons grown on a tree in Oshawa, Ont., were recently shown in a grocery store in that town. The weight of one of the lemons was a pound and a half, and the tree on which they were produced is thirteen years old.

Mr. and Mrs. Henry Swan, 84 Woodlawn avenue, Toronto, recently celebrated the 54th anniversary of their wedding. Mr. Swan is still active in the grocery business of Swan Bros. on King street, Toronto. Eight children and ten grandchildren were present to celebrate the occasion.

The Commercial Travellers' Association, Toronto, has decided to hold a banquet some time in January, at which it is hoped to have the heads of the Canadian National and the Canadian Pacific Railways, and other prominent men of the country, give addresses on subjects of national interest. Committees have been appointed to make the necessary arrangements.

The executive officers of the Eastern Ontario and Ottawa District Board of the Retail Merchants' Association of Canada have decided to hold their annual district convention in Brockville, on Tuesday and Wednesday, January 11 and 12, 1921. It is expected that a large number of retail merchants in all classes of trade from the surrounding cities, towns and villages of the fifteen counties, including the city of Ottawa, will be present.

NEW COMPANY IS MAKING POWDERED AND CONDENSED MILK

The Bowes Milk Products, Toronto, has been incorporated with a capitalization of \$500,000. This new company is a subsidiary of Bowes Co., Ltd., and has been organized for the manufacture of powdered and condensed milk.

Picton Merchants Meet to Consider Present Conditions

Mayor Newman of Picton, Ont., tendered a banquet to the merchants and business men of the town and county recently. About one hundred and forty business men were present. The idea was conceived by the Mayor, with the object of a "get-together" meeting to discuss the best methods of dealing with present conditions.

Mayor Newman is also president of the Board of Trade and an enthusiastic business man. A. J. Young, North Bay; William Taylor, Owen Sound, ex-president of the Associated Boards of Trade of Ontario; H. Blain, of the Eby-Blain Co., Toronto, and ex-president of the Toronto Board of Trade; Hon. Nelson Parliament and A. O. Hogg, Toronto, addressed the assembly, together with Warden Hazel and several local business men. The speeches savored of community spirit and optimism for the future.

NIAGARA FRUIT GROWERS MAY FORM CENTRAL SELLING ORGANIZATION

The fruit growers in the Niagara district, at a conference held in Winona the other day, discussed the question of centralizing their forces into one selling organization, instead of having several dealers and co-operative societies as at present.

Deputy Minister of Agriculture W. B. Roadhouse urged the advisability of the entire Niagara district being formed into one marketing organization. It was a deplorable fact that the growers had sustained the losses that they had in the past season. A representative of the C.P.R. was also present, and expressed the opinion that with one selling organization there was bound to result better transportation facilities.

A committee was appointed to formulate plans.

PROHIBITS THE EXPORT OF RICE

According to advices received by Canadian Grocer, the Government of British Guiana, South America, has prohibited the exportation of rice from the colony for one year.

Toronto Grocers Discuss Chain Stores

Meeting of the New Organization of Toronto Grocers Discuss Matters of Importance to the Trade—Obtaining a Large Profit on the Sale of Milk.

TORONTO, Dec. 1.—The first regular monthly meeting of the Toronto Retail Grocers' Association was held last evening in the Victoria Hall. This is a new association composed of members of the Grocers' Section of the Retail Merchants' Association, who, becoming dissatisfied with the results accomplished by affiliation with the Retail Merchants' Association, have formed a separate association and up to date some 82 members have enrolled.

The Selling of Milk

Following the business routine, animated discussions on important subjects to the trade were thoroughly entered into by the various members. One of the subjects brought up was the possibility of obtaining a larger margin of profit on the sale of milk. This was thought could be obtained if the dairies insisted on getting back all empty bottles, or the equivalent in cash. It was pointed out that the combined annual loss by all dairies in the city of Toronto in milk bottles amounted to \$100,000. Several members stated that the dairy they bought milk from were now charging for the bottles, and have been doing so for the past year. This dairy sold them milk for one-half cent per pint less than the other dairies, who were not charging for the bottles. These members also said that they were selling more milk than ever since charging for bottles and that the half cent difference in the cost just meant about \$100 extra profit at the end of the year.

Meeting Chain Store Competition

An interesting discussion on how best to meet the chain store competition followed. Robert Dowson, president of the association, stated that the competition of the chain store was becoming a serious menace to the smaller stores, and that with the chain stores, huge buying power the smaller store could not meet the price competition. It would only be a short time before these small stores would be forced out of business. Another member stated that the reason of the success of the chain store was the fact that they did not give credit or deliver, and that if all grocers were to adopt the same plan of operating they could also sell as cheap as the chain stores. He pointed out that some localities only were feasible to stores of the cash and carry idea and that these were the only fields that the chain stores invaded and that grocers with a business out of these fields had nothing to fear. The general tone of the members was that to meet the chain store competition, it was necessary for the grocers to organize, stick together and have one

buying centre. There are already two organizations of this nature in the city who have membership of upwards of three hundred. Members of these buying organizations stated that they are buying their requirements fully ten per cent. less than when buying through the regular wholesale channels.

BURGLARS CARRY OFF SAFE FROM GROCER'S STORE IN WEST TORONTO

A daring burglary was perpetrated in West Toronto the other night, the thieves carrying off a large safe containing about \$2,000 worth of Victory bonds, \$50 in money, and other valuables from 2591 Dundas street, occupied by Mrs. Sarah Ross, grocer. The occupants of the house on their return from church found the side door on Humber-side avenue had been opened by the key, which Mrs. Ross had placed under the door mat, and the safe, weighing about 250 pounds, carried off. Nothing else in the house had been touched.

Lord Leverhulme Is Optimistic in Business Outlook

Lord Leverhulme, of Lever Bros., manufacturers in England and Canada, was a visitor to Toronto last week, looking over his Canadian interests as represented in his factories in Toronto. Lord Leverhulme is optimistic in regard to the business outlook, and on the occasion of his visit a few days ago expressed himself as a believer in the maintenance of high wages and a high spending power among people generally. He referred to the fact that it is often the sentiment that is created among people that results in a slackening or a quickening of buying as the case might be. He instanced this fact by remarking that if it was published in the paper that prices of a certain commodity were going up, then everybody would start buying, and on the other hand if it was reported that prices were declining, people would hold off, waiting for further falling off.

In Canada as well as in England there is nothing to worry about as far as conditions of trade are concerned, according to Lord Leverhulme. He thought the readjustment of business to pre-war levels was being carried out quite satisfactorily.

Opens New Building

In declaring the new building of Lever Brothers, Eastern Avenue, officially open for business, his Lordship said, in addressing the 500 employees present that

he realized this was not quite the proper time to extend one's business, but he believed it was not a mistake. "People are too much inclined to run to the same side of the boat in times of crisis or panic," he continued. "If we keep our heads and places and not run to the same side of the rocking boat—keep our courage in our right hands—all will be well. It is production we want. If we have our factories alive and we maintain a high level of wages we will prosper. We need more factories to deal with the produce and crops of the farms, and if we have them we can increase our trade."

J. A. SIMMERS, LTD., IS NOW IN HANDS OF NEW OWNERS

Toronto, Dec. 1.—The J. A. Simmers, Ltd., seed business on King street east, near St. Lawrence market, established in 1856 by J. A. Simmers, a concern known all over Canada, has passed into the control of John G. Purvis, general manager of the William Rennie Company, and C. S. Morrow of Morrow & Company of 89 Front street east. The capital stock of the Simmers Company was \$150,000.

The transfer of the company to the new owners is the direct result of the death in August last of D. A. Coulson, the last surviving official of the company. Messrs. Purvis and Morrow made their first offer to purchase in October last, but the deal was only recently completed by the parties. The new owners are now in charge.

OTTAWA GROCERS WANT THE EARLY CLOSING BY-LAW ALTERED

Ottawa, Ont.—At the regular meeting of the grocers section Retail Merchants' Association recently it was decided to call the special bread contracted for the "Pure Food Loaf." This name was very warmly endorsed as a great boost for the Pure Food Show, in which so many of the members are interested.

A committee was appointed to interview the legal representative with the object in view of getting the early-closing by-law altered to follow that of the city of Winnipeg, and J. C. Campbell, secretary of the Ottawa and Eastern Ontario Retail Merchants' Association, will then be requested to act. Mr. Campbell announced the next meeting place of the convention to be Brockville on Jan. 11 and 12. Twenty-five dollars was donated to the Red Cross Fund.

SAYS BUTTER AND BACON ARE NOT GROCERIES

Magistrate Cohen, in Toronto, the other day, ruled that butter and bacon were not groceries.

Sam Vito, a keeper of a general store, was up for a breach of the early closing law in regard to groceries, and evidence given by the police showed that he had sold butter and bacon after the legal hours.

"Butter and bacon are not groceries to my knowledge," said Magistrate Cohen, "but close your store at 7 o'clock after this."

NEWS FROM WESTERN CANADA

WESTERN

Krycki Bros. have opened a new grocery and general store in Yorkton, Sask.

H. Parker has opened a grocery and confectionery business at Souris, Man.

Fire did slight damage recently to the factory of the Triangle Homemade Jam Co. in Edmonton.

Ross Richardson, of Richardson-Green, Limited, Winnipeg, is on an extended business trip east.

S. C. Burton, general sales manager of Cameron and Heap Company, Regina, Sask., was a visitor to Winnipeg last week.

W. E. Davis, of the Western Grocers, Limited, Winnipeg, has just returned from a business trip out West, where he has been visiting the branches of the above firm.

Retailers Want Wednesday Half Holiday Legislation

Edmonton.—That provincial legislation providing uniform regulations throughout Alberta with respect to weekly half-holidays for stores would be beneficial to merchants in general, was the opinion of a meeting of the local Retail Merchants' Association held recently in the Alexandra block.

It was thought that municipal by-

laws in the various cities caused too great confusion among farmers, and that this tended to detract from business.

The Wednesday closing law, as opposed to Saturday closing, was unanimously endorsed. Calgary, Medicine Hat, Lethbridge and other Alberta cities, it was pointed out, had adopted the system of a Wednesday half-holiday, and, after a thorough trial of this, had now no desire to return to Saturday closing.

It was decided also to request municipal authorities when proclaiming civic holidays, such, for instance, as Citizens' Day at the annual exhibition, to set these for Wednesday or Saturday, if possible, so that there would not be more than two days in one week upon which stores would be required to close. Also, the association favored legislation whereby the weekly half-holiday would be abandoned in any week during which a Dominion statute holiday occurred.

BRITISH CHEMISTS SAY SOAP CAN BE MADE FROM CLAY

Soap from clay is the promise made by a group of British chemists who have been working on the utilization of this plentiful material for a number of years and who have just established the commercial usefulness of their discoveries. Their work is being described in a series of articles in a technical paper by Prof. F. C. Weston, a leading British authority

on colloidal chemistry, who has been in touch with their experiments.

Stripped of all technical verbiage, what this group has discovered is a method of making use of china clay which is found in large quantities both in Britain and America, not as an adulterant, but as an ingredient in soap making. Soap, as most people know, is made now from fat, and fat is scarce and expensive, and is becoming scarcer and more expensive every year. China clay is plentiful and cheap. It can be had for the digging and the process of turning it into soap-making material is cheap and easy. It is claimed that it can be used up to fifty per cent. in combination with the usual fatty acids in soap making and that the soap thus made lathers as well, is as cleansing, and as pleasant to use as soap made in the old way of all fat. What this means to industry may be realized when it is stated that fats for soap making cost at present in England something like \$200 a ton, while the refined china clay can be produced and sold at an excellent profit for something like \$75 a ton.

So far, the clays used have been from the famous Cornish beds, but experiments with Georgia clays have demonstrated that they can be used equally well and no doubt there are many other clays in America that are equally suitable.

SELLS 180 BOTTLES OF WINES IN TWO DAYS

(Continued from Page 34.)

who has ginger ale prominently displayed the year round. Advertising in the newspapers, suggestion and displays have now made ginger ale a staple article in this store. Customers order it as regularly as they do the ordinary lines of groceries. During the last flu epidemic this firm's sales were averaging twenty-five dozen bottles a day simply because they realized the possibility of ginger ale as a stimulant to parched throats and fever-racked bodies. The advertising of this firm created such an interest in this line at this particular time that doctors were recommending it to their patients and directing them to buy it at this store.

The Yuletide an Opportunity

But it is at the Yuletide season that the merchant has the opportunity to make sales on these lines that should equal the hottest week during the summer months. Customers spend their money freely at this season and nearly everyone will take home a bottle of wine, grape juice or a few bottles of ginger ale. Suggestion by display or sales talk will create the interest that usually results in extra sales and the goodwill of the customer.

Building Big Sales in Cranberries Is This Grocer's Experience

"FOR the past several years we have always made it a practice to push the sales of cranberries for preserving," stated a retail grocer to Canadian Grocer recently. "Coming as they do when all other preserving fruits are past, and the fact that most homes will have emptied a few bottles of fruit, in my experience, it is only a matter of suggestion to get customers to put down a few jars of cranberries, or to make cranberry jelly to use next summer with cold meats. The first year I tried to sell cranberries for preserving, the sales were not very large and customers did not seem to realize how nice preserved cranberries taste, especially for breakfast during the hot summer days. Now we have customers asking us to let them know when cranberries will be at the best for preserving. Our sales are now averaging two barrels a week. In displaying goods of this nature, I believe in bulk displays, that is to show a large quantity at one time. At the beginning of the season we dump a couple of barrels of cranberries into a window and place a card on them, suggesting that now is a good time to preserve them. We also make it a point to suggest cranberries to the customers when they are leaving their orders. In this way we have built up quite a large business on cranberries, many people coming here for their cranberries year after year who practically buy very little of anything else."

The majority of people only use cranberries as an accompaniment for meat or fowl and then promptly forget all about them. Cranberries are an essential article of food because they counteract the acid of meats, fish and egg foods and are very rich in the mineral substances demanded by the body for good digestion and assimilation.

Apart from the medicinal properties, cranberries make delightful jelly and preserves. There are many ways of using cranberries that the merchant could suggest to his customers that will greatly stimulate sales.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE feature of the grocery market is the decline in flour, following the recent receding prices in the wheat market. Sugar which has been a feature during the past few weeks shows indications of clearing and prices becoming stabilized. The grocery business as a whole is reported satisfactory.

MONTREAL—The pork market has strengthened up this week with better price paid for hogs on account of the smaller supplies offered. This gives a stronger tendency to the whole pork market including bacon and smoked meats. The price of butter declined one and two cents per pound. The same is true of the cheese market. Eggs are holding firm at the high prices and there is every indication that they will remain that way for some time. The demand for eggs is good particularly for the strictly fresh eggs. Poultry quotations are practically the same as they were a year ago at this time and the supply is sufficient to meet the improved demand. Honey is also a little higher. The sugar market does not show any more strength although there has not been any change during the week. The refiners have not yet determined a standard price. Molasses is reduced in price again. There is another reduction of fifty cents per barrel on flour and other flour compounds are also reduced in price. Higher prices are quoted this week on onions. The sugar market has affected the jam prices so that there is a reduction on most jam quotations this week. The price of some jelly powders is also affected by the sugar market. The spice market is reported quiet and a slight reduction is recorded in the price of white pepper. Still lower prices are quoted on oranges and some dealers quote lower prices for lemons. Apples are all a little higher and imported grapes are in exceptionally good demand. There is an excellent demand for dried fruits and nuts at this season and jobbers report an even better movement than was expected with a strong market for both. California muscatel raisins are quoted a little higher. There is a reduction in the price of pressed hops following the curtailment of the demand in the United States.

TORONTO—Stocks of refined sugar have been greatly reduced during the past two weeks and refiners are of the opinion that refineries will soon resume operations.

The sugar market is still irregular but there are indications that the situation is clearing. Recent reports from the London tea market indicate that teas of all grades have shown a slight increase in prices. The extremely large stocks of low grade teas is the principal factor in holding prices at the low basis as it is the opinion that there can be no substantial increase until the supply is greatly reduced. The latest figures on the stocks held in London show a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago. There is an indication that cereals will be reduced all along the line. Rolled oats, cornmeal and flaked wheat show reductions during the week. The flour market is weak with prices down 70 cents per barrel under a very small demand. On the other hand, millfeeds are firm with a heavy demand noted. Dried fruits are steady and unchanged. Nuts are holding steady under an active demand due no doubt to the approach of the Christmas season. Slight reductions have been made on manufacturers' list price of jams but as the jam situation is very similar to that of sugar, prices are very irregular with quotations by wholesalers greatly varied. However, by the first of the new year, state jam manufacturers, the situation will become stabilized and prices will be named on a lower basis. Potatoes are the centre of attraction in the vegetable market, prices tend easier under heavy shipments.

A substantial break in the price of live hogs occurred during the week but as we go to press the market has steadied although packers are trying to hammer prices down another dollar. Reductions amounting to 2 to 5 cents per pound have been made on fresh pork cuts, smoked hams and bacon also cooked hams. Lard and shortening tend easy with prices lower. Eggs are firm while butter continues easy. The poultry market is easy under heavy receipts.

WINNIPEG—The sugar situation remains unsettled. Corn syrups and starches are expected lower in a very short while. The rolled oat market is reported easier and further declines are expected. Coffee, tea and spice market remains unchanged. New shelled almonds have arrived on the market and are being offered at attractive figures as compared with last year's. Flour dropped during the week.

QUEBEC MARKETS

MONTREAL, Dec. 1.—The sugar refiners have so far been unable to come to any settlement among themselves and quotations are still indefinite. The general price is \$12 less five per cent. Molasses is reduced in price probably in view of the new crop which is expected in January. Flour is again reduced in price, this time the reduction amounts to fifty cents per barrel. As a result of this some prepared flour is also reduced in price. There is an advance this week in the price of onions and the potato market shows more strength. The continuing low prices on sugar have caused a reduction on many brands of jam and jam compound. Jelly powder is also affected by the sugar market and one firm have reduced their quotations by twenty cents per doz. The spice market is reported to be rather quiet since the trade is well supplied until the new year. White pepper is slightly reduced this week. Oranges are a little cheaper this week and in some cases lemons are quoted lower. The dried fruit and the nut market is much stronger as a result of the exceptionally good demand that is being experienced for the Christmas trade. California raisins are advanced in price this week.

Sugar Market Unsettled

Montreal.

SUGAR.—There is no change in the sugar market this week. The refiners have not yet made any settlement among themselves and various prices are quoted. The general price is \$12 per 100 lbs the usual discount of 5 per cent. Just what the next change in the sugar market will be it is very hard to state. Some of the refiners report some very good business but others claim that the trade is holding off. This apparently is the most general course since the wholesalers and the retailers are afraid to buy and are only handling the necessary stocks. Definite prices on sugar cannot be quoted as yet because the refiners are quoting various prices and there are no standard quotations.

No Change in Cereals

Montreal.

CEREALS.—Following the decline in the price of rolled oats of last week there is no further change in prices this week. The market is steady with very good amount of business in cereals.

Oatmeal, gran., fine standard.....	5 50
Rolled oats, 90 lbs.....	4 10
Pearl Hominy.....	6 25
Cornmeal, Gold Dust Brand.....	3 90
Graham Flour, 98 lbs.....	7 65
New Buckwheat Flour.....	6 75
Pot Barley.....	6 00
Pearl Barley.....	7 25
Beans, Ont.....	4 25
Do., Can.....	4 00
Do., California.....	3 75

Molasses Prices Reduced

Montreal.

MOLASSES.—The molasses market shows a big drop this week, probably in view of the new crop which will be out in January. The reduction is as much as 17 cents per gallon. This makes the price now \$1.20 per gallon in the City of Montreal and \$1.15 per gallon outside of the city. There is no change in the quotations on corn syrup.

Corn Syrup—	
Barrels, about 700 lbs.....	0 09
Half barrels, about 350 lbs.....	0 09½
Quarter barrels, about 175 lbs.....	0 09¾
2 gal., 25-lb. pails, each.....	2 85
3 gal., 33½-lb. pails, each.....	4 25
5 gal., 65-lb. pails, each.....	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case.....	6 60
5-lb. tins, 1 doz. in case, case.....	7 45
10-lb. tins, ½ doz. in case, case.....	7 15
Barbadoes Molasses—	
Punchoons.....	1 20
Barrels.....	1 23
Half barrels.....	1 25
Punchoons, outside city.....	1 15
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case.....	6 00
3-lb. tins, 2 doz. in case, case.....	3 25
5-lb. tins, 1 doz. in case, case.....	6 80
10-lb. tins, ½ doz. in case, case.....	6 65

Coffee and Cocoa Unchanged

Montreal.

COFFEE AND COCOA.—There is no change this week in either of these markets. The demand is very good but the coffee market is on the decline. This decline is a slow process and the trade are well aware of conditions so that there is no fear of the market, consequently sales are not affected.

Stronger Tea Market

Montreal.

TEA.—The tea market is unchanged this week. The tendency of the market is towards higher prices for the better grades in the very near future and perhaps a scarcity of Japan teas since the crop is reported to be short.

Ceylons and Indians—	
Pekoe Souehongs.....	0 35 0 43
Pekoes.....	0 39 0 55
Broken Pekoes.....	0 44 0 60
Broken Orange Pekoes.....	0 49 0 60
Javas—	
Broken Orange Pekoes.....	0 58 0 65
Broken Pekoes.....	0 45 0 50
Japans and Chinas—	
Early pickings, Japans.....	0 63 0 65
Do., seconds.....	0 50 0 55
Hyson thirds.....	0 45 0 50
Do., pts.....	0 58 0 67
Do., sifted.....	0 67 0 72
Above prices give range of quotations to the retail trade.	
JAPAN TEAS (new crop)—	
Choice (to medium).....	0 65 0 68
Early picking.....	0 75 0 90
Finest grades.....	0 90 1 40

Javas—	
Pekoes.....	0 44 0 45
Orange Pekoes.....	0 45 0 45
Broken Orange Pekoes.....	0 45 0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.	

Higher Prices on Raisins

Montreal.

DRIED FRUIT.—Stronger prices are quoted by jobbers on California raisins. Muscatels have advanced in price. The new price is 27 cents for the two crown. This advance is in some cases as much as two cents per pound. The demand for dried fruits, like nuts, is very good just now and the market is very firm.

Apricots, fancy.....	0 38
Do., choice.....	0 34
Do., alaba.....	0 30
Apples (evaporated).....	0 16
Peaches (fancy).....	0 28 0 30
Do., choice, lb.....	0 28
Pears, choice.....	0 30 0 35
Peels—	
Choice.....	0 26
Ex. fancy.....	0 30
Lemon new pack.....	0 46 0 47
New pack—	
Orange.....	0 48 0 49
Citron.....	0 75 0 76
Choice, bulk, 25-lb. boxes, lb.....	0 22
Peels (cut mixed), doz.....	3 25
Raisins (seeded)—	
Valencias.....	0 23
Muscatsels, 2 Crown.....	0 27
Do., 1 Crown.....	0 25
Do., 3 Crown.....	0 28
Do., 4 Crown.....	0 28½
Turkish Suitana, 5 crown.....	0 27 0 30
Fancy seeded (bulk).....	0 26 0 28
Do., 16 oz.....	0 25 0 27
Cal. seedless, cartons, 12 ounces.....	0 21 0 23
Do., 16 ounces.....	0 27½
Currants, loose.....	0 20
Do., Greek.....	0 19 0 21
Dates, Excelisior (36-lbs), pig.....	0 15½
Fard, 12-lb. boxes.....	3 25
Packages only.....	0 19 0 20
Dromedary (36-40 oz).....	0 19
Packages only, Excelisior.....	0 20
Loose.....	0 16 0 17
Figs (laver), 10-lb boxes, 2s, lb.....	0 40
Do., 2½s, lb.....	0 45
Do., 2½s, lb.....	0 48
Do., 2½s, lb.....	0 50
Figs, white (70 4-oz. boxes).....	5 40
Do., Spanish (cooking), 22-lb. boxes, each.....	0 11
Do., Turkish, 3 crown, lb.....	0 22
Do., 5 crown, lb.....	0 28
Do., 7 crown, lb.....	0 30
Do., 10-lb. box.....	2 75
Do., mats.....	3 00
Do., 22-lb. box.....	1 90
Do. (12 10-oz. boxes).....	2 20
Prunes (25-lb. boxes)—	
20-30s.....	0 33
30-40s.....	0 30
40-50s.....	0 27
50-60s.....	0 28
60-70s.....	0 22
70-80s.....	0 20
80-90s.....	0 19
90-100s.....	0 17½
100-120s.....	0 16 0 17

Stronger Market for Nuts

Montreal.

NUTS.—There is no change in the nut market this week. There is a very firm tone to this market for the last two weeks as a result of the Christmas business which has proved to be better than the importers expected and it is feared that present supplies of some lines will not be sufficient to meet the demand.

Almonds, Tarragona, per lb.....	0 23 0 25
Do., shelled.....	0 50 0 60
Do., Jordan.....	0 75
Brazil nuts (new).....	0 38
Chestnuts (Canadian).....	0 27
Filberts (Sicily), per lb.....	0 18
Do., Barcelona.....	0 17 0 19
Hickory nuts (large and small), lb.....	0 10 0 15
Peanuts, Jumbo.....	0 30 0 33
Do., extra.....	0 16 0 19
Do., shelled, No. 1 Spanish.....	0 18 0 20
Do., Java No. 1.....	0 17
Do., salted, Java, per lb.....	0 29 0 30
Do., No. 1 Virginia.....	0 14

Do., shelled, No. 1 Virginia...	0 16 1/2	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	0 45	
Fancy splits, per lb.	0 40	
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished...	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 00	0 00
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell...	0 20	
Marbot Walnuts	0 25	
Do., new Naples	0 26	
Do., shelled, Manchurian	0 50	
Do., Bordeaux	0 53	
Do., Chilean, bags, per lb.	0 33	
Do., Spanish, shelled	0 57	

White Pepper Shade Lower

Montreal. **SPICES.**—The dealers state that the spice market is rather quiet at the present time. Grocers have bought up their stocks for the Christmas trade and business is rather at a standstill. Slightly easier prices are quoted upon ginger, both Jamaica and Cochin. White pepper is quoted a little lower also. This market does not change to any extent and prices are generally steady.

Allspice	0 20	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	0 46	
Do., sweetened, lb.	0 86	
Chicory (Canadian), lb.	0 18	
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 60	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	0 40	0 40
Ginger (Cochin)	0 31	0 31
Mace, pure, 1-lb. tins	0 90	0 90
Mixed spice	0 28	0 30
Do., 2 1/2 shaker tins, doz.	1 15	
Nutmegs, whole—		
Do., 64, lb.	0 40	0 40
Do., 80, lb.	0 38	0 38
Do., 100, lb.	0 35	0 35
Do., ground, 1-lb. tins	0 60	0 60
Pepper, black	0 35	0 35
Do., white	0 40	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	0 65	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	2 00	2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 85	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Jam Prices Are Reduced

Montreal. **JAMS.**—Owing to the continuing low market on sugar lower prices are quoted this week on jams. Raymond brand compound jams are reduced 3 cents per pound to 18 cents. Orchard brand is reduced 1/2 cent to 27 1/2 cents per pound. Some other brands are also reduced in price varying from 1 cent per pound to 1/2 cent per pound, according to brand and quantity of package.

Canned Goods Prices Steady

Montreal. **CANNED GOODS.**—No change in the quotations given on canned goods is recorded this week. Prices are steady. Elsewhere in market quotations some changes are given in the prices on jams on account of the lower price of sugar.

CANNED VEGETABLES

Asparagus (Amor.) mammoth green tips	6 35
Asparagus, imported (3 1/2s)	6 65

Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57 1/2	1 62 1/2
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Squash, 2s	2 85	2 90
Squash, 2 1/2-lb., doz.	1 50	1 50
Succotash, 2 lb., doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2 1/2-lb. tins	1 69	1 69
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2 1/2s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2 1/2s (doz.)	1 50	1 55
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 95	2 05
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, New Pack—		
Standard, 2-lb.	1 82 1/2	1 82 1/2
Choice, 2-lb.	1 87 1/2	1 87 1/2
Early June, choice	2 05	2 05
Do., standard	2 00	2 00
Fine French, 2-lb.	2 80	2 80
Asparagus Tips	4 10	4 10

CANNED FRUITS

Apricots, 2 1/2-lb. tins	6 10	6 10
Apples, 2 1/2s, doz.	1 40	1 65
Do., 3s, doz.	1 67 1/2	1 77 1/2
Do., gallons, doz.	6 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	16 00	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00	4 00
Do., 2 1/2-lb.	7 00	7 00
Do., 2-lb.	5 25	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75
Peaches, heavy syrup—		
2-lb.	3 50	3 50
2 1/2-lb.	3 50	3 50
1-lb.	3 50	3 50
Pears, 1s	5 60	5 60
Do., 2 1/2s	3 70	3 70
Do., 2-lb.	2 90	2 90
Greengage Plums, heavy syrup	4 00	4 00
Pineapples (grated and sliced), 2 1/2-lb.	5 40	4 00
2-lb.	4 60	4 80
1-lb.	2 50	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	4 60	4 60
Choice grade	4 70	4 70
Fancy Preserved	5 50	5 50
New Pack Cherries, choice	4 00	4 00
Rhubarb, preserved	2 80	2 80
Canadian Pineapple (sliced)	4 30	4 30
New Blueberries, 2 lbs.	2 25	2 25
Do., 1 gal.	12 00	12 00

Rice Market Unsettled

Montreal. **RICE.**—There is no change in the rice market this week. The market is still in its unsettled condition. Tapioca is likewise unsettled. One of the local wholesalers is quoting as low as 8 1/2 cents for pearl tapioca but this is much lower than the general quotations.

RICE—

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

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

Self-Rising Flour Lower

Montreal. **PACKAGE GOODS.**—As a result of the continual decline in the price of flour one of the firms manufacturing self-rising flour is quoting lower prices this week on both that product and on pancake flour.

PACKAGE GOODS

Breakfast food, case 18	8 50
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 95
Corn Flakes, 3-doz. case	3 50 3 65 3 50
Corn Flakes, 30s	4 15
Oat Flakes, 30s	5 40
Roller oats, 20s	5 80
Do., 18s	2 12 1/2
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Farina, case	2 25
Hominy, pearl or granu., 3 doz.	3 65
Health bran (20 pkgs.), case	2 50
Scotch Pearl Barley, case	3 00
Pancake Flour, case	3 00
Do., self-rising, doz.	1 60
Wheat Food, 18-1 1/2s	3 25
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (8-lb. pack.) doz.	3 00
Do. (6-lb. pack.), doz.	5 90
Corn Starch (prepared)	0 11 1/2
Potato flour	0 13
Starch (laundry)	0 09 1/2
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 30s	4 25
Shredded Wheat	4 95
Cooked bran, 12s	2 25
Enamel Laundry Starch, 40 pks. case	4 30
Celluloid Starch, 45 pkgs. case	4 70
Package Cornmeal	4 25
Malt Breakfast Food (36 pkgs.)	12 50

Decline in Hop Prices

Montreal. **MISCELLANEOUS.**—The hop market which had a sudden advance some time ago due to the abnormal demand in the United States is now on the decline due to legislative restrictions on its sale. There is therefore a decline of 5 cents on pressed hops this week, making the price 60 cents per pound. Jello is reduced 20 cents per dozen as a result of the lower prices on sugar.

Another Reduction on Flour

Montreal. **FLOUR.**—There is a further decline in the price of flour this week amounting to 50 cents per barrel. This makes a total decline of \$2.65 per barrel since the month of September. Prices quoted now vary slightly according to the brand. \$11 is quoted by one of the millers on Royal Household and Quaker Flour is quoted at \$11.10. These prices vary according to the nature of the shipment. The decline in the price of flour as quoted is due to the continuing decline in prices of wheat.

Lower Prices on Oranges

Montreal. **FRUIT.**—Lower prices are quoted this week on California and Florida oranges. The prices on these now range about \$8.50. Almerias grapes are a little dearer this week with bigger demand in view of the Christmas trade. They are now quoted at \$9.50 per keg, an advance of 50 cents on the previous price. Apples, too, are a little dearer, an advance of 50 cents per barrel being quoted on nearly all kinds. Lemons are practically unchanged in price but the market is not very strong at present quotations.

Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	7 50
Do., No. 2, per bbl.	7 00	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	7 00	7 50
Do., Baldwin	7 00	7 50
Do., Russet	7 00	7 50

Bananas (as to grade), bunch...	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96...	5 00	5 00
Do., Florida, 54, 64, 80, 96...	6 00	6 00
Lemons, Messin a...	3 00	4 00
Oranges, Cal., Valencia...	10 00	10 00
Do., 100s and 150s...	10 00	10 00
Do., 176s and 200s...	10 00	10 00
Cal. Navel Oranges, 126-250s...	8 50	8 50
Do., Florida, 150-216s...	6 50	6 50
Jamaica Oranges, 176, 200, 216...	5 50	5 50
Pineapples crate...	8 50	8 50
Pears, Keiffers, per hamper...	3 00	3 00
Cantaloupes, crate (46)...	9 00	9 00
Tokay Grapes, per box...	5 00	5 00
Blue Grapes, 6 qts...	0 55	0 55
California Grapes, in drums...	7 50	7 50
Almerias Grapes, in kegs...	9 50	9 50
Cranberries, per bbl...	14 00	14 00

Higher Prices for Onions

Montreal.
VEGETABLES.—Slightly higher prices are quoted this week on Spanish onions. The advance in price is about 75 cents per bag, making the price \$6. Red onions are quoted 25 cents per bag higher at \$2.50. There is no change in the prices quoted on potatoes. The market holds very strong, with a tendency towards higher prices.

Beets, per doz...	0 25
Cucumbers, Montreal, per doz...	0 20
Cabbage, Montreal, doz...	0 50 0 65

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

Higher Prices for Honey

Montreal.
HONEY.—Slightly higher prices are quoted this week for honey by the wholesale dealers. Prices in Canada have been holding high and in fact honey can be bought across the border and sold here in competition with Canadian honey. The advance in price this week amounts to 1 cent per pound and the demand is very good.

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

ONTARIO MARKETS

TORONTO, Dec. 1.—The sugar situation shows indications of becoming stabilized, stocks have shown a big reduction during the week with yellow sugar practically unavailable. Rolled oats and flaked wheat have been reduced. The market for cereals is weak with a tendency for a reduction all along the line. One brand of package oats has dropped 20 cents per case. Dried fruits are steady and unchanged. Nuts are moving freely, due to the approach of the Christmas season. Coffees continue with an easy tone. Teas show a slight increase in primary markets. Rice quotations are lower. One brand of marmalade has been reduced. Potatoes tend easier with prices down. Flour is reduced 70 cents per barrel, while millfeeds are holding firm under an active demand.

Sugar Market Nearly Stable

Toronto.
SUGAR.—The sugar market is still unsettled and irregular, but there are indications that the situation is clearing up. There has been a big reduction in stocks during the past week. Yellow sugar is practically off the market, with an advance of 35 cents per hundred on the differentials. Dominion granulated is quoted on a basis of \$11.21 and other refineries at \$12.21.

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

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Syrups Unchanged

Toronto.
SYRUPS.—There is no change in syrups or molasses. The demand is fairly active.

Corn Syrups —	
Barrels, about 700 lbs., yellow	0 08
Half barrels, 1/4c over bbls.; 1/2 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 15
Cases, 5-lb. tins, white, 1 doz. in case	6 85
Cases, 10-lb. tins, white, 1/2 doz. in case	6 65
Cases 2-lb. tins, yellow, 2 doz. in case	5 65
Cases, 5-lb. tins, yellow, 1 doz. in case	6 25
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95

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

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

Rolled Oats and Wheat Lower

Toronto.
CEREAL.—The cereal market is weak with indication of a decline all along the line. Rolled oats are further reduced to \$4.00 per bag, a drop of 15 cents. Cornmeal is now quoted at \$5.00 per bag. Flaked wheat is reduced 25 cents per barrel, now quoted \$7.50.

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

Package Peas Lower

Toronto.
PACKAGE GOODS.—There are indications that reductions will be made on package cereals, although manufacturers point out that the cost of cartons is still high, which does not permit a big reduction. Robin Hood oats have been reduced 20 cents per case, now quoted at \$5.60 for the large size and \$2.00 for the small size. Cooker package peas are reduced to \$2.85 per case.

	PACKAGE GOODS	
Rolled Oats, 20s, round, case...	5 60	5 80
Do., 20s, square, case...	5 60	5 80
Do., 18s, case	2 00	2 12 1/2
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case...		2 85
Cornstarch, No. 1, lb. cartons		0 11 1/2
Do., No. 2, lb. cartons		0 10
Laundry Starch		0 09 1/2
Do., in 1-lb. cartons		0 10 1/2
Do., in 6-lb. wood boxes		0 13 1/2
Do., in 6-lb. tin canisters		0 14
Cellulose Starch, case		4 70
Potato Flour, case 20 1-lb. pkgs.		2 60
Do., case 24 12-oz. pkgs.		2 80
Fine oatmeal, 20s		6 80
Cornmeal, 24s		3 70
Farina, 24s		3 50
Barley, 24s		3 60
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s...		4 00
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		2 75
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 70
Do., pearl, case		3 70
Scotch Pearl Barley, case...		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case.		3 65
Do., Pancake Flour, 18 to case.		3 65

Spices Hold Steady

Toronto.
SPICES.—There is no change in the spice market. Quotations are holding steady under a quiet demand.

Allspice	0 21	0 22
Cassia	0 35	0 40
Cinnamon		0 55
Cloves		0 65
Cayenne	0 25	0 27
Ginger, Cochin		0 35

Do., Jamaica	0 45
Mustard, pure	0 55
Herbs — sage, thyme, parsley,	
Pastry	0 85 0 38
Pickling spices	0 30
Mace	0 75
Peppers, black	0 33
Do., white	0 45
Paprika, lb.	0 80 0 85
Chillies, lb.	0 60
Nutmegs, selects, whole, 100s.	0 55
Do., 80s	0 60
Do., 64s	0 70
Do., ground	0 40 0 50
Mustard seed, whole	0 25
Celery seed, whole	0 40
Coriander seed	0 20
Caraway seed, whole	0 30
Turmeric	0 25
Curry Powder	0 40
Cream of Tartar—	
French, pure	0 65 0 75
American high-test, bulk	0 65 0 75
2-oz. packages, doz.	1 75
4-oz. packages, doz.	2 75 3 00
8-oz. tins, doz.	6 00

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Dry Fruits Active Raisins Moving Freely

Toronto.
DRIED FRUITS.—Raisins are moving freely in a firm market. New Halloween dates are quoted at 16 cents per pound and Fard dates at 30 cents. Layer table raisins are in active demand, boxes containing 20 one-pound packages are quoted at \$7.75.

Evaporated apples	0 15
Candied Peels, American—	
Lemon	0 48
Orange	0 50
Citron	0 80
Currants—	
Greek, Filiatras, cases	0 17
Do., Amalias	0 18 1/2 0 19
Do., Patras	0 22
Do., Vostizza	0 23 1/2
Australians, 3 Crown, lb.	0 18
Dates—	
Excelsior, pkgs., 3 doz. in case	5 25
Dromedary, 9 doz. in case.	7 25
Fard, per lb.	0 30
Halloween dates, per lb.	0 16
Figs—	
Smyrna layers, 4 crown, lb.	0 26
Do. layers, 6 crown, lb.	0 30
Pulled figs, 5-lb. box, each	1 50
Prunes—	
30-40s, 25s	0 25 1/2
40-50s, 25s	0 23 1/2
50-60s, 25s	0 19 1/2
60-70s, 25s	0 16 1/2
70-80s, 25s	0 14 1/2
80-90s, 25s	0 12 1/2
90-100s, 25s	0 11 1/2
Peaches—	
Standard, 25-lb. box, peeled.	0 26 1/2 0 28
Choice, 25-lb. box, peeled	0 27 0 30
Fancy, 25-lb. boxes	0 29 0 30
Apricots—	
Fancy	0 46
Choice	0 42
Standard	0 34
Raisins	
California bleached, lb.	0 27 1/2
Seedless, 15-oz. packets	0 29
Seeded, 15-oz. packets	0 28
Crown Muscatels, No. 1, 25s	0 26
Turkish Sultanas	0 26
Thompsons, Seedless	0 29
Valencia	0 23 0 25

Nuts Move Freely

Toronto.
NUTS.—With the approach of the Christmas season, nuts are commencing to move more freely. The market generally is holding steady and unchanged. Quotations on shelled Spanish peanuts are reduced two cents per pound, now quoted 15 cents. Chinese peanuts are quoted at 12 cents, a reduction of 1 cent.

Almonds, Tarragonas, lb.	0 22 0 23
Walnuts, Bordeaux, lb.	0 23
Walnuts, Grenobles, lb.	0 23 0 24
Do., Marbot	0 22 0 23
Do., California	0 39 0 40
Filberts, lb.	0 14

Pecans, lb.	0 28 0 30
Cocoanuts, Jamaica, sack	9 50
Cocoanut, unsweetened, lb.	0 35
Do., unsweetened, lb.	0 42
Do., shred	0 30
Peanuts, Spanish, lb.	0 21 0 25
Brazil nuts, large, lb.	0 32 0 34
Mixed nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 48 0 55
Filberts, lb.	0 35
Walnuts, Bordeaux, lb.	0 55
Peanuts, Spanish, lb.	0 15
Do., Chinese, 30-32 to oz.	0 12
Do., Java	0 14
Brazil nuts, lb.	1 20
Pecans, lb.	1 15

Coffees Continue Easy

Toronto.
COFFEES.—While there has been no material change in quotations on coffee, there are indications that a shading in prices will be made. Coffees are now arriving that have been bought on the lower basis and a reduction on blends and straight coffees can be looked for.

Java, Private Estate	0 51 0 53
Java, Old Government, lb.	0 50
Bogotas, lb.	0 49 0 50
Guatemala, lb.	0 48 0 52
Mexican, lb.	0 56
Maracaibo, lb.	0 47 0 48
Jamaica, lb.	0 45 0 46
Blue Mountain Jamaica	0 53
Mocha, lb.	0 55
Rio, lb.	0 35 0 37
Santo	0 42

Teas Show Slight Increase

Toronto.
TEAS.—Recent reports from the London tea market indicate that teas of all grades have shown a slight increase in quotations. The extremely large stocks of low grade teas are the principal factor in holding prices at the present basis as it is the opinion that there can be no substantial increase until the supply is greatly reduced. The latest figures on the stocks held in London show a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago.

Ceylons and Indians—	
Pekoe Souchongs	0 35 0 50
Pekoes	0 32 0 60
Broken Pekoes	0 50 0 64
Broken Orange Pekoes	0 58 0 66
Javas—	
Broken Orange Pekoes	0 45 0 65
Broken Pekoes	0 45 0 60
Japans and Chinas—	
Early pickings, Japans	0 90 1 00
Do., seconds	0 55 0 65
Hyson thirds	0 45 0 50
Do., pts.	0 58 0 67
Do., sifted	0 67 0 72

Rice Quotations Lower

Toronto.
RICE.—The rice market continues with an easy tone. Honduras broken rice is reduced to 8 cents per pound. Japans are also reduced, now quoted at 11 1/2 cents.

Marmalade Lower

Toronto.
CANNED GOODS.—Quotations on canned goods are holding steady under an improved demand. Jams are in an easy situation with indications that prices will be reduced at the end of the month. Shirriff's marmalade has been reduced and now quoted as follows: 10-ounce jars, \$2.75 per dozen; 12-ounce, \$3.15; 16-ounce, \$3.85; 22-ounce, \$5.10;

2-pound jars, \$6.90, and 4-pound tins, \$11.40 per dozen.

Salmon—	
Sockeye, 1s, doz.	5 80
Sockeye, 1/2s, doz.	3 20
Alaska, reds, 1s, doz.	4 25 4 50
Do., 1/2s	2 60
Choe, 1s, doz.	3 60
Do., 1/2s, doz.	2 00
Pinks, 1s, doz.	2 10
Lobsters, 1/2-lb., doz.	5 90 6 50
Do., 1/4-lb. tins	3 25 3 75
Whale Steak, 1s, flat, doz.	1 75 1 90
Pilehards, 1-lb. talls, doz.	1 75 2 10
Canned Vegetables—	
Tomatoes, 2 1/2s, doz.	1 72 1/2
Peas, Standard, doz.	1 75
Do., Early June, doz.	1 90 2 00
Do., Sweet Wrinkle, doz.	2 25
Beets, 2s, doz.	1 45 2 45
Do., extra sifted, doz.	2 77 1/2 2 82 1/2
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	5 50
Do., butts, doz.	6 60
Canadian corn	1 45 1 5
Pumpkins, 2 1/2s, doz.	1 20 1 25
Spinach, 2s, doz.	1 95
Pineapples, sliced, 2s, doz.	4 90 6 25
Do., shredded, 2s, doz.	4 75 6 25
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 05 4 52 1/2
Do., standard, 10s, doz.	5 00
Apples, gal. do.	4 75
Peaches, 2s, doz.	3 50
Pears, 2s, doz.	3 00 4 25
Plums, Lombard, 2s, doz.	3 10 3 25
Do., Green Gage	3 25 3 40
Cherries, pitted, H.S.	4 25
Blueberries, 2s	2 25 2 40
Strawberries, 2s, H. S.	5 25
Blueberries, 2s	2 35 2 45
Jams—	
Apricots, 4s, each	1 27
Black Currants, 16 oz., doz.	5 15
Do., 4s, each	1 34 1 43
Gooseberry, 4s, each	1 20 1 43
Do., 16 oz., doz.	4 60
Peach, 4s, each	1 13
Do., 16 oz., doz.	4 50
Red Currants, 16 oz., doz.	5 50
Raspberries, 1 6oz., doz.	5 15 5 35
Do., 4s, each	1 34 1 43
Strawberries, 16 oz., doz.	5 15 5 55
Do., 4s, each	1 34 1 43

Potatoes Again Lower

Toronto.
VEGETABLES.—Large quantities of potatoes are arriving and prices are further reduced. The general quotation is around \$2 per bag but some dealers were asking as high as \$2.35 in small lots. California cauliflower is offered at \$3 per crate. California iceberg lettuce is down 50 cents, now quoted \$6 per crate. Other vegetables are steady and quotations unchanged.

Cabbage, Can., per bbl.	1 50
Parsley, domestic, per 11-qt. bask.	0 50
Carrots, per 75-lb. bag	0 75
Turnips, per 75-lb. bag	0 65
Paranips, bag	1 25
Onions, 100-lb. sack	1 75
Do., Spanish, large crate	6 50
Potatoes, per bag	2 00 2 35
Sweet Potatoes, hampers	2 90
Celery, crates, 6 to 7 doz.	4 00 5 00
Hot house cucumbers, doz.	5 00
Hot House tomatoes, lb.	0 40
Mushrooms, 3-lb. bskt.	3 00
Cal. Head Lettuce, 4 doz. crate	6 00
Cauliflowers, crate	3 00

Pineapples Now Offered

Toronto.
FRUIT.—Cuban pineapples are offered at \$7.50 to \$8.50 per case according to the size. Oranges are arriving freely with quotations holding steady. Cranberries are firm with quotations up \$1.50 per box, now quoted at \$9.50. Florida tangerines are selling freely at \$6 per half boxes.

Oranges, Floridas—	
126s, 150s, 176s, 200s, 216s	7 00
250s	6 75
288s, 324s	5 75 6 00
Cal. Navela, per case	8 25 8 50

Grapefruit—		
64s, 70c. 80s	5 50	
96s, 126s	5 00	
Bananas, Port Limons	0 10 1/2	
Lemons, Cal.	4 50	
Do., Messinas, 30s	4 50	
Pears, Oregon, per box	6 50	
Grapes—		
California Emperors		
Do., drums	8 50	
Malagas. bbls.	11 00	15 00
Apples, Ontario—		
Spies, No. 1s	7 00	
Spies, No. 2s	6 00	
Baldwins, No. 1s	6 00	
Baldwins, No. 2s	5 00	
Greenings, No. 1s	6 00	
Greenings, No. 2s	5 00	
B. C. in boxes	4 00	
Cranberries, 1/2 barrels	9 50	
Pomegranates, half box	4 50	
Pineapples, per crate	7 50	8 50
Tangerines, Florida	6 00	

Honey Offered Freely

Toronto.
HONEY.—Dealers report that honey is now being offered quite freely, whereas at the beginning of the season bee men had a tendency to hold back supplies. The market has an easy tone with indications for a shading in prices.
 Honey Combs, of 15 sections, 16 oz. sections, per case..... 7 50 8 00

WINNIPEG MARKETS

WINNIPEG, Dec. 1. — The sugar market is still unsettled with prices varied. Corn syrups and starches have a tendency to be lower. Rolled oats are quoted lower. The coffee market remains with an easy tone. Rice market is weak with a tendency for lower prices in the near future. Shelled nuts are moving freely with a firmer tendency on shelled walnuts. Flour prices have been reduced. Navel oranges are arriving freely but lower prices are expected.

Sugar Remains Unsettled

Winnipeg.
SUGAR.—During the past week an eastern refinery reduced their prices on granulated sugar from \$12 to \$11. Other Canadian refiners have shown advances and sugar prices ruling on the local market are being quoted from \$11 to \$13 per cwt.

Corn Syrups Easier

Winnipeg.
SYRUPS.—The corn syrup market is reported easier and from all indications a decline is expected very shortly. Molasses remains unchanged and the demand has greatly improved.

CORN SYRUP—

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

MAPLE SYRUP—

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

TABLE SYRUP—

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

Honey, Extracted, white clover	
Ontario, No. 1, white clover, in 30 and 60 pound tins	0 25
10 lb. tins, per lb.	0 26
5 lb. tins, per lb.	0 27

Flour Drops 70 Cents

Toronto.
FLOUR.—The flour market continues with an easy tone under a reduction of 70 cents per barrel. First patents are now quoted at \$11.10 and seconds at \$10.60.

FLOUR—

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

Millfeeds Are Firm

Toronto.
MILLFEEDS.—There is a heavy demand for millfeeds. The market is ruling firm. Shorts are now quoted at \$42.25 per ton. Bran at \$40.25 and middlings at \$52.25 per ton.

MILLFEEDS—

Shorts, per ton	42 25
Bran, per ton	40 25
Choice Middlings, ton	52 25

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

Molasses quotations subject to 5% discount.

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
3s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Are Easier

Winnipeg.
STARCHES.—There is a tendency that prices on starches will reach a lower level in view of the decline of the corn market.

Rolled Oats Lower

Winnipeg.
CEREALS. — Rolled oat quotations have shown a decline of 25 cents per bag during the past week. The oat market is weak and further declines on rolled oats are not unlikely. The demand for cereals is reported fair.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	4 85	
Do., 18s, case	2 40	
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	3 80	
Puffed Wheat, 3 doz. case, case	4 40	
Puffed Rice, 3 doz. case, case	5 70	
Cream of Wheat, 3 doz. case, case	9 00	
Grape Nuts, 2 doz. case, per case	2 85	
Package Peas, 3 doz. case, case	3 75	

BULK CEREALS

Rolled Oats, 30s, per bag	3 55
Do., 40s, per bag	1 85
Do., 20s, per bag	0 96
Do., 10-8s, per bale	4 35
Do., 15-6s, per bale	5 15

Oatmeal, 98s, gran. or stand., bag	5 50
Wheat Granules, 98s, per bag	7 30
Do., 16-6s, per bale	8 00
Peas, whole, green, 100-lb. bag, per bush.	4 75
Do., split, yellow, 98s, per bag	8 45
Do., split, yellow, 49s, per bag	4 35
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55
Do., Lima, 100-lb. bag, per lb.	0 15 1/2
Barley, Pot, 98s, per bag	5 50
Do., pearl, 98s, per bag	7 00
Cornmeal, 98s, per bag	4 00
Do., 24s, per bag	2 05
Do., 10-10s, per bale	5 10
Buckwheat grits, whole, 98-lb. bags, per bag	10 50

Tea Market Unchanged

Winnipeg.
TEAS.—The primary tea market for fine grade teas has shown no change since our last issue. The demand for tea locally has shown a slight improvement with quotations unchanged.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 43
Broken Pekoe, first quality	0 52	0 59
Broken Orange Pekoe, first qual.	0 53	0 58
Japan	0 52	0 70

JAVAS—

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

Coffee Market Easy

Winnipeg.
COFFEE.—The primary coffee market continues with an easy undertone. The demand for coffee has shown a decided improvement on the local market.

COFFEE—

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

COCOA—

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

Spice Market Firm

Winnipeg.
SPICE.—There is no change in the prices quoted on spices this week and the local market is firm with a very good demand.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 33
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 30
Nutmegs, ex. large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 30
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15

Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Do., No. 1, 4 oz. cartons	1 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Ginger, No. 1, bulk, per lb.	0 65
Do., No. 1, 2 oz. cartons	1 35
Do., No. 1, 4 oz. cartons	2 05
Do., No. 2, bulk, per lb.	0 45
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 80
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 32
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Weak

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

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 14 1/2
Do., 50-lb. sacks, lb.	0 14 1/2
Siam, Elephant, 100-lb. bags.	0 11 1/2
Do., 50-lb. bags, lb.	0 11 1/2
Sago, sack lots, 130 to 150 lbs., per lb.	0 10 1/2
Do., in less quantities, lb.	0 11 1/2
Tapioca, pearl, per lb.	0 08 1/2

Canned Goods Unchanged

Winnipeg.
CANNED GOODS.—Prices on canned goods are being well maintained and retailers are now buying just sufficient quantities as their trade demands. Eastern jam manufacturers have reduced their prices on jams approximately 7 per cent. on these lines.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 85	12 00
Do., 1/2s, 8 doz. case.	10 50	13 00
Herring (Can.), 1s, 4 doz. case, ca.	7 25	9 00
Do., imported, 1/2s, 100 doz. case	30 00	32 50
Lobsters, 1/2s, 8 doz. case, doz.	3 35	
Do., 1/2s, 4 doz. case, doz.	6 00	
Oyster, 1s, 4 oz., 4 doz. case, ca.	8 60	
Do., 2s, 3 oz., 2 doz. case, case	7 60	
Pilchards, 1s, tall, 4 doz. case, case	7 35	
Do., 1/2s, flat, 8 doz. case, case	10 00	
Salmon—		
per case		
Soekeye, 1s, tall, 4 doz. case.	22 00	
Do., 1/2s, flat, 8 doz. in case.	23 75	
Red Spring, 1s, tall, 4 doz. case	16 75	
Do., 1/2s, flat, 8 doz. case.	16 25	
Cohoe, 1s, tall, 4 doz. case.	18 00	
Do., 1/2s, flat, 8 doz. case.	16 00	
Pink, 1s, tall, 4 doz. case	9 50	
Do., 1/2s, flat, 8 doz. case.	11 00	
Humpback, 1s, tall, 4 doz. case	8 00	

CANNED FRUIT (Canadian)

Per case		
Apples, 6 tins in case, per case.	3 00	3 85
Blueberries, 2s, 2 doz. case	7 15	
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	6 45	
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	5 05	
Raspberries, 2s, 2 doz. case.	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	13 85	
Peaches, 2 1/2s, 2 doz. case	13 25	
Peaches, sliced, 1s, 4 doz. case.	15 00	
Do., halved, 1s, 4 doz. case	15 00	
Do., 2s, 2 doz. case	10 00	
Pears, 1s, 4 doz. case	17 00	
Pineapples, sliced, 2s, 2 doz. case.	8 00	8 75

CANNED VEGETABLES

Per case		
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75	
Beans, Golden Wax, 2s, 2 doz. case	4 75	
Beans, Refugee, 2s, 2 doz. case.	4 75	
Corn, 2s, 2 doz. case	5 80	4 20
Peas, Standard, 2s, 2 doz. case	4 00	4 40

Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2 1/2s, 2 doz. case	7 00	
Pumpkin, 2 1/2s, 2 doz. case.	3 00	
Sauer Kraut, 2 1/2s, 2 doz. case.	4 90	
Spaghetti, 2 doz. case	2 15	
Tomatoes, 2 1/2s, 2 doz. case	4 00	4 60
Spinach, 2 1/2s, 2 doz. case	6 75	7 25

Valencia Raisins Arrive

Winnipeg.
DRIED FRUIT.—Valencia raisins are now on the market and are reported to be selling freely. Two varieties, layers and selected, in boxes of 14 and 28 lbs., are quoted at 25 1/2 to 26 cents per lb.

DRIED FRUIT

Evaporated Apples, per lb.	0 18	
Currants, 90-lb., per lb.	0 22	
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15 1/2	0 16 1/2
Dates, Hallowee, bulk, lb.	0 20	
Do., Tunis, bulk, lb.	0 26 1/2	
Do., Package, 3 doz. case, lb.	0 15	
Figs, Spanish, per lb.	0 15	
Do., Smyrna, per lb.	0 23	
Do., black, cartons, per carton	1 00	
Loganberries, 4 doz. case, pkt.	0 85	
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27 1/2	0 28 1/2
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	0 30	
Do., Cal., cartons, per carton.	1 68	
Prunes—		
30-40s, 25s, per lb.	0 28	
40-50s, 25s, per lb.	0 26	
50-60s, 25s, per lb.	0 23 1/2	
60-70s, 25s, per lb.	0 20 1/2	
70-80s, 25s, per lb.	0 19	
80-90s, 25s, per lb.	0 17	
90-100s, 25s, per lb.	0 16 1/2	
In 5-lb. cartons, per carton	1 25	

New Almonds on Market

Winnipeg.
NUTS.—The shelled nut market has shown a good deal more activity this week. The trade on walnuts has been active and firmer prices are now ruling. Prices on shelled almonds show no material change. The new crop has arrived on the market and is being quoted at lower figures than last year. There is no change in shelled peanuts. Shelled brazils are reported slightly easier and further reductions may be looked forward to after the first of the new year.

Flour Prices Lower

Winnipeg.
FLOUR.—Flour dropped during the week in sympathy with the drop in price of wheat; 98-pound sacks are now quoted at \$5.42 1/2. Retailers are reported to be buying just enough to meet their requirements.

FLOUR—	
Man., hard wheat, 98-lb. sacks	5 42 1/2
RYE FLOUR—	
White, 98-lb. sacks	5 00
Medium, 98-lb. sacks	4 60
Dark, 98-lb. sacks	3 25
Rye Meal	3 75

(Continued on Page 51.)



—Darling, in Des Moines "Register."

Surely There Must be a Better Way to Gather Apples

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 1.—Sugar dropped 50 cents, now quoted \$11.00 per hundred. Flour is reduced 60 cents per barrel. Hams are one cent per pound lower, while most cuts bacon are two cents lower. Squirrel brand peanut butter dropped 50 cents per dozen on ones and \$1.50 per dozen on fives. Roasted peanuts are 15½ to 16½ cents per pound. New-laid eggs are advanced to \$25.50 per case. Storage eggs are \$19.50 to \$21.00 per case. Dog biscuits and matches are slightly higher. Lever Bros. castile soap is down 60 cents per case.

Flour first patents bbl.	11 00	
Do., second patents, bbl.	10 80	
Beans, B.C.	7 25	7 50
Rolled oats, 80s		3 60
Rice, Siam	9 00	10 25
Japan, No. 1	10 00	12 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	13 02	
Cheese, No. 1, Ont., large	0 31½	0 32
Alberta cheese, twins		0 30
Do., large		0 29½
Butter, creamery, lb.		0 63
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s		18 60
Eggs new laid, local case		25 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 30	4 60
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case		4 50
Strawberries, 2s, Ontario, case	9 75	10 40
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 18	0 20
Do, 25s, lb.	0 19	0 21
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s		8 50
Prunes, 90-100s	0 10½	0 11
Do., 70-80s	0 13½	0 14½
Potatoes, local, ton		45 00
Walnuts, per lb.		0 30
Pecans, lb.		0 30

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 1.—All grocery lines and especially the fruit market show signs of brightening for the Christmas trade. Jamaica grapefruit at \$5.50 are replacing the higher priced California grapefruit at \$9.00, while Floridas sell at \$6.50. All sizes California navel oranges are down, averaging \$11.00 per case. Potatoes remain strong at \$2.00. Granulated sugar remains unchanged, but yellow is advanced

25 cents per hundred. Flour is lower, now quoted \$14.50. Rolled oats dropped 25 cents per bag. Oats are down 10 cents per bushel.

Flour, No. 1 patents, bbl.	14 50
Cornmeal, bags	3 50
Rolled oats per bag	5 00
Rice, Siam, per 100 lbs.	11 00
Tapioca, 100 lbs.	15 00
Molasses (extra fancy Barbadoes)	1 25
Sugar, standard, granulated	11 00
Do., No. 1, yellow	10 25
Cheese, Ont., twins	0 28
Eggs, fresh, doz.	0 80
Lard, compound	0 22½
Lard, pure, lb.	0 31
American clear pork, per bbl.	52 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 50
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 40
Roll bacon	0 35
Butter, creamery, lb.	0 57
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 80
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	1 92½
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	
Do., Pinks	9 00
Do., Cohoes	15 00
Do., Chums	7 00
Evaporated apples, per lb.	0 16
Dried Peaches, per lb.	0 29
Potatoes, Natives, 90-lb. bag	2 00
Beans, white	4 50
Do., yellow eye	7 25
Bananas, lb.	0 10½
Lemons, Cal.	9 00
Oranges, all sizes	11 00
Grapefruit, Florida, case	6 50
Do., Jamaica	5 50
Apples—	
Kings, No. 1	7 00
Do., No. 2	6 50
Do., Dom.	6 55
Do., No. 3	4 50
Oats, per bush.	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 1.—A further reduction is noted in most lines in the grocery market during the week. Manitoba flour declined 70 cents, now quoted \$13.35. Cornmeal dropped 90 cents, now \$4.60. Molasses now quoted \$1.15. Yellow sugar has advanced to \$10.35. Compound lard declined to 21½ and 22 cents. Breakfast bacon is easier at 42 to 45 cents per pound. Fresh eggs are firmer and prices advanced 5 cents per dozen. Oranges declined to \$9.00 and \$11.00. Malaga grapes are selling at \$10.00 to \$12.00 per keg. Stocks of Emperor grapes are finished. There is a good supply of poultry on the market and the indications are that prices at Christmas time will be much lower than last year. Turkeys, ducks and geese are selling at 60 cents per pound, chickens at 50 cents and fowl at 40 cents per pound; it is ex-

pected that these prices will be maintained for some time.

Flour, No. 1 patents, bbls., Man.	13 35
Cornmeal, gran., bags	5 50
Cornmeal, ordinary	4 60
Rolled oats	10 50
Rice, Siam, per 100 lbs.	12 00
Tapioca, 100 lbs.	15 00
Molasses	1 15
Sugs.—	
Standard, granulated	11 10
No. 1, yellow	10 35
Cheese, N.B.	0 29½
Eggs, fresh, doz.	0 85
Do., case	0 70
Lard, pure, lb.	0 31½
Do., compound	0 21½
American clear pork	54 00
Tomatoes, 2½s, standard, case	4 20
Beef, corned, 1s	4 00
Breakfast bacon	0 42
Butter, creamery, per lb.	0 65
Do., dairy	0 60
Do., tub	0 58
Peaches, 2s, standard, case	7 15
Corn, 2s, standard, case	3 60
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	
Potatoes, per bbl.	3 50
Lemons, case	6 00
Oranges, case	9 00
Bananas, lb.	0 13
Grapefruit, case	7 00

GENERAL MARKET REPORTS

(Continued from Page 50.)

Navel Oranges To Be Lower

Winnipeg. FRUIT.—Navel oranges are arriving freely and lower prices are expected. Bananas remain scarce and prices are well maintained. Spanish Malaga grapes are in good demand and are quoted at \$16 per keg. Various varieties of winter apples are in good demand and prices have shown a slight decline.

ORANGES—

Navel, 176 and smaller, case	10 00
150s per case	9 50
125s, per case	9 50
Lemons, California, per case	7 00

FLORIDA GRAPE FRUIT—

64-72s, 80s and 96s, per case	8 00
54s, per case	7 00
Bananas, per lb.	0 15

GRAPES—

Emp. Grapes, in lugs, per lug	6 00
Do., per keg	10 00

PEARS—

B.C. D'anjo pears, per case	6 50
Winter Nelles, per case	5 50

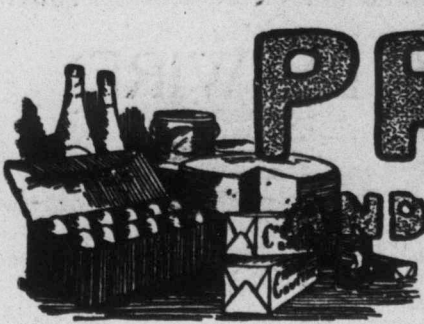
APPLES—

B.C. Wagners, unwrap., per cs.	3 25
10 case lots, per case	3 15
McIntosh Reds, No. 1, per box	4 00
Wagners No. 1, per box	4 00
Delicious, No. 1, per box	5 25
Do, No. 2, per box	4 50
Ont. Spys, No. 1, per bbl.	9 50
Baldwins, No. 1, per bbl.	8 50


Vegetables Are Steady

Winnipeg.

VEGETABLES.—California vegetables such as cauliflower, lettuce, and tomatoes are now on the local market. California head lettuce is quoted at \$7.50 per case, cauliflower \$3.50 per case, and tomatoes \$6 per lug. Jersey sweet potatoes are in good demand and are quoted at \$4.50 per hamper. All other lines of vegetables remain unchanged.



PRODUCE AND PROVISIONS



Fish Sales Over 700 Pounds a Week

Todd Bros., Guelph, Ont., Have Heavy Sales of Fish from Week to Week—Meat Department Shows Big Revenue—Week-End Sales of Sausages.

TODD BROS., Guelph, Ont., sell from seven hundred to one thousand pounds of fresh fish every week during the season when fresh fish is available. Of course throughout the winter months sales of frozen and smoked fish are also very heavy. The fish end of the combined grocery and meat business of Todd Bros. is on a large scale. Oysters, too, constitute a gratifying turnover, this firm making a feature of them on Fridays and Saturdays of each week.

Heavy Trade in Meats

"Our meat business is really heavier than our grocery trade," Mr. Todd told a representative of Canadian Grocer the other day. "But meat and grocery departments certainly can be run well together. Of course we have a lot of customers for meat and fish, who do not patronize our grocery department, but our meat business has also been the means of bringing trade to our grocery section. They work for each other, and while they are two separate and distinct departments, it is very often possible to make sales of groceries, because of the meat section next door."

The two departments are entered from the outside through separate entrances, and inside, they are reached through swing doors.

Make the Most of Displays

Todd Bros. make the most of window displays, both in the meat and grocery departments. It is in this way that business is attracted very often to the grocery department, people coming in to the meat store are impressed with something on display in the grocery and invariably sales are made. This firm uses regular advertising space in the town papers, and, particularly at the week-ends, they make a feature of certain specials. For instance, they very often make sales of sausages at the week-end a specialty. "We usually have a sale of sausages on Friday and Saturday," Mr. Todd told Canadian Grocer. "We usually dispose of from three to four hundred

pounds at the week-end. We make all our own sausages and we guarantee them as being made from the very best meats obtainable."

Todd Bros. do not adhere to the policy of selling just one brand of bacon. They carry three brands, and declare that they are selling all three brands equally well.

Watching the Fast Days

Discussing the sale of fish with Mr. Todd, he expressed the opinion that fish was not a difficult line for the grocer to carry. Their business in fish was one of the best revenue-producers. This firm has a calendar hanging in the store on which is marked all the days on which fasts are observed by certain sections of

the community. Close scrutiny is kept on these dates, and extra supplies of fish are ordered for these occasions. Sales of fish are increased in this way, and Mr. Todd believes that by following this procedure, the grocer who is carrying fish from week to week, can do much to build a bigger business. By advertising at these times and ordering sufficient quantities to meet the demand, Todd Bros. have brought fish trade up to the figures that have been referred to, at the beginning of this article. "We are handling oysters in containers almost altogether now," stated Mr. Todd, "and believe that economically and from the standpoint of time-saving convenience, it is the best way."

Fresh Fish Season Draws to a Close

Next Week Will See the End of the Present Fresh Fish Season on All Lakes—Government Competition, Bad Weather and Loss of Nets Have Been Problems to Contend With in Season Now Closing.

By D. B. Drysdale

NEXT week will see the close of the fresh fish season on all lakes. The past season has not been any better than normal to the producers, owing to government competition, bad weather and loss of nets. The cost of nets has increased as much as three and four times over pre-war prices. Certainly the price of fresh fish has not increased to this extent.

Heavy Cost of Nets

One small producer east of Toronto has lost as much as \$600 in nets at a time, and with this loss would have to make enormous hauls to show a profit on the season's business. During the past week one of the largest fishing concerns on Lake Erie has closed up, being forced into the receiver's hands.

It has always been a question as to why more grocers don't carry a stock of

fish, especially in the winter. There is really nothing disagreeable about a line of frozen fish in a grocery store, and provided the weather is cold they do not require any more attention than to see that they are kept in the cold.

Frozen fish are always dressed, and speaking of profit, well, there is a profit that won't be found in other lines, such as sugar and a great many other lines of staple groceries that are not new and it is just a case of supply and demand.

A Profitable Department

A great many grocers through the country have a regular fish department and confidentially speaking point with pride to it and look on this part of their business as a very profitable one. They run practically no risk in carrying a stock of fish because as a rule they never buy more than a day's supply ahead.

Now the consumption per capita of fish in Canada, not including the canned lines, figures out at about the rate of one meal in every thirty being made on fresh fish. There is no doubt but that this could be increased, as most fish eaten today is consumed by people who probably have it regularly three times a week.

Display Is Essential

If a grocer carries a line of fish it should be given a proper display. Anybody knows that the purchasing of food for home consumption is left to the lady of the house and because we so seldom see a display of fish that this article of food is practically never thought of or left off the menu for the simple reason that no one in the district carries a stock of fish.

In the late fall practically every grocer gets a box of haddies, and one of fillets, puts them in a corner where they won't be seen and if they are called for he has them. But as for trying to build up a regular trade in fish by laying them out, displaying them and in this way getting an idea of what he could really do in fish, well, the thought in most cases never enters his mind.

"FREE" CHEESE IN ENGLAND

A Canadian Government Trade Commissioner in Great Britain in reviewing the cheese situation in the Old Country states that it will be remembered that in May, 1910, Canadian, American, and Dutch cheese were released from control provided a maximum retail selling price of 1s. 6d. per pound was maintained. The demand for this "free" cheese was so great that the price of Canadian was soon rushed up to 160s. to 164s. per hundredweight, with the result that it became impossible for the average retailer to handle it so as to make any profit at the maximum of 1s. 6d. per pound.

Rather than increase that price the Food Ministry decided to re-impose control. On August 2, 1919, after three months of "free" cheese, the Food Controller announced that all cheese shipped to the United Kingdom after 1st August would be requisitioned on arrival by the Ministry at 1s. 2d. per pound, landed terms. The effect of this order was to put a complete stop to private trading in imported cheese, as it was, of course, impossible to purchase on a basis of 1s. 2d. per pound. Throughout the winter there were constant rumors that control was definitely coming off, but the spring of 1920 was well advanced before any change took place.

At the end of April the welcome announcement was made that the Government had decided not to make further purchases of cheese, and that for the future private traders were free to purchase and import cheese from any source except Australia and New Zealand, the Ministry of Food having already secured

the exportable surplus in these countries for the 1919-20 season of production. The maximum retail price of 1s. 8d. per pound remained in force until 24th May, when it was abolished, and Canadian, American and Dutch cheese became thenceforth once more entirely free from Government control and restriction of every kind. In consequence of the Government continuing to market their Cheddar cheese freely at 1s. 8d. per pound, free cheese has been sold at or under that figure.

WELL EQUIPPED STORES DRAW TRADE

Continued from page 37

look about it you will find that grocers who have well equipped stores are the most prosperous. Maybe you think this is "mere fad" on the part of the buying public. If that were absolutely true—which it happens not to be—would not that be reason enough for putting proper equipment into your stores? From whom will you get your living, let alone prosperity, if not from the buying public?

But this prosperity arises from many things.

It is the result of the fact that people—the aforesaid buying public—are attracted to your store in preference to others. Then they are led to buy many things they would not have bought if the goods were not so well displayed—and that helps you. They are further led to disregard little differences in price when your goods look so much cleaner and more tempting than those of the cheaper man. They also buy higher grade articles, and those are always more profitable to handle. All these things work together for your greater profit.

From your end of the deal comes all the advantages of realizing full weight instead of suffering depreciation through evaporation and the other losses I have indicated, from the ease with which you handle things and the time you save thereby, and from the direct economy of having fewer people employed in any given store that is properly equipped to do a given amount of business.

I dwell on these things from time to time as they occur to me, because I know that good fixtures pay big returns. The outfits obtainable now are beautifully planned for every kind of store and, considering what they do for the merchant, they are really very cheap.

ENGLISH HOP INDUSTRY RECOVERING

The total production of hops in England this year is estimated at 31,248,000 pounds, according to the American agricultural trade commissioner at London. This figure represents a yield of about 10,080,000 pounds above the total returns realized from the crop last year

and is only about 896,000 pounds below the average production of the years 1910-1919.

Hops may not be imported into the United Kingdom at present except by special permit issued by or under the authority of the English food controller. This regulation was imposed with a view to assisting the industry of hop growing in the United Kingdom to recover from the injury which it suffered during the war.

FIGS ARE BEING HARVESTED

According to J. F. Niswander, vice-president and general manager of the California Peach Growers' Association of Fresno, the present season has been rather more profitable than that of 1919 for those engaged in the peach and fig growing business. The peach crop, he says, for this season went around 24,000 tons, as against 32,000 tons last season. The peach crop is now about in and the greater part has already been shipped. Figs, he says, started coming into the warehouses last week. This crop, he estimates, will run around 9,000 tons, and believes that fully half the tonnage has already reached the association warehouses.

NEW YORK BANK HELPS CUBAN SUGAR PLANTERS

Havana.—The National City Bank, of New York, has notified its Havana branch to place \$10,000,000 at the disposal of Cuban sugar planters, in order to enable them to prepare for the coming crop.

This is believed by interested parties probably to be the first of a series of measures to be taken by different financial institutions, independently of action by the Cuban Government, to assist Cuba to weather its present financial difficulties.

A plan for the extension of credit to European sugar importers to enable them to buy Cuban sugar, which they are now said to be virtually prohibited from doing because of the high rate of exchange, is under contemplation along with other movements aimed at bettering the nation's position in the world's sugar markets.

COMMERCIALLY SPEAKING

Japanese advertisers believe in a lavish use of similes.

"Step inside!" is the invocation of a big multiple shop in Tokio. "You will be welcomed as fondly as a ray of sunshine after a rainy day. Each one of our assistants is as amiable as a father seeking a husband for a dowryless daughter. Goods are dispatched to customers' houses with the rapidity of a shot from the cannon's mouth."

A grocer proclaims that his "superfine vinegar is more acid than the tongue of the most fiendish mother-in-law."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec.—A reaction in the hog market this week is the feature of the produce reports. The advance is about one half cent per pound and is the result of smaller offerings on the market. While this has not affected the pork quotations directly it has caused a weaker feeling. There is no change in the beef market. The continuing weaker feeling on the cheese market which is more pronounced than usual this week has resulted in a drop of one cent per pound on cheese quoted in a wholesale way. Butter is also lower this week there being a drop of as much as 2½ cents per pound on the primary markets and about one cent per pound on the wholesale market. The lard and shortening market remain steady. There is an advance of one cent per pound in the price of honey. Easier prices are quoted on frozen fish. The egg market is firm and unchanged. The poultry market is well supplied with a good demand and prices are practically the same as they were at this time last year.

Stronger Market for Hogs

Montreal.
FRESH MEATS.—The most noticeable fact in the meat market this week is that the Montreal market is from two to three dollars per cwt. higher than any other hog market in Canada and seven dollars per cwt. higher than prices quoted in Chicago. The local market shows more strength this week with smaller offerings. The general price paid here for hogs is \$17.50 per cwt. off cars. This stronger feeling is felt throughout the pork market. Reports show that there is only a supply of inferior cattle reaching the market and that the main supply of beef cattle is coming from the West and can be bought cheaper than on the local market.

FRESH MEATS

Hogs, live (selected)	0 17	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.....	0 25	0 29
Fresh Pork—		
Legs of pork (foot on).....	0 34	
Loins (trimmed)	0 40	
Bone trimmings	0 28	
Trimmed shoulders	0 30	0 31
Untrimmed	0 28½	
Pork sausage (pure)	0 25	
Farmer sausage	0 20	
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		
(Cows)		(Steers)
\$0 16 \$0 23 —Hind quarters..	\$0 18	\$0 26
0 10 0 14 ..Front quarters..	0 10	0 16
0 24 0 34 ..Loins	0 30	0 42
0 16 0 26 ..Ribs	0 16	0 30
0 10 0 14 ..Chucks	0 10	0 16
..... 0 20 ..Hips	0 23	
Calves (as to grade)	0 18	0 30

Cooked Meats Unchanged

Montreal.
COOKED MEATS.—The market for cooked meats is unchanged this week. The demand at this season is limited and prices remain steady.

Jellied pork tongues	0 45
Jellied pressed beef, lb.	0 36
Ham and tongue, lb.	0 42
Veal	0 35
Hams, cooked	0 61
Shoulders, roast	0 50
Shoulders, boiled	0 48
Pork pies (doz.)	0 30
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Smoked Meats Steadier

Montreal.
SMOKED MEATS.—A steady feeling has prevailed this week in the market for smoked meats, due to the higher prices ruling for live hogs and the smaller supplies resulting. The demand for smoked meats at this season is very good and the movement of supplies is reported to be correspondingly good.

BACON—

Breakfast, best	0 37	0 46
Smoked Breakfast	0 46	0 47
Cottage Rolls	0 38	0 38
Picnic Hams	0 33	
Wiltshire	0 44	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 38	
Do., 14-20	0 38	
Do., 20-25	0 32	
Do., 25-35	0 29	
Over 35 lbs.	0 28	

Barrelled Meat Demand Poor

Montreal.
BARRELLED MEATS.—The demand for barrelled meats is not large at the present time and the export demand is not up to what has been estimated. As a result there are large quantities being carried by the packers. Prices are unchanged.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	56	00
Clear fat backs (bbl.), 40-50 pieces	49	00
Heavy mess pork (bbl.)	39	00
Plate Beef	25	00
Mess Beef	23	00

Cheese Prices Drop One Cent

Montreal.
CHEESE.—Like the butter market, cheese shows a decidedly weak tendency this week with a decline of one cent per pound on Canadian cheese. This weakness has been felt on the cheese market for a few weeks past but has not before affected the sale of cheese to the smaller buyers.

CHEESE—

New, large, per lb.	0 27
Twins, per lb.	0 27
Triplets, per lb.	0 27
Stilton, per lb.	0 37
Fancy old cheese, per lb.....	0 35
Quebec	0 27

Egg Prices Unchanged

Montreal.

EGGS.—The egg market is unchanged this week. The demand for supplies for domestic consumption continues good, and a fairly active trade in a jobbing way is being carried on. On account of this very good demand at this price the egg market continues unchanged, with perhaps added strength.

EGGS—

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

Drop in Price of Butter

Montreal.

BUTTER.—A weak feeling prevails in the butter market this week. The sales of butter in the primary markets show a decline of 2½ cents from the price of last week. Despite this drop in price reports show that there are no larger supplies of butter on hand than there has been in the three weeks previous.

BUTTER—

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

No Change in Shortening

Montreal.

SHORTENING.—The shortening market remains unchanged this week. This market follows closely the lard market and what affects lard has almost the same tendency in the shortening market. The demand is good at present and prices are steady.

SHORTENING—

Tierces, 400 lbs., per lb.	0 21½
Tubs, 50 lbs., per lb.	0 22
Pails, 20 lbs., per lb.	0 22½
Bricks, 1 lb., per lb.	0 24

Lard Market Steady

Montreal.

LARD.—The lard market is unchanged this week with a fair amount of business passing locally and prices remain steady. If the prices paid for hogs continue high as they now are it will give strength to the lard market, but this is doubtful since Montreal quotations are now higher than in any other part of Canada.

LARD—

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

Frozen Fish Easier

Montreal.

FISH.—The fresh fish market is considerably cut down this week. A great many of the kinds of fish are now listed as frozen fish and in some cases the prices are a little easier due to the lower cost of handling in the colder weather. Cohoe salmon (frozen) is now quoted at 20 cents, qualla salmon at 11 cents. Halibut is arriving in good supply from the western coast and the demand is very good.

FRESH FISH

Haddock	0 08
Steak cod	0 10
Market cod	0 07
Flounders	0 10
Live Lobsters	0 69

Halibut, med.	0 24	Do., chicken	0 29
Perch	0 15	Fresh eels, per lb.	0 15
Fresh herrings, each	0 07	Doree	0 20
Fresh Herrings	0 06		
FROZEN FISH			
Halibut, large and chicken	0 16	0 17	
Halibut, Western, medium	0 23		
Mackerel	0 15	0 16	
Pike, headless and dressed	0 14		
Market Cod	0 06	0 06 1/2	
Sea Herrings	0 06	0 07	
Salmon dr., Spring	0 28		
Salmon, Cohoes, round	0 20		
Salmon, Qualla, hd. and dd.	0 11		
Whitefish	0 21		
SALTED FISH			
Codfish, large, bbls., 200 lbs.	16 00		
Sardines, half barrel	5 00		
Salted Trout, half barrel	12 00		
Salted Salmon, barrel	27 50		
Boneless cod (20), per lb.	0 16	0 20	
SMOKED			
Finnan Haddie, 15-lb. box	0 14		
Fillets, 15-lb. box	0 19		
Smoked Herrings	0 24		
Kippers, new, per box	2 15		
Bloaters, new, per box	2 00		
Smoker Salmon	0 35		
BULK OYSTERS			
Standard, No. 1, can	3 00		
Do., No. 3, can	8 75		

Selects, No. 1, can	3 50
Selects, No. 3, can	11 00
Jars, 1 doz. box	6 50
Do., 2 doz. box	12 50

Poultry Prices Steady

Montreal.
POULTRY.—The demand for poultry is steadily increasing at this season and a very good demand is promised for the Christmas trade. The present supply seems to be just sufficient to meet the demand and as a result the prices are very steady with a tendency to be firmer. The best quality chickens are selling for 38 to 40 cents a pound. Prices are just about the same as they were at this date last year. The weather conditions are still very good. Live birds are arriving in good quantities.

POULTRY—

Turkeys, per lb.	0 48	0 52
Chickens	0 35	0 40
Fowl	0 28	0 33
Roosters	0 23	0 25
Ducks	0 30	0 35

Medium, 12 to 30 lbs.	0 42
Large, 20 to 35 lbs. each, lb.	0 38
Heavy, 25 to 35 lbs.	0 32
Backs—	
Skinned, rib, lb.	0 51 0 58
Boneless, per lb.	0 59 0 63
Rolled, per lb.	0 66 0 69
Bacon—	
Breakfast, ordinary, per lb.	0 45 0 46
Breakfast, special trim	0 58
Breakfast, special trim	0 60
Roll, per lb.	0 35 1/2
Wiltshire (smoked sides), lb.	0 39 1/2
Wiltshire, three-quarter cut	0 43
Wiltshire, middle	0 45
Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 30
Do., av. 80-90 lbs.	0 28
Clear bellies, 15-30 lbs.	0 31 1/2
Fat backs, 10 to 12 lbs.	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess Pork, 200 lbs.	37 00
Short cut backs, 200 lbs.	53 00 54 00
Pickled rolls, bbl. 200 lbs.:—	
Lightweight	66 00
Heavy	60 00
Above prices subject to daily fluctuations of the market.	

Cooked Hams Down 4 Cents

Toronto.
COOKED MEATS.—Quotations on cooked hams are reduced four cents per pound, now quoted at 58 to 62 cents. Other quotations are unchanged under a quiet demand.

Boiled hams, lb.	0 58	0 62
Boiled shoulders	0 53	
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 65	
Jellied calves tongue	0 56	
Ham bologna, lb.	0 20	
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Butter Market Quiet

Toronto.
BUTTER.—The butter market is quiet and quotations unchanged. Dealers are buying only for immediate requirements.
BUTTER—
 Creamery prints 0 53 0 58

Eggs Continue Firm

Toronto.
EGGS.—The egg market is holding firm. United States eggs continue to arrive for local consumption but dealers state that these eggs are now costing a higher price. Dealers report that they are receiving practically no new laids and a quotation could not be got. On the farmers' market new laid eggs were selling at \$1.20 per dozen and some were asking as high as \$1.40.

EGGS—

Selects	0 76
No. 1	0 68
New-laid in cartons
Prices shown are subject to daily fluctuations of the market.	

Cheese Demand Limited

Toronto.
CHEESE.—The cheese market continues dull under a very limited enquiry. Quotations are fairly steady at 26 1/2 cents per pound for large.
 Large, per lb. 0 26 1/2
 Twins, 1c higher than large cheese. Triplets, 1 1/2c higher than large cheese.

Lard Prices Reduced

Toronto.
LARD.—The lard market is in a weak condition in view of the break in the hog market. Prices are reduced one cent per pound, bringing one pound prints down

ONTARIO MARKETS

TORONTO, Dec. 1.—The feature in the provision market is the slump in the hog prices. For some time past packers have been trying to hammer down hog prices, claiming that prices here were too high in comparison with those over the border. During this past week, prices have receded two dollars per hundredweight with indications that they will go lower. Fresh pork cuts, smoked hams, lard and shortening all show reductions from one to five cents per pound. Beef is unchanged but the market is strong with a tendency for an advance. Dressed calves are down two dollars per hundred. Cooked hams dropped four cents per pound but other cooked meats are unchanged. Butter and cheese are quiet with quotations unchanged. The egg market is holding firm. United States eggs continue to arrive freely for local consumption but dealers report that they are paying a higher price for them. New laid eggs are extremely scarce. Heavy receipts are noted in the poultry market with large quantities being packed for storage. Quotations on fowl and ducks are easier.

Dressed Pork Lower

Toronto.
FRESH MEATS—A substantial break in the price of live hogs occurred during the week. Early last week hogs sold around \$15.50 f.o.b. and the latter part of the week closed at \$14.50 per hundred. Dressed hogs are now quoted at \$21 to \$23 per hundredweight, a reduction of \$2. Pork cuts are also down 2 to 5 cents per pound. Beef is unchanged but the market is strong with indications of an advance, especially on the better grades. Dressed calves are down \$2 per hundred, now quoted at 22 to 24 cents per pound.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	16 00	
Live, fed and watered, per cwt.	15 75	
Live, f.o.b., per cwt.	14 50	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30 1/2	
Loins of pork, lb.	0 42	
Fresh hams, lb.	0 33	
Tenderloins, lb.	0 63	
Spare ribs, lb.	0 21	
Picnics, lb.	0 23	
New York shoulders, lb.	0 27	

Boston butts, lb.	0 34
Montreal shoulders, lb.	0 27
Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 21 0 24
Front quarters, lb.	0 12 0 15
Ribs, lb.	0 22 0 28
Chucks, lb.	0 13 0 16
Loins, whole, lb.	0 25 0 35
Hips, lb.	0 17 0 22
Cow beef quotations about 2c per pound below above quotations.	
Calves, lb.	0 22 0 24
Spring lamb, lb.	0 24 0 26
Sheep, whole, lb.	0 12 0 18
Above prices subject to daily fluctuations of the market.	

Smoked Hams Reduced

Toronto.
PROVISIONS.—Following the steadily receding hog market, smoked hams are again reduced, bringing the price on the medium size to 42 cents per pound. Special trim breakfast bacon is down 2 cents per pound, now quoted at 58 cents. Ordinary breakfast bacon is unchanged, remaining at 45 to 46 cents per pound. Mess pork dropped \$1 per barrel and short cut backs are also reduced \$1 per barrel.
Hams —
 Small, to 12 lbs. 0 42

to 29 cents and 26 cents per pound on the tierce basis.

LARD—

1-lb. prints	0 29
Tierces, 400 lbs.	0 26
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.	

Shortening Again Drops

Toronto.
SHORTENING.—Coinciding with the easier and lower prices on hogs, lard and cotton seed oil, shortening prices are reduced one-half cent per pound. The market is weak and a further reduction is not unlikely.

SHORTENING—

1-lb. prints	0 23½
Tierces, 400 lbs.	0 19
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

Fish Business Brisk

Toronto.
FISH.—There is a brisk demand for all kinds of fish with supplies arriving freely. Fall salmon has advanced one cent per pound, but other quotations are unchanged.

WINNIPEG MARKETS

WINNIPEG, Dec 1.—The feature of the produce and provision market this week is the decline in price of fresh pork cuts. Selected hogs are now being quoted at \$14.00 per cwt. All lines of fresh pork have shown a decline. Good quality beef, mutton and lamb remain unchanged. Cooked ham has declined and is now being quoted at 64½ cents. Smoked ham is also lower but bacon prices are well maintained. The butter market remains steady while lard and shortening declined from 2 to 4 cents per pound. Egg market continues firm. Poultry market is very active. Fresh white fish have arrived on the market and several declines have been noted on fresh, frozen and smoked fish,

Cooked Ham Lower

Winnipeg.
COOKED MEATS.—Cooked ham has declined 2 cents per pound during the week and is now quoted at 64½ cents. Head cheese has also declined and is quoted at 18 cents per pound. Business is reported fairly good on all cooked meats.

Hams, best quality, skinned, lb.	0 64½
Do., roast, lb.	0 64½
Boiled shoulders	0 49
Head Cheese, in 1-lb. tins	0 18
Jellied Beef, Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 28

Pork Prices Decline

Winnipeg.
FRESH MEATS.—The unsettled condition continues in the hog market. Quotations on selected hogs are \$14 per cwt. Fresh legs of pork have shown a decline and are now being quoted from 25 to 31 cents per pound. Fresh hams have also shown a decline of 1 to 2 cents a pound. Picnics are now being quoted at 26½, with pork shoulders selling at 25½ to 31 cents per pound. Good quality beef remains unchanged. There is no change in the price of mutton and lamb.

HOGS—

Selected, live cwt.	14 00	14 25
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Margarine Unchanged

Toronto.
MARGARINE.—There is nothing of interest to note in the market for margarine. Quotations are holding fairly steady under the quiet demand.

Poultry Prices Easier

Toronto.
POULTRY.—Receipts of poultry have been very heavy during the week with large quantities going into the coolers. The market is reported easier with quotations on fowl and ducks two cents per pound lower.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	\$0 35	\$0 43
Roosters	0 17	0 20
Fowl, over 5 lbs.	0 25	0 28
Fowl, 4 to 5 lbs.	0 21	0 25
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 25	0 30
Guinea hens, pair.	1 25	1 50
Spring chickens, live.	0 20	0 27

Prices quoted to retail trade—

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

16 to 20 lbs, per lb.	0 42½
Boneless, 8 to 15 lbs., per lb.	0 48½
Skinned, 14 to 18 lbs., per lb.	0 45½
Do., 18 to 22 lbs., per lb.	0 44

BACON—

Backs, 5 to 12 lbs., smoked ...	0 66
Do., 12 to 16 lbs., smoked ...	0 64
Do., 10 to 14 lbs., skinned and peamealed	0 63½
Do., 4 to 10 lbs., sliced.	0 66
Cottage rolls, boneless	0 41½

Lard and Shortening Easier

Winnipeg.
LARD.—Lard and shortening have shown a decided drop in prices. Lard is now quoted at 28½ cents per pound, and shortening 19 cents.

Pure Lard, No. 1, quality, per lb.	0 28½
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails	6 30
Shortening, wooden pails, 20-lb. pails per pail	4 30
Shortening, tierces of 400 lbs., per lb.	0 19

Egg Market Firm

Winnipeg.
EGGS.—The egg market continues firm and practically all orders are being filled from cold storage stocks. Very few fresh country eggs are arriving. Farm eggs are now quoted at 70 cents per dozen, with candled eggs at 63 cents.

Cheese Market Unchanged

Winnipeg.
CHEESE.—The cheese market is quiet with quotations holding at 29½ to 31 cents.

Poultry Market Active

Winnipeg.
POULTRY.—Receipts of all poultry have been heavy during the week and the demand is exceptionally good.

Fresh White Fish Arrive

Winnipeg.
FISH.—Several shipments of fresh whitefish and halibut have arrived on the market. It is expected that higher prices will be in evidence very shortly on smoked haddies and fillets. Several lines of fresh frozen fish have shown a slight decline during the week. Salt Holland herring has declined 15 cents per pail and are now quoted at \$1.15 to \$1.25.

FRESH FROZEN FISH

Black Cod, lb.	0 12½
Brills, lb.	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, chicken, cases 300 lbs.	0 15½
Do., broken cases	0 16½
Jackfish, dressed	0 10
Pickeral, case lots	0 13
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 20
Do., in broken cases	0 21
Red Spring, in full boxes	0 24½
Do., broken cases	0 25½
Soles	0 08½
Baby Whites or Tulibeas	0 09½
Whitefish, dressed, case lots	0 17
Do., broken cases	0 18

SMOKED FISH

Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	0 15
Haddies, 30-lb. cases, lb.	0 15
Do., in 15-lb. cases, lb.	0 15
Kippers, East. Nat., 20 count, per count	3 25
Do., Western, 20-lb. boxes, box	2 25
Fillets, 15-lb. boxes, lb.	0 19

SALT FISH

Steak Cod, 2s, Seely's, lb.	
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	
Do., 20-ls, tablets, lb.	
Holland Herring, Milters, 9-lb. pails, per pail	1 25
Do., mixed, 9-lb. pails, per pail	1 15
Labrador herrings, 100-lb. bbls., per bbl.	

Heavy, cwt.	11 00
Light cwt.	12 00
Sows, cwt.	7 00

Fresh Pork—

Legs of pork, up to 20 lbs., lb.	0 25	0 31
Spare ribs, lb.	0 28½	0 33½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 27	0 33
Picnics, lb.	0 26½	0 31½
Shoulders, lb.	0 25½	0 31

Fresh Beef—from Steers and Heifers—

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

Mutton—

Choice, lb.	0 15
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Lambs—

Choice, 30-45 lbs., lb.	0 23
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Butter Market Steady

Winnipeg.
BUTTER.—Creamery butter is in good demand and prices are holding steady.

BUTTER—

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

Smoked Ham Lower

Winnipeg.
PROVISIONS.—Smoked ham has declined and is now quoted at 44½ cents per pound. Boneless ham, which was selling at 50½, is now quoted at 48½ cents. The demand for smoked hams continues good. Bacon is still reported to be scarce and prices remain unchanged.

8 to 16 lbs., per lb.	0 44½
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With the approach of the
Christmas Season

You Should Feature Prominently

DAVIES'

Mince Meat

With the prevailing high cost of dried fruits and spices the housewife will hesitate before making her own Mince Meat this year. She will be more than likely to buy prepared Mince Meat.

Davies' Mince Meat is made from selected apples, dried fruit, spices, suet and other pure ingredients, and it has all the rich, delicious, fruity flavor of real home-made Mince Meat.

A real quality line, that can be featured all through the winter—beginning from now on. Let us ship you a tryout order.

Write us for prices, or ask our
salesman the next time he calls.

THE **DAVIES** COMPANY
WILLIAM LIMITED

Toronto

MONTREAL

HAMILTON



Fish Foods

With the Smack of the Sea
in Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

When you open up a case of Connors Bros.' Brunswick Brand you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of Brunswick Brand Sea Foods, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)

Kippered Herring
Herrings in Tomato Sauce
Clams

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



ROSE BRAND



Food Products Which Promote Sales —

The purveyor who supplies pure foods which are beyond comparison for quality and flavor is bound to increase his better class of trade.

Rose Brand are those pure foods.

Their wholesome richness and delicate appetite-tempting flavors is due to the fact that they are the choicest of selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

Rose Brand products never disappoint. Each sale makes and retains a customer.

Our national advertising campaign now running in dailies, weeklies and magazines is creating a public demand for these superior pure foods. Capitalize it. Display Rose Brand products prominently. Sales will assuredly follow.

The show cards, window trims, hangers, folders, etc., which have been produced for the benefit of our purveyors, are strikingly handsome, beautifully colored pieces that have an almost irresistible appeal. Merchants can use them to great advantage in improving their food department and special display.

Sent free on request—postpaid.

CANADIAN PACKING COMPANY LIMITED

TORONTO, ONTARIO

BRANCHES:

Fort William Sudbury
Sydney, N.S. Charlottetown, P.E.I.
Winnipeg, Man.

PACKING HOUSES:

Brantford Toronto
Peterboro Montreal
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“The Greatest Seller of Its Kind in the World”
MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
 Montreal and
 Province of Quebec



The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY
 Pittsburgh Toronto Montreal

Little Selling Effort



will, we feel sure, be required for the selling of “Maroma” Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by
E. W. Jeffress Limited

Walkerville, Canada
 W. G. Patrick & Co., Limited

Toronto and Winnipeg
 Selling Agents for our Blue Seal Lines

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia. Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Cannery B. C. Ltd.

Head Office: Vancouver, B.C.



Crampton's Pepper

Stone-ground

(Sold only in dainty tins.)

FINE
FLAVOUR



RICH
AROMA

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.

It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.

Spice Millers and Packers

MANCHESTER

Estd. 1849

ENGLAND



TRADE MARK

Schneider's Guaranteed Bacon

Never fails to make good in a big way. If it doesn't, just send it back to us. That's a fair and safe agreement for both of us. The profits on Schneider products are very attractive and the satisfaction that they win makes selling them a pleasure.

Schneider's "Pure Meat" Sausage

is made from only the best of meat with just the right amount of seasoning to give them an exquisite "want more" flavor that spells steady repeat orders. All Schneider Products are guaranteed and they offer a good profit margin. Try a sample order.

J. M. Schneider & Son, Ltd.

KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations.
Satisfaction guaranteed on all mail orders.



GUARANTEED ABSOLUTELY PURE
**Pride of Canada
 Pure Maple Syrup**

HOW ABOUT YOUR STOCK FOR THE XMAS TRADE?

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

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL, CANADA



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.

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SOLE PACKERS

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Old English Xmas Pudding (Basins and Moulds)

MINCEMEAT
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SAUSAGES (All kinds.)

PIES (Genuine Melton Mowbray.)

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Also—

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"Established upwards of a Century."

The Works, Melton Mowbray.

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 Prices the same with usual discount

MAIL YOUR ORDERS AT ONCE :: FIRST IN FIRST SERVED

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 1598 Delorimier Avenue, MONTREAL

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ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS

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BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

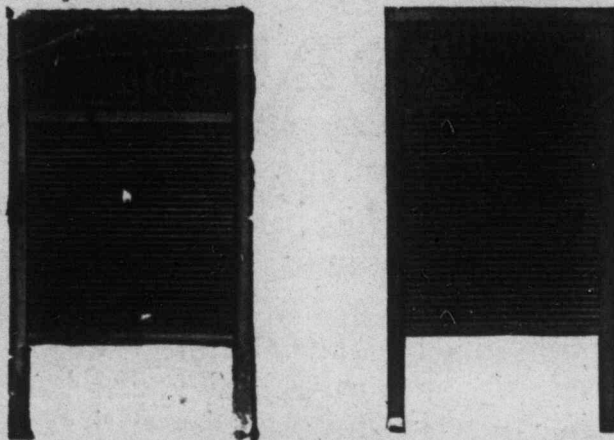
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UPPER WATER STREET
HALIFAX, N.S.



Cow Brand Baking Soda

Canadian housewives have confidence in Cow Brand Baking Soda because they have learned that its great strength and purity always assure them of successful results in all their baking operations. In every test, Cow Brand Baking Soda has proven its superiority, and its great strength makes it the most economical baking soda on the market.

Church & Dwight, Limited
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Made from the very best materials and by skilled workmen.

These are two of the most popular sellers we have, and we have other quality lines to select from.

Wm. Cane & Sons Co., Ltd.
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Every Wholesale Grocer in Canada stocks these standard lines. Order through your Wholesaler.

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by

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Vin Tonic
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a genuine Tonic for
Invalids
Known the World over
*Send your orders
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For Your Xmas Trade
It Pays to Feature
Marsh's Grape Juice
and
Unfermented Wines

Marsh's Grape Juice and Unfermented Wines will play a big part in all Xmas and New Year Social Functions and dinners, and grocers who properly feature these refreshing beverages will find their sales far exceed their highest expectations. To the grocers who were wise enough to feature them in their holiday displays last season we need not suggest that they do so again, but to those merchants who have never displayed them prominently during this season we would urge you to cash in on this ready-made demand. The profits will handsomely reward you.

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

BAGS
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The Highest Prices Paid
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—in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

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SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

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DOG MEAT FIBRINE CAKES

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Selling our Currants you multiply your connections.

The Guaranteed sound, free from rain-damage, clean and sweetest "Philippou Currants" give you the greatest profit and ensure the greatest degree of satisfaction to your customers.

Ask for our different Brands and see that our name is on the packages.

D. D. PHILIPPOU, Exporter of all Greek Products, PATRAS, GREECE

Active agents are wanted to all markets of Canada

For Your Christmas Trade

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

New California Navels

Bright, Clean and Juicy

New Malaga and Red Emperor Grapes

Crisp and Tempting

Washington Box Apples

Red and Luscious. All Sizes and Varieties

Also—

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

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

Quality and Prompt Service.

The House of Quality.

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Sweet Mixed Pickles

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TRADE SUNDRIES, LTD.

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All foreign and domestic fruits, also fresh Georgian Bay trout.

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Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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You can sell more—Shirriff's

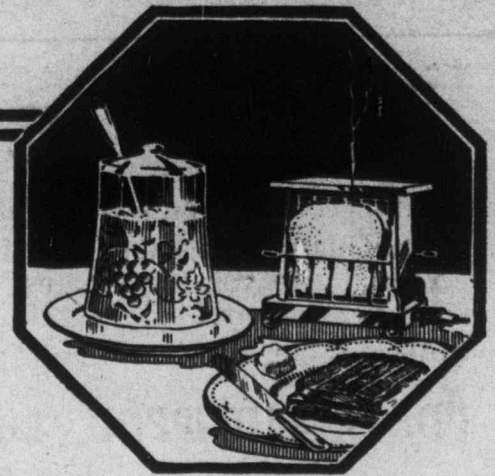
MARMALADE is NOT a breakfast preserve only—it is good at any meal.

A suggestion of some uncommon uses of Shirriff's Marmalades would result in a big increase in sales for you. Tell your customers that marmalade will make most delightful sandwiches for school lunches—that almost any good cook-book gives recipes for an inexpensive and delicious dessert known as marmalade (or amber) pie—that marmalade itself is an appetizing after-supper dainty—

And that they cannot find a tastier, purer marmalade for any of these purposes than Shirriff's.

**Imperial Extract
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Toronto, Canada

Selling Agents for Canada:
Harold F. Ritchie & Co., Limited
Toronto and Montreal



*Stock Shirriff's Marmalade
--there is always a demand
for it, and you can quickly
increase that demand by
suggestions.*

Shirriff's

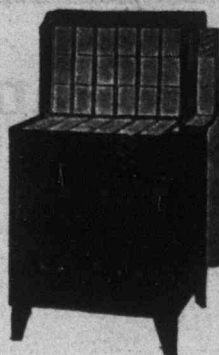
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You can always depend on Malcolm Milk Products

to win satisfaction, repeat orders and excellent profits through their superior quality and purity. Malcolm "all Canadian" lines are processed from the pure, rich milk of carefully inspected cattle and sealed in attractively labelled containers. Judged by past sales records they're sellers of the highest degree. It will pay you to specify *Malcolm's* next time you order.

The Malcolm Condensing Co., Ltd.
St. George, Ontario



Barr Registers



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at \$10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

- I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
- II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
- III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
- IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do.

Write us and let us demonstrate.

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227-231 McDermot Avenue, Winnipeg, Man.

Plenty of Eno's Now!

Have you stocked your supply of the best-selling proprietary in Canada?

All live wholesalers and 90% of the retailers have large stocks to-day. This was not true during war-days when some dealers, in an honest attempt to meet their customers' demands, tried to sell substitutes, which, of course, hurt their trade and reputation for quality. Happily a few wise wholesalers always appreciated the fact that



ENO'S FRUIT SALT

was the great seller, and when they could get it they pushed its sale.

In conclusion—a word to the wise is sufficient—Keep a large stock of the Salt that outsells all other Salts, Salines and so-called Health Salts in the world—**ENO'S FRUIT SALT.**

Prepared only by

J. C. ENO, Ltd., "Fruit Salt" Works, LONDON, England

Sole Agents

HAROLD F. RITCHIE & CO., Limited
New York TORONTO Sydney





A Good Display Means Handsome Profits

Grocers everywhere find Brodie and Harvie's XXX a good flour to sell—a flour that never varies in quality—a flour that will live up to your highest recommendation.

Other grocers have found that a **Brodie XXX Flour Window** handsomely rewarded their extra efforts. It will do the same for you. Why not try it?

Order from your wholesaler.

Brodie & Harvie, Limited - Bleury St., Montreal

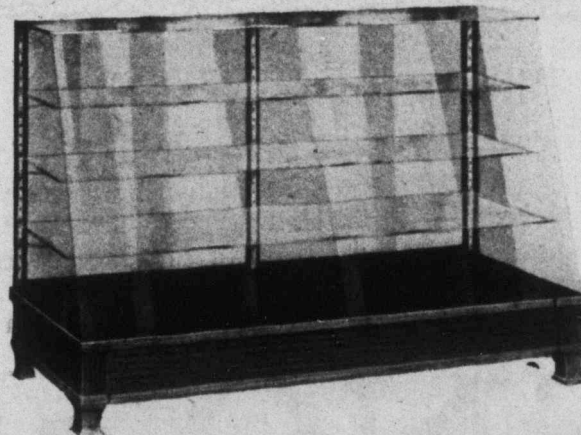
Ontario Representatives:

Chadwick & Co., 34 Duke St., Toronto

Quebec Representatives:

J. B. Renaud & Cie., Inc., Quebec

SHOW
CASES



STORE
FITTINGS

MERCHANTS

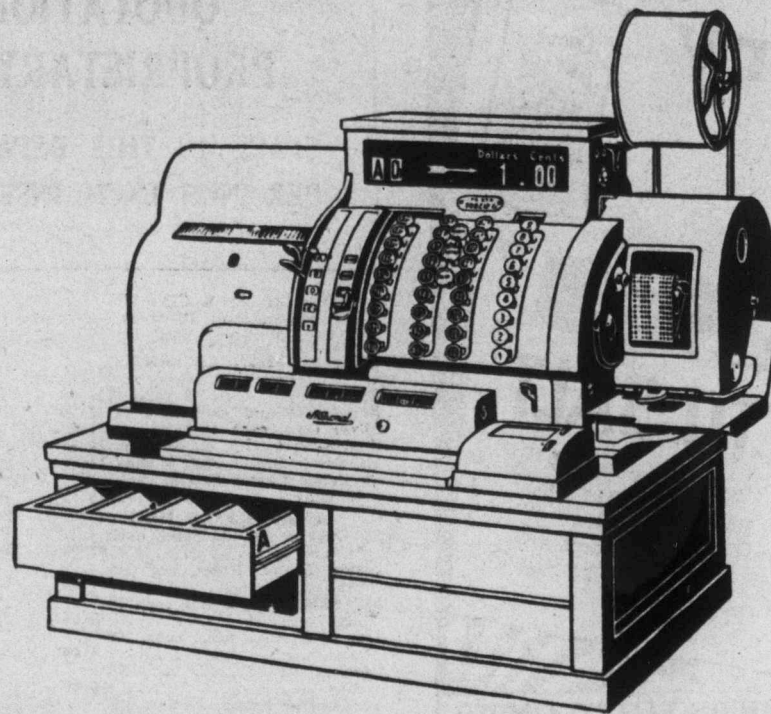
ONTARIO AND QUEBEC PROVINCES

Are you in need of up-to-date Store Fixtures, Showcases, Counters, etc.? We can supply anything you need in above line. Satisfaction guaranteed. Write us.

MESSRS. CLEMENT MEUNIER & CIE

Maison Francaise Fondée en 1913

190 Boulevard Pie IX, Montreal



This National Cash Register Shows

1. The business handled by each clerk
2. The business in each department

With this register you know which clerks are the most valuable. You can fix wages on actual selling records.

It gives you printed and added records which you need for a profit-sharing or bonus system. This makes your employees vitally interested in increasing your business.

This register tells which departments of your business are making the most profits.

It tells when a department is not producing as it should. You know when to start a selling campaign to put any department back on a paying basis.

**It is the best way to get the facts you must have
about your business**

We make cash registers for every line of business

**NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED**

Century

Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer.



SIFTO SALT



Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.

**DOMINION SALT CO LIMITED
SARNIA ONT**

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

KING OSCAR BRAND SARDINES



A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught Sardines in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

Canadian Agents:

John W. Bickle & Greening
Hamilton Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

CONDENSED MILK
Terms—Net 30 days.

Eagle Brand, each 48 cans...\$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans... 11 50
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 55
Challenge Clover Brand, each 48 cans 10 60

EVAPORATED MILK

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

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans\$8 00
Reindeer Brand, small, each 48 cans 9 00
Cocoa, Reindeer Brand, large, each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. B. BROWNE & CO.

Toronto, Ontario
Wheatgold Breakfast Cereal
Packages, 28-oz., 2 doz. to case, per case\$6 00
98-lb. jute bags, per bag ... 8 00
98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag ... 8 50
5-lb. tins, 1 doz. in case..... 7 15

HARRY HORNE & CO.

Toronto, Ont.

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

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches
Laundry Starches

Boxes—
40-lb. Canada Laundry.....\$0 09 1/2
100-lb. kegs, No. 1 white.. 0 10 1/2
200-lb. bbis., No. 1 white.. 0 10 1/2
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs. 0 11 1/2
40-lb. Benson's Enamel (cold water), per case 4 10
Celluloid, 45 cartons, case... 4 70
Culinary Starch
4 lbs. W. T. Benson & Co.'s Challenge Corn 0 10
(Prices in Maritime Provinces 10c per case higher.)
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 13
(20-lb. boxes 1/4c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. 0 11 1/2
40 lbs. Canada Corn Starch, 1 lb. packages, per lb. .. 0 10
40 lbs. Challenge Corn Starch, 1 lb. packages,

per lb. 0 10
40 lbs. Argo Corn Starch, 1 lb. packages 0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb. 0 13
(20-lb. boxes 1/4c higher, except Potato Flour)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case....\$6 15
5-lb. tins, 1 doz. in case.... 6 85
10-lb. tins, 1/2 doz. in case... 6 55
20-lb. tins, 1/4 doz. in case. 6 00
Barrels, about 700 lbs..... 0 05
Half barrels, about 350 lbs.. 0 08 1/2

CROWN BRAND CORN SYRUP

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

GELATIN

Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 00
MAGOR, SON & CO., LTD.

INFANTS' FOOD

Robinson's Patent Barley— Doz.
1-lb.
1/2-lb.
Robinson's Patent Groats—
1-lb.
1/2-lb.

CANADIAN MILK PRODUCTS, LIMITED

Toronto and Montreal

KLM

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

COLMAN'S OR KEEN'S

MUSTARD

Per doz. tins
D.S.K., 1/4-lb.
D.S.F., 1/4-lb.
D.C.F., 1-lb.
F.D., 1/4-lb.

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

BLUE

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

NUGGET POLISHES

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

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

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb..... \$1 25
Bobs, 12s 1 12
Currency, 12s 1 12
Stag Bar, 9s, boxes, 6 lb... 1 05
Pay Roll, thick bars 1 05
Pay Roll, plugs, 10s, 6-lb. 1/2 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/2 cads., 6 lbs..... 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 25
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs. 1 25
Dunby, 9s, 4-lb. boxes..... 1 15
Old Virginia, 12s 1 15
Old Kentucky (bars), 9s, boxes, 5 lbs. 1 15

If you have been disappointed

because your order for the new 55 cent BROWN LABEL has not arrived, WE APOLOGIZE.

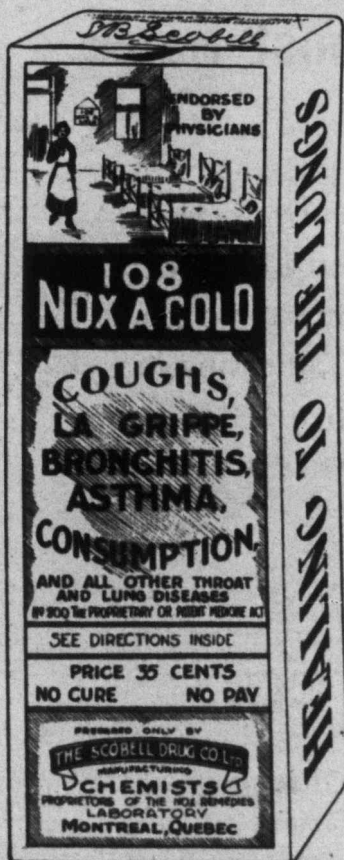
After all, we are only human

and for the past 3 weeks we have been simply deluged with orders. We are playing no favorites and are doing our best to ship everything in rotation.

**Last week we shipped out
171,619 pounds**

"SALADA"

P.S.—Do not part with your old priced Brown label until you receive the new, and, if you have not already sent in your order at the new price, lose no further time if you would reap the full benefit of the increasing demand.



108 NOX A COLD

For 20 years this remedy has been recognized as
CANADA'S BEST COUGH MEDICINE

Guaranteed to help the worst Cough or Cold. For Bronchitis, Sore Throat, Quinsy, it has no equal

EVERY GROCERY STORE

can sell this line and make an excellent profit

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

THE SCOBELL DRUG CO., LIMITED

91-93 Youville Square - - Montreal

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of over-measure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A
BOWSER

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

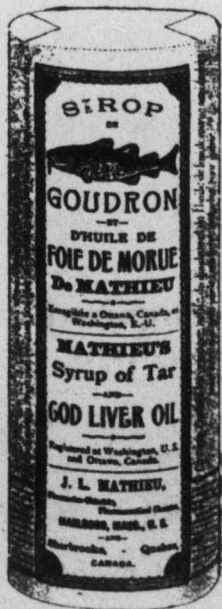
LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-67 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres Representatives Everywhere

CELLAR
OIL STORAGE

Its Efficiency Will Boost Sales



Through the excellent curative properties it possesses your customers will be entirely satisfied with Mathieu's Syrup of Tar and Cod Liver Oil. It affords relief for those suffering from Influenza, La Grippe, etc.—at the same time its excellent tonic properties build up the system. Where there is a demand, steady sales are sure to be made.

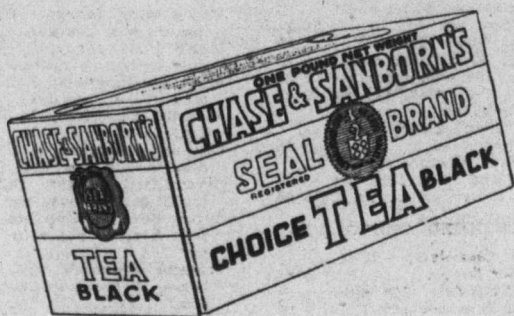
Order a supply to-day.

J. L. MATHIEU CO.

PROPRIETORS

SHERBROOKE

QUEBEC



FLAVOR & FRAGRANCE SATISFACTION & ECONOMY

*Your Customers Will Find Them All in Chase
& Sanborn's High-Grade Package Teas.*

CHASE & SANBORN

∴

MONTREAL



1770



1920

By Royal Appointment



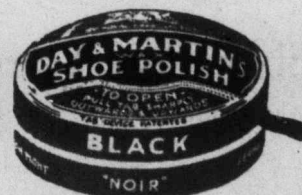
1770

The NEW Shoe Polish
with the fine OLD name

DAY & MARTIN

(DAY & MARTIN, LTD., LONDON.)

"The House with a History."



1920

Write for sample and prices of Day & Martin's Wax Shoe
Polish in the tin with the tab to—

HARGREAVES (BROS.) CANADA, LTD.,

24, Wellington Street West,
TORONTO



"I Couldn't Keep House Without It"
write housewives about
Mapleine
"The Golden Flavor"

Because of its three uses it is the most frequently used flavoring—

1. Makes delicious maple flavored syrup.
2. Flavors loings, cakes and desserts with good maple taste.
3. An appetizing seasoning in soups, gravies, meats and vegetables.

National magazines tell customers of treats Mapleine holds in store for them. Each ad. refers them to you for the Mapleine.
Can you supply it?

Order of your jobber.

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

The Sarnia Paper Box Co.

Sarnia, Ont.

Manufacturers of
Ice Cream, Butter and Egg Cartons

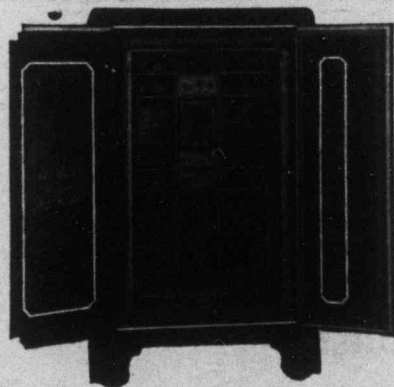
Also
Handy Paraffin Containers

Suitable for Salted Fish, Minced Meat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

- I. Quality
- II. Service
- III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE



Sixty-Five Years' Experience

When you buy a Taylor Safe you get the benefit of our 65 years' experience in Safe building.

A Taylor Safe represents the most advanced scientific methods of fire construction.

It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes.

Write for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED

TORONTO SAFE WORKS

TORONTO - ONTARIO

Branches: MONTREAL WINNIPEG VANCOUVER

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2	doz. in box, per doz.	\$6 25
Perfection, 1/4-lb. tins, doz.		1 70
Perfection, 1/2-lb. tins, doz.		3 25
Perfection, 10c size, doz.		1 25
Perfection, 6-lb. tins, per lb.		0 45
Empire Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box		3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.		0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

Eagle Chocolate, 1/4s, 6-lb. boxes	0 38
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 28
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 40
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 40
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 8 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with	

Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.	6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 30

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box	0 95
Victory Bars, 24 in box, 60 boxes in case, per box	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 60 boxes in case, per box	1 00
Cream Bars, 24 in box, 50 boxes in case, per box	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	
6c pyramid packages, 4 doz. in box	
6c glassine envelopes, per box	1 00
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.

Battle Creek, Mich.
Toronto, Canada.

The Waxtite Line

Kellogg's Toasted Corn Flakes	4 15
Kellogg's Toasted Corn Flakes Ind.	3 00
Kellogg's Shredded Krumbles	4 35
Kellogg's Shredded Krumbles, Ind.	2 00
Kellogg's Krumbled Bran	2 25
Kellogg's Krumbled Bran, Ind.	2 00

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	\$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1 1/2 lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz.	1 60

To get business you must go after it.
Others do it through this paper
—why not YOU?

Nuts

We are doing a real big business in all kinds of nuts, and are ready for more at the following prices:

Tarragona Almonds	110s	19½
Sicily Filberts	110s	14
Grenoble Walnuts (very good quality)	110s	24
Marbot Walnuts " " "	110s	21
Cornes Walnuts " " "	110s	15
Washed Brazils " " "	170s	35

For less than original sacks one cent more

Tomatoes and Corn

We have run across what we think is fairly good value for these times a little lot of Tomatoes and Corn. They are put up by a very good Ontario packer, but as he is a little bashful about the price, we are not mentioning any names here. These goods are Standard quality and should make a live leader for anyone who is ready to put on a drive.

Standard Tomatoes	2½s	1.40
Standard Corn	2s	1.30

Terms Net 30 Days Ex Warehouse

Send Us an Order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

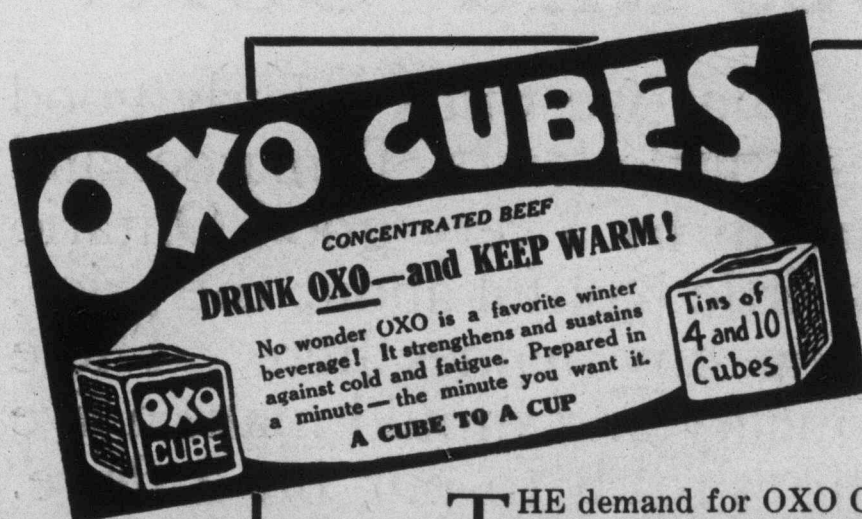
WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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MONTREAL, P.Q.



Timely Advertising!

THE demand for OXO Cubes is growing day by day and is extending to every corner of the country. They are advertised widely, both by their excellent quality and flavour, and by the strong advertising campaign in the Press. The above advertisement suggests how timely and vigorous the series is.

You should be getting your full share of the profitable business in OXO Cubes. How is your stock?

OXO, LIMITED

Montreal
Toronto
Winnipeg

Wanted

Rates For Classified Advertising

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

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

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

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

POSITIONS WANTED

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

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

WANTED

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

AGENCIES WANTED

AGENCY WANTED—A RELIABLE, EXPERIENCED SALESMAN calling on grocery and lumber trade in City of Sault Ste. Marie and vicinity open for agencies that do not conflict with lines handled. Box 406, Canadian Grocer, 153 University Ave., Toronto, Ont.

BUSINESS MAN

Young man, single, age 30, experienced grocery broker with

Strong Personality

knows Western wholesale and retail trade from Fort William out to Vancouver is open for position on Jan. 15th, 1921.

Undeniable References

Apply Box 410, Canadian Grocer, Toronto.

BAKER'S COCOA and CHOCOLATE



Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can., Dorchester, Mass.
Established 1780

OPPORTUNITIES ARE OFFERED
EVERY WEEK ON
THIS PAGE

Watch Them

FOR SALE

FOR SALE—GENERAL STORE STOCK. EIGHT thousand. Will rent or sell property. Good farming country. Clay industry. First-class location for future business builder. Write owner. Box 1, Willows, Sask.

FOR SALE—\$100. ONE SET OF TOLEDO scales, style 454P; serial No. 99634; glass top, capable of carrying 30 lbs. In excellent condition. Have only been used two months. Address Box 408, Canadian Grocer, 153 University Ave., Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

COLLECTIONS

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

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittance. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
La Prairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

When Writing to Advertisers Kindly
Mention this Paper

Xmas California Navels

As usual, we will have the finest colored and best eating Navels for Xmas. Can make early delivery—also fancy, ripe

Florida Oranges
Tangerines and Grape Fruit
Holly—Holly Wreaths
All Kinds of Nuts
Raisins Dates Figs
Cranberries
Celery Cauliflower
Head Lettuce

Kindly let us have orders early to ensure being shipped in heated cars which we will be loading to the principal points.

WHITE & CO., LTD.

Main 6243

TORONTO

Headquarters for Xmas Fruits

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

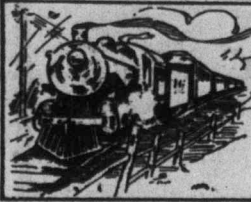
Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

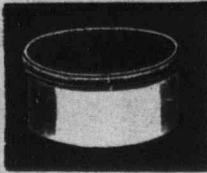
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BUYERS' MARKET GUIDE

Latest Editorial Market News



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

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

60-62 JARVIS STREET
TORONTO SALT WORKS
 GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.
 Agents:
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 Beach 2170 Toronto
 J. E. TURTON, Board of Trade Building,
 Montreal
 OPPENHEIMER BROS., LTD.
 Vancouver, B.C.
 BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.
"SOCLEAN"
 the dustless sweeping compound.
SOCLEAN, LIMITED
 Manufacturers TORONTO, Ontario

THE CHARLES MUELLER COMPANY
 Limited
 Barrels and Kegs
 Oak, Ash and Gum
 From 5 Gals. to 50 Gals.
 Waterloo - Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest European Candied Peel and Fruit Manufacturers
 CITRON - LEMON - ORANGE
 CHERRIES - ANGELICA
 ASSORTED FRUITS, Etc.

Say You Saw It In
 Canadian Grocer,
 It Will Help To
 Identify You.

TEA MARKET IS STRONGER

A recent London mail advice reports a fair recovery from the recent depression in the tea market, though the rally, as affecting the inferior grades, had not been very substantial and can hardly be expected to make much progress until the proportion of the supply of these has been further reduced. However, there is now said to be hardly any tea obtainable in the London market below 4½d, which is about ½d above the level reached in late October. London tea stocks are still heavy, the latest figures showing a total of 167,750,000 pounds, an excess of 50,000,000 pounds over warehouse holdings a year ago.

Information

We can keep you posted with all daily news and business tips.
 Canadian Press Clipping Service
 143-153 University Avenue, Toronto

GROCERS

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

C. A. MANN & CO.
 LONDON, ONT. J.
 Phone 1577

GASOLINE FOR THE FINEST BUYING ASK FOR SAMPLES & PRICES
MANTLES RECOGNIZED AS THE STANDARD MAKE
 FOR LIGHTING SYSTEMS FOR HANGING LAMPS AND LANTERNS
R. M. Moore & Co. L. VANCOUVER
 PACIFIC COAST MANTLE FACTORY

CRESSY'S
 CONCENTRATED FOOD FLAVORING EXTRACTS
 Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
 John R. Cressy Co., 523 King St. W., TORONTO

30 DOZ. CASE FILLERS
 ONE DOZ. CARTON FILLERS
 ¾-INCH CUSHION FILLERS
 CORRUGATED FLATS
The TRENT MFG. CO., LTD.
 TRENTON - ONTARIO

THE "WANT" AD.

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

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

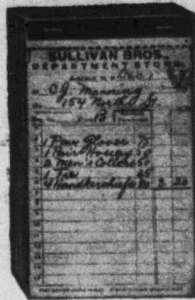
The "want ad." gets work for workers and workers for work.

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.

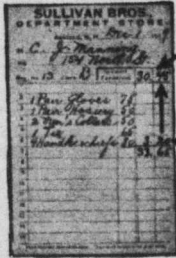
These one-inch spaces
 only \$2.20 per insertion
 if used each issue in the
 year.

VISIBLE ACCOUNTING — — The McCASKEY WAY



The Original Entry

At least this much work is required to make the original entry of a charge sale with any method of handling charge accounts.



A charge to a customer's account complete except for the filing of the original in the customer's compartment (18) in the register, the placing of the triplicate copy under the string of the customer's package, and the filing of the duplicate copy on the clerk's spindle.



"McCaskey Service"

Customer's part of the McCaskey System of Accounts in which he files copy of his totaled charge sales slips in his home.

Customer's compartment in the register as it appeared previous to the filing of today's charge sales slip covering the \$8.20 charge to his account.

ONLY two simple operations, beyond the work ordinarily done in making the original entry of a charge, are required by a McCaskey System of Accounts to complete a charge to a customer's account so that it is posted, balanced, and ready for instant settlement with a statement to date in the hands of the customer at all times. These two simple operations are:

1. Bring forward the customer's previous balance from the last charge slip filed in his compartment in the Register.
2. Add the customer's present purchase to his previous balance, and file the original in the customer's compartment in Register. Duplicate to clerk's spindle; triplicate to customer.

How a McCaskey System of Accounts Helps:

THE CUSTOMER

- (1) Enables him to SEE at the time the transaction takes place and the details are fresh in his mind that his account is absolutely correct after a charge has been added or credit deducted, thereby eliminating all possible chance for misunderstanding.
- (2) Enables him to know the amount of his account at all times so he can provide to meet it, live within his income, and pay up in full each time.
- (3) Makes it EASY for him to pay his bill for he can mail in a check or drop in and hand the merchant a check for the amount of the account.

THE MERCHANT

- (1) Eliminates the work of posting and making statements.
- (2) Reduces the investment necessary to handle his business: (a) by enabling the customer to see at all times what he owes so he can provide to meet it, (b) by making it EASY for him to pay his bills, (c) by having the accounts posted and balanced and ready for settlement at all times.
- (3) Enables the merchant to exercise the necessary control over his customers' accounts both with regard to credit limits and promises to pay.
- (4) Prevents forgotten charges.
- (5) Creates added confidence in the merchant and his methods.

THE CLERK

- (1) Makes it unnecessary for him to burden his memory with credit information as the System handles that automatically and he can direct his attention toward effecting sales

THE BOOKKEEPER

- (1) Enables him to have every account posted and balanced to the minute and thus remove the possibility of overlooking unposted items in settling accounts.
- (2) Eliminates the unproductive work of posting and making statements so the bookkeeper can utilize the time thus saved in doing other work.

There is a McCaskey System of Accounts for your business—ask for information today.

SYSTEMS SALESBOOKS
McCAskey
GALT, ONTARIO

Oleomargarine Sales are Increasing Daily

Because the merits of this wholesome and economical product are becoming so universally known. But Our Consistent Publicity Makes EXTRA SPECIAL Demand for

Swift's "Premium" and "Gem Nut" Oleomargarine

Our advertising not only points out the purpose and advantages of Oleomargarine, but is driving home these *Names*. Thousands of housewives have already been convinced why it pays to use only Swift's "Premium" and "Gem Nut," and many more are daily insisting on these famous brands in preference to all others.

This Means Steady Repeat Business

for every dealer who links up with our advertising by featuring Swift's Oleomargarine by counter and window displays.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

THE INTERNATIONAL DAYTON SCALE

*When You Buy a Scale,
Don't Buy an Experiment*

Profit, instead, by the experience of the largest established manufacturers of computing scales in the world. Every specification that is involved in the making of the International Dayton Scale, has been thoroughly tried and has stood the test of Time.

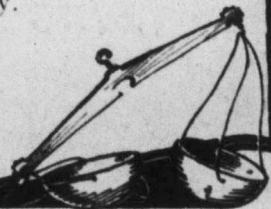
The prospective buyer of scales should keep in mind these fundamentals of scientific scale construction. Every one is worthy of study. We shall be glad to furnish you further information, in detail, which will show you why the International Dayton excels in so many important points any other scale in the market.

Drum Construction
Rack and Pinion Springs
Thermostat or Automatic Compensating Device
Equalizing Rod
Ball Bearings
Leverage System
Pivots
Low Platform
Overhead Check
Swivel Base
Electrically Illuminated Display Device
Zero Adjustment
Agate Bearings Finish



—“the whole truth and
nothing but the truth”

Justice demands it in the law courts and Justice demands it at the grocery counter. Justice tolerates neither overweight nor underweight. Cheap-priced scales and poor scales of high price are quickly “thrown out of court.” Their life is short and erratic. The scale-buyer who looks for lasting results informs himself well on the essentials of true and perfect scale-building. The specifications of the International Dayton Scale are the product of 30 years' experience. Every one has proved its reliability. There are no weak parts in this Modern Scale of Justice.



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