

**PAGES
MISSING**

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX

PUBLICATION OFFICE: TORONTO, DECEMBER 8th, 1916

No. 49



THE CREAM OF THEM ALL

Harry Horne's Double Cream Custard Powder



THIS is the Custard that will satisfy the Highest and Best Class Trade in Canada. The quality is magnificent. The package in itself is handsome, and there is honest value in every package for the consumer.

Wholesale Distributors Wanted in Every Part of Canada.

THE HARRY HORNE CO.

Sole Manufacturers of
DOUBLE CREAM CUSTARD POWDER

Toronto :: :: Canada

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES
—We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND

Every time a customer is dissatisfied he loses a bit of confidence in his grocer. One of the strongest arguments for handling Chase and Sanborn's Coffees is that they are always good.

CHASE & SANBORN

MONTREAL



Quality
that's Made-in-Canada.

Better Profits are knocking at your door

The opportunity to increase your winter profits,
through specializing in the well-known Borden lines:

St. Charles (Evaporated Milk) and Eagle Brand (Condensed Milk)

is one which you cannot afford to overlook. Our systematic consumer advertising has introduced the merits of Borden Products to every community, so that the demand is already created.

Put a display of these two leaders on your counter—St. Charles (Evaporated) and Eagle Brand (Condensed) Milk. Draw your customers' attention to their all-round sterling merits. Emphasize their economy, particularly now, because of the high cost of milk.

Get Borden sales started and the repeat sales will surely follow.

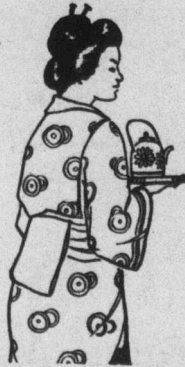
Borden Milk Co., Limited
Leaders of Quality
MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.



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

JAPAN TEA



The Japanese Government prohibits
adulteration and coloring of Tea

Japan Tea produces, in the drawing, an infusion of a bright amber which is pleasing to the eye. It possesses wonderful strength and body, a delightful flavor and aroma never found in other teas.

Grown, cured, packed and exported under the direct control of the Japan Tea Growers' Association, Japan Tea reaches you in all its natural purity and wholesomeness.

ON SALE AT ALL
GROCERS

Blazing the trail to the dealer's door. A "consumer" ad.

A well-planned National advertising campaign combined with an unequalled deliciousness and a matchless flavor have built up for JAPAN TEA a country-wide demand that grocers everywhere are benefiting from.

Introduce this natural green leaf to your customers. They will welcome its delicious, wholesome flavor and will become steady patrons after a first trial. Display a few packages where the housewife will notice them.

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

When filling the Christmas Order



don't forget to suggest the Flavoring Extracts that have stood the test of purity and excellence—

ROYAL SHIELD Flavoring Extracts

These high grade extracts have the quality that appeals, the quality that puts big money in your cash register through the "come back" business resulting from the first purchase.

If you are not yet acquainted with the selling possibilities of *Royal Shield Extracts*, it is worth your while to order a trial supply now. Display them well during the Christmas shopping weeks—the results will please you.



OTHER ROYAL SHIELD PRODUCTS

include Tea, Coffee, Jelly Powders, Spices, Baking Powder, etc. They are all dependable, quick sellers and "dead sure" repeaters.

You will find our service prompt and satisfactory. Individual attention given to your smallest requirement.

PUT US TO THE TEST.

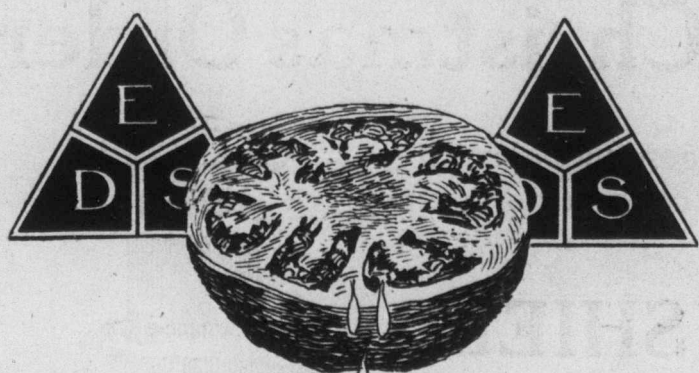
CAMPBELL BROS. and WILSON, LIMITED

Wholesale Grocers, Importers and Packers of Royal
Shield Brand of Goods

Winnipeg

Branches: Campbell, Wilson & Horne, Limited, Calgary, Lethbridge, Edmonton, Red Deer; Campbell, Wilson & Miller, Limited, Saskatoon; Campbell, Wilson & Strathdee, Limited, Regina and Swift Current.

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



Tomato Catsup



The pulp of sun-ripened tomatoes. Pure and delicious to the last drop.

Tomato Catsup

with a country-wide reputation and sale

And it is a reputation founded upon the solid rock of high-grade quality, backed up by an extensive publicity campaign, which has made E. D. Smith Tomato Catsup a seller in every community in Canada.

The sale of E. D. S. Tomato Catsup has leaped ahead rapidly, because of its absolutely dependable high-grade quality.

When you sell E. D. S. Tomato Catsup you can honestly recommend it, for back of every bottle is our rock-fast guarantee of absolute purity (no preservatives, no coloring, nothing but the pure pulp of fresh-picked, sun-ripened tomatoes and the finest spice and vinegar).

Order your supply now.

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

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain Co., Calgary, Alta., Edmonton, Alta.; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

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

CLARK'S Mincemeat



We recommend for your consideration the following attributes of

CLARK'S MINCEMEAT

1. Careful selection of the purest and best materials.
2. Perfect balancing and blending of the various ingredients.
3. Elimination of the necessity for additions or preparation.

Ready for use.

4. The NAME behind the GOODS. AN ABSOLUTE GUARANTEE.

SELL GOOD GOODS—YOU'LL BRING GOOD TRADE

W. CLARK, Limited, Montreal

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

IMPORTANT NOTICE

To the Grocery Trade:

Owing to increased cost of all our supplies and the recent breaking of our largest foreign contract for raw material,

WE MUST RAISE THE PRICE OF KNOX GELATINE

at once. The new prices are as follows:

Knox Sparkling Gelatine No. 1, \$1.75 per doz.

Knox Acidulated Gelatine No. 3, \$1.85 per doz.

We are helpless in the face of present abnormal conditions, and were obliged to take this step if we wanted to continue in business and maintain the quality and moneysworth that have made Knox Gelatine famous.

AT THE RETAIL PRICE OF 20 CENTS PER PACKAGE

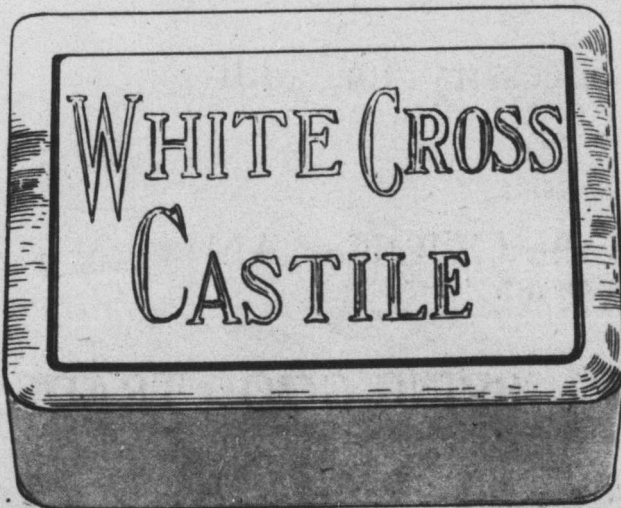
it leaves you a splendid profit and your customers will get pure jelly at 5 cents per pint. (Each package makes four pints.) KNOX GELATINE helps you sell sugar, flavoring, canned fruits, nuts, etc., because it is **unsweetened and unflavored**. It has always paid you to

"Push the sale of Knox Gelatine"

and it will pay you to continue doing so at 20 cents, as it gives you a larger profit than ever before.

CHAS. B. KNOX GELATINE COMPANY, Inc.,

Johnstown, New York



(Actual Size)

A Soap that will sell again and again

Just try the advantages to be derived from featuring

Richards' White Cross Castile

and you will find it worthy of a foremost place in your window trims and counter displays. There is no better line of Castile to be had, it is fully equal to the more expensive imported brands.

Trade Price, \$3.75 per case.

White Cross Castile Bars, 29c
 White Cross Castile Cakes, 100's
 White Cross Castile Sections, 120's
 Le Chateau Castile Bars, 20c
 Le Chateau Castile Cakes, 100's
 Le Chateau Castile Sections, 120's.

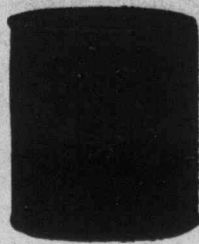
Twin Bar Castile, packed in 3 dozens (wood), special price, 45c per dozen.

Your jobber can supply you or write direct to

The Richards Pure Soap Company, Ltd., Woodstock, Ont.

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

**Pure
and
Delicious**



Combined in St. George Evaporated and Banner Brand Condensed Milk are a purity and a delicious goodness that will win the admiration of your customers once they become acquainted with these two Malcolm Milk Products.



Repeat Sales may be confidently looked for. Therefore, you will find it profitable to draw your customer's attention to these Canadian - Made Milk Leaders. Send for a trial supply to-day, say a 4-dozen case of each. Then watch them sell.

The Malcolm Condensing Co.
LIMITED
ST. GEORGE, ONT.

**Imperial Rice Milling
Co., Ltd.**
VANCOUVER, B.C.



**The best value in Rice being
offered on Canadian
markets today.**



Have No Hesitation

in recommending to your best customer

'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 recommending it

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

Mr. Merchant

See that your clerks and department heads read this paper regularly, it will increase their efficiency. Watch closely advertisements for new selling arguments, it will help increase sales. There is always room for the man who knows.

Why You Should Feature

KING GEORGE'S NAVY



We help you create the demand for
King George's Navy

Our consumer advertising and the valuable selling helps we furnish you with do much towards pushing the sales of **King George's Navy** in your community.

Make this popular chew the big feature in your tobacco counter. Convince yourself of the profits to be made by pushing tobacco of unquestioned quality.

Your wholesaler will fill your order for King George's.

Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

There's a buying power in the Western market that is well worth cultivating

A buying power that is within your reach if you place your product with the old-established firm of commission merchants—Donald H. Bain Co. Our long experience and efficient selling forces will be the connecting links between your goods and the Western consumer. From Lake Superior to the Pacific Coast our organization covers the field closely and effectively, producing results in keeping with the reputation we have established.

Are you going to get in on this productive field? Let us show you why it is to your advantage to place your product with us.

Donald H. Bain Company

(Successors to Nicholson and Bain)

Manufacturers' Agents and Commission Merchants

WINNIPEG, MAN.

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

McVitie & Price's BISCUITS "IMPORTED"

Fresh Supplies for Xmas Trade have arrived at the following points:

NOVA SCOTIA	C. E. Choat & Co., Halifax.
NEW BRUNSWICK QUEBEC & ONTARIO	McVitie & Price of Canada, Limited, Montreal.
MANITOBA	Richards & Brown, Winnipeg.
SASKATCHEWAN	Campbell, Wilson & Strathdee Limited, Regina.
ALBERTA	Campbell, Wilson & Horne Limited, Lethbridge, Calgary, Red Deer, Edmonton.

For prices and stock lists write your nearest agent, or

**McVITIE & PRICE of Canada
Limited
MONTREAL**

Importers of McVitie's "DIGESTIVE," the "Premier Biscuits of Britain."

Tell your clerks to push

GIPSY Stove Gloss

and your profits will add up to a bigger total every year. Every GIPSY user recommends it and tells her friends where to buy. If you are out of stock, or getting short, then, to-day, be sure to

Order "GIPSY" from your
Wholesaler.

HARGREAVES (CANADA) LIMITED,

The Gray Building, 24 & 26, Wellington St., W., Toronto. Western Agents: For Manitoba: O. F. Lightcap, Winnipeg. For Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street, West, Vancouver, B.C.

NORWEGIAN SARDINES (SMALL FISH) **NOTHING LIKE IT!
NO BONES!
ALL MEAT!**



A/s NORWEGIAN CANNERS' EXPORT OFFICE
Stavanger (Norway)
Apply: STANDARD IMPORTS, LIMITED, Montreal
"LORD NELSON" BRAND (Brisling)

In your Locality are many Dogs and Cage Birds

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

SPRATT'S DOG CAKES, Puppy Biscuits and Packet BIRD SEEDS.

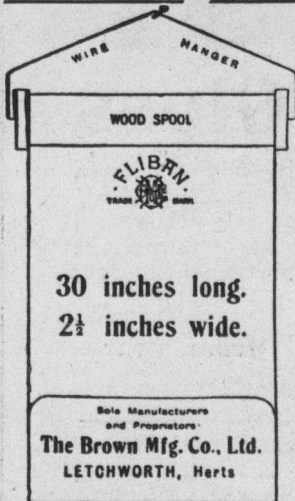
The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.

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

BROWN'S FAMOUS "FLIBAN"

"THE DEADLY HOUSE FLY"



30 inches long.
2 1/2 inches wide.

Sole Manufacturers
and Proprietors
The Brown Mfg. Co., Ltd.
LETCWORTH, Herts

Wholesale Houses desiring to handle the MOST EFFICIENT, NEATEST, AND CLEANEST BRITISH MANUFACTURED ARTICLE, should handle

THE WORLD-RENOWNED
"FLIBAN"
FLY CATCHER.

HAS NO SUPERIOR.

Specially made to withstand varying climatic conditions.

Insures repeats and permanent business.

Test this when all others fail.

Samples and prices on application. Prompt deliveries guaranteed.

Canadian Agents—Eastern Canada, MacLaren Imperial Cheese Co., Ltd., Toronto.
Western Agents—Nelson, Shakespeare, Watkins, Ltd., 136 Water Street, Vancouver, B.C.

THE BROWN MANUFACTURING CO., Limited,
LETCWORTH, HERTS, ENG.

Babbitt's Cleanser

A full weight package of the best Cleanser on the market



Retails at
5c.

Shows you a good profit and gives your customer

Double Value

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

CENTURY SALT



That the extreme care taken in the refining and packing processes has produced in Century Salt a quality that appeals to the prudent housewife is evidenced by the steady demand which is everywhere a feature of this high-grade product.

Whether for table or dairy use there is no better salt than Century. It will pay you to feature it. Recommend it to the housewife.

After a trial she'll use it always.

Ask your wholesaler, or we'll ship you direct. Our service is prompt.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy
for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

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

Man Wanted

Perhaps *you* want him—to travel for you, to sell for you behind the counter, to act as your bookkeeper, to pack for you, and so on.

The chances are that the man you want reads the CANADIAN GROCER. If he does, it means that he is a man fitted for your work better than that man in some other line of business. Then seek him out through the Want Page of the CANADIAN GROCER. Costs next to nothing—a few cents to put an advertisement in, and if you find the man you are looking for, the investment was rewardful in the extreme.

Use a box number if you don't want to reveal your identity.

•Good men are cheap. Seek them out. The trouble and cost are as nothing if you put an advertisement in the CANADIAN GROCER.

Here is a specimen advertisement:—

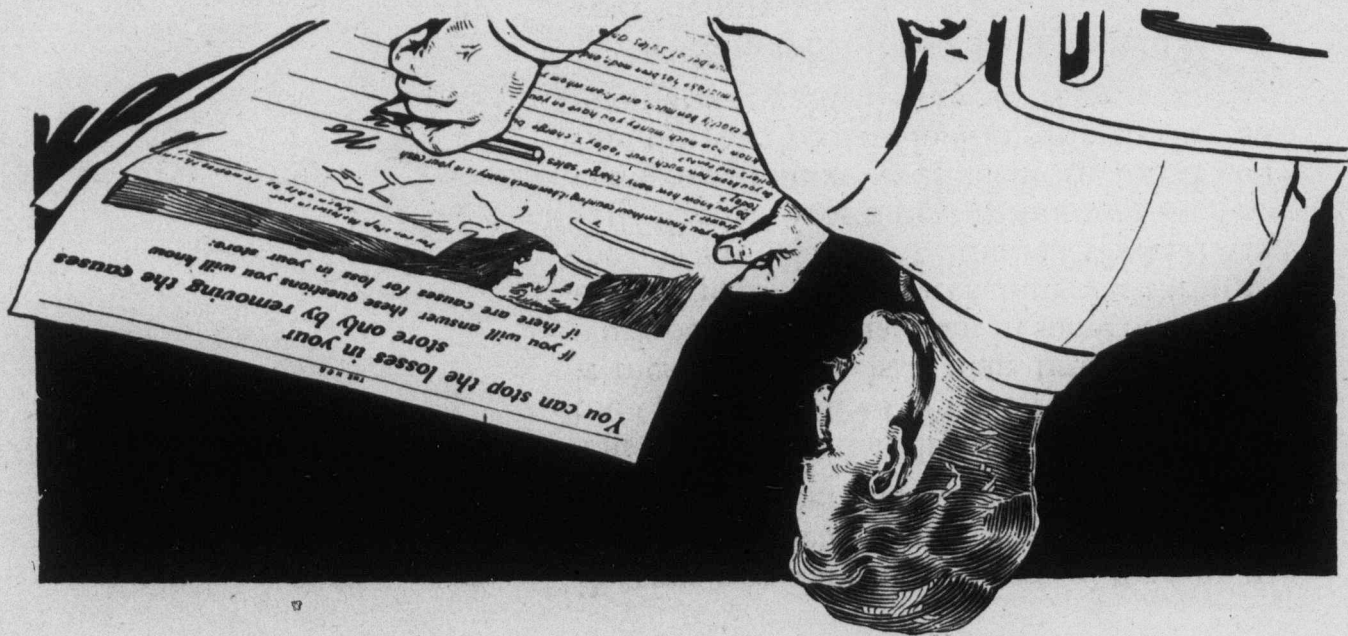
WANTED — GROCERY SALESMAN FOR
general store in Northern Ontario. Wages \$50 a month. Good board can be secured at \$20 a month. Wages will be advanced if warranted. Fine opportunity for man who wants to acquire sound experience and accumulate capital from his savings. Apply to Box 000, The Canadian Grocer, Toronto.

This advertisement contains 62 words. Rates are 2c word first insertion, 1c word each subsequent insertion, and 5c extra for Box No. per insertion. At the rate of 2c a word it will cost \$1.30 one insertion. A low price to pay to find quickly a good man.

The Canadian Grocer
143-153 University Avenue
TORONTO

You can stop the losses in your store only by removing the causes

IF YOU WILL ANSWER THESE QUESTIONS YOU WILL KNOW IF THERE ARE CAUSES FOR LOSS IN YOUR STORE.



Write "yes" or "no" in this column.

1—Do you know, without counting it, how much money should be in your cash drawer?

2—Do you know how many "charge" sales have been made in your store to-day?

3—Do you know how much your to-day's "charge" business amounts to in dollars and cents?

4—Do you know how much money you have "on your books" to-day?

5—Do you know exactly how much, and from whom you received money on account to-day?

6—Can you tell if a mistake has been made, and who made it?

7—Do you know the number of sales, and the amount in dollars and cents, each of your clerks makes each day?

8—Have you a record of every transaction that occurs between your clerks and customers?

9—Do you know how much money you have paid out to-day?

10—Do you know the amount of goods you have sent out on approval or C.O.D., and whether all has been paid for or the goods returned?

Can you answer "yes" to all the above questions? If not, we can help you. Tear out this page and mail to

The National Cash Register Company, of Canada Limited
TORONTO
ONTARIO

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

One thing you can be sure of

And that is:—the quality of Red Rose Tea is always the same.

The first Red Rose packages put on the market contained tea of outstanding quality at the price, and it was not long before a national demand was created for this now famous tea.

The original high standard of excellence which was responsible for the initial suc-

cess of Red Rose Tea has been rigidly maintained throughout the years. It will be maintained always.

Grocers who specialize on Red Rose Tea have no "matching" worries—no fruitless searching for grades that are often unprocurable except by the largest tea houses.

You can *safely* build up a trade on this always uniformly "good" tea.



Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end
ENVELOPES
for mailing Catalogues

Confection-
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

A money - making hint—

Get a Eureka Refrigerator

The money-making possibilities that the Eureka offers you are not equalled by any other refrigerator. Combined with unusual display facilities are many new and unique features which mark the Eureka Refrigerator with the hall-mark of superiority.

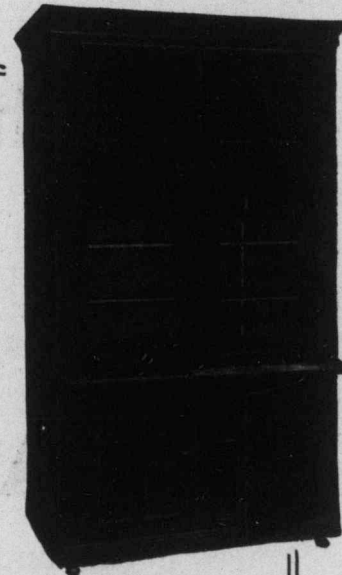
Just to mention one — the Eureka is the only patented refrigerator in existence with warm air flues across ceiling of cooling room connected with warm air flues around walls.

Our catalog will give you full particulars. Write for copy.

Eureka Refrigerator Co.

31 Brock Ave. TORONTO Limited

REPRESENTATIVES—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 96 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man. and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.



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

Robinson's "Patent" Barley and Robinson's "Patent" Groats

have an enviable reputation and are constantly adding to their host of admirers.

Dealers stocking these well-known lines know that they mean sales all the year round.

A display of these wholesome foods placed where your customers can see them will pull results in keeping with their splendid selling record.

*Always keep a full stock of Robinson's "Patent"
Barley and Robinson's "Patent" Groats.*

MAGOR, SON & CO., Limited

50 Church Street, TORONTO

191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Weighing Out Groceries

isn't a man's work or even a boy's. It is work for a machine. Visitors to the Atlantic Refineries like to watch the great weighing machines filling the packages swiftly and accurately; one machine doing the work of an army of men and doing it better.

LANTIC SUGAR

in bags and cartons saves your employees' time for the important work of selling goods which cannot be done by a machine. Selling goods is a man's job, as we all know.

2 and 5 lb. cartons.

10, 20 and 100 lb. bags.

Atlantic Sugar Refineries, Limited
St. John, N.B. Montreal, Que.

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

CANADIAN GROCER

Vol. XXX.

TORONTO, DECEMBER 8, 1916

No. 49

The Story of Margarine--II.

The Second of a Series of Articles Presenting Complete and Authoritative Information With Reference to the Manufacture of the Product and Legislation Covering the Sale of Same.

Compiled by John C. Kirkwood.

III.

IN Great Britain, margarine (the term "oleomargarine" is no longer used there), is commonly made of nuts and milk, and is sold retail at the present time from 7d. to a shilling a pound.

Holland is the great centre of the manufacture of margarine in Europe, and exports its manufacture in large quantities to Great Britain, where the consumption before the war was 20,000,000 pounds weekly. In Rotterdam is one manufactory whose annual production of margarine before the war exceeded the total annual production of the whole of the United States.

In Europe, after margarine came to be widely used by the poorer classes, because of its cheapness, it was found that many thousands of peasant children affected with rickets (a disease of malnutrition, due largely to a failure to consume animal fats in sufficient quantity), recovered after the regular use of margarine in their homes.

In Great Britain, not many years after the passing of the Food Act of 1875, the sale of butter substitutes assumed large proportions, and so seriously were the interests of dairy farmers threatened that an Act was passed called the Margarine Act of 1887, which provided that every package of an article made in imitation of butter should be labelled "margarine" in letters one-and-a-half inches square. The Margarine Act of 1887 was extended to margarine cheese.

Manufacturers and dealers in margarine were compelled to keep a register open to inspection by the Board of Agriculture, showing the quantity and designation of each consignment, and power was given to officers of the Board to enter at all reasonable times, manufactories of margarine and margarine cheese. Also the amount of butter-fat that might be present in margarine was limited to 10 per cent., while previously to the Margarine Act of 1887,



EDITOR'S NOTE.—*The publication last week of the first of the series of articles by Mr. Kirkwood on the question of Margarine created considerable discussion both in and out of the trade. It added a little to the acerbity with which certain advocates of the dairying interests are discussing the Margarine question and put a finer edge on the attacks of certain farm journals. The object of CANADIAN GROCER in presenting these articles is to give more light on the question, to give publicity to the facts which legislatures should know. Last week, Mr. Kirkwood dealt with the manufacture of Margarine. In the accompanying article he goes into the problems of sales regulation as coped with in Great Britain and the United States.*

an unlimited mixture might have been made provided that the mixture, no matter how large the percentage of butter, was sold as margarine.

In 1894, a select committee was appointed to look into the laws and regulations governing the sale of foods and drugs, and the outcome was the Sale of Foods and Drugs Act of 1899. By this Act it is required that margarine or cheese containing margarine must be conspicuously marked as such. The law now requires that the word "margarine" shall be separated from all other confusing or obscuring printed matter, and printed in plain letters at least 1½ inches square. No pictures of cows or dairies may be used, nor can any brand name

be added to the word "margarine" except after this name has been specifically approved by the Government.

When margarine is exposed for sale in the shops, it must be placarded as such in letters at least six inches high. Customers must ask for the product by name, and purchases must be wrapped in paper on which the word "margarine" is boldly printed, top, bottom, and sides. In Great Britain fraudulent methods have long since been abandoned. This fact is to be noticed particularly in view of the methods used in the United States to prevent fraud, which methods have failed sadly to effect their objects.

In Great Britain the use of margarine is chiefly among the poorer classes. There is yet a decided prejudice on the part of many of the well-to-do classes against margarine, which has been augmented by the sale of low grades and by low methods of selling. The trade is almost monopolized by the multiple (chain) shops, especially by the shops of The Maypole Dairy Company. There are numerous proprietary brands—Pears, for example. Competition is acute. The grocery trade has left the margarine trade to its bitter rivals, the multiple shop companies, and the co-operative societies.

IV.

IN the United States the conduct of the manufacture of oleomargarine is placed under the Bureau of Internal Revenue of the Treasury Department at Washington. This is because the Congress of the United States cannot enter a state for police purposes, so the only way that the manufacture of oleomargarine could be brought under Federal control was by the imposition of a revenue or excise tax. Also, the Federal law requires that all localities or premises where the manufacture of oleomargarine is carried on shall be inspected by the Bureau of Animal Hus-

bandry under the Department of Agriculture, in regard to their sanitary condition. Thus the public is given Government assurance of the wholesomeness of the product.

In passing it is to be noted that oleomargarine is the only food product originating in the United States that is subjected to an excise tax, and in this regard can be classed with liquors and tobacco; and it is taxed, not for the purposes of revenue, but in order to bring its manufacturers under the control of the Federal Government. There are those who challenge the constitutional soundness of this tax with the query—Has the Government taxing power to be used for any other purpose than raising revenue?

In 1885 the first state laws affecting the manufacture and sale of oleomargarine were enacted—this at the instance of the buttermakers. They demanded laws that would overcome the competition of the rising oleomargarine industry.

One state, for example, required that the package be marked "adulterated butter," and also this designation to be placed on every dish containing it at a hotel table.

California required the words, "Substitute for butter," to be put on packages, together with the list of ingredients of which it was composed; and also required a verbal notice to purchasers at the time of sale.

Connecticut required, in addition to other notices of the character of the article, a sign to be displayed over the shop to let the public know that within imitation butter was sold.

In New York State not over ten pounds might be sold to one party at one time, and the purchase had to be taken from the original stamped package and wrapped in a separate parcel with a ticket bearing the number of the dealer, number of pounds, and the word "oleomargarine" in letters of not less than one-half inch square, in black ink, and attached to the outside in plain view. Also, the original package might not be given to the customer, nor dare the consumer's package be separately prepared in advance for customers.

In Massachusetts, hotelkeepers were required to notify guests if they used oleomargarine.

Florida prohibited the sale of "any spurious preparation purporting to be butter."

One or two states required oleomargarine to be colored pink! and even, green!

But in the course of time the public learned that oleomargarine "was good to eat," and consumption ceased to be deterred by labels, signs, and spoken words. Many who had experience of bad butter came to prefer oleomargarine.

Then the buttermakers went to Congress on the pretence that oleomargarine was made of all sorts of deleterious stuff, including dead cats and dogs! and Congress, in 1886, acceded to the demands of the butter interests by putting a two-cent tax on oleomargarine, and establishing a special system of inspection. Special taxes were also imposed on manufacturers and dealers. These taxes were (and are) \$600 per annum on manufacturers, \$480 per annum on wholesalers, and \$48 per annum on retailers. (These special taxes have since been modified for those applying for licenses to manufacture or sell only the uncolored article, the manufacturer's and wholesaler's tax in such case being reduced to \$200, and the retailer's tax, \$6.)

(Continued on page 27.)

Buying a Pound of Oleomargarine

Editor, CANADIAN GROCER:—

You may be interested in hearing of my efforts to buy a pound of oleomargarine in Detroit last week, while on a visit to that city.

I arrived after 7 o'clock in the evening—too late to get admission to some stores and to the market. In one store which I did get into—a rather poor one—I was told that there was no demand for oleomargarine, and that consequently it was not kept.

Eventually, in a shop about four miles from the centre of the city, I was able to buy oleomargarine—the uncolored article. I paid 25 cents a pound. The makers were Armour's, of Chicago.

The dealer gave me a small capsule of coloring matter with my purchase, to color the lard-white oleomargarine supplied.

I asked for the colored oleomargarine, but the dealer was out of stock of this, and so I was unable to get acquainted with the colored article. I asked what the colored sold for, and was told 25 cents—the same price as the uncolored.

This means that if the colored article can be sold profitably at 25 cents a lb., the uncolored article can be sold at 15 cents a lb., and yield the desired profit—this since the colored article has to pay a Government tax of 10 cents a lb., while the uncolored article pays a tax of only $\frac{1}{4}$ cent a lb.

The dealer said that the law required the oleomargarine to be sold from the box in which it was received, and which bore on the outside the stamp of the Internal Revenue Department. I think the

wooden box was made to contain 30 lbs.—that is, 30 one-pound bricks. These were wrapped in parchment paper and enclosed in a cardboard carton.

Tacked up in the store in a conspicuous place was the Government's license to the dealer to sell oleomargarine. A fee of \$4.50 for nine months was stated to have been paid by the dealer—at the rate of \$6.00 per annum. This is the fee required, as I understand it, for the right to sell only the uncolored article. If the colored article is sold, a fee of \$48 per annum is required. But this dealer said that he sold both the colored and uncolored article, and seemed ignorant of the regulations affecting license rights.

In handing me my package, wrapped, the dealer impressed on the outer wrapper, with a rubber stamp, his firm name, the word "Oleomargarine" in letters nearly one inch deep, and the name of the maker—but the name of the maker was not Armour—the name on my package or carton, but of some other Chicago maker. The law, I understand, requires the purchase to be stamped in this way.

I may say that so far I have not used the oleomargarine purchased, since I have wished to keep the package intact for a little time—for a special purpose.

Yours faithfully,

JOHN C. KIRKWOOD,

Toronto, Nov. 27th, 1916.

The Order-in-Council and the Retailer

Retail Merchants' Association Takes Up the Cudgels on Behalf of the Merchant—Urge That Exclusion of Certain Phrases Have Made Business Almost Impossible—Why Should There Be Discrimination in Favor of Farmers, Doctors, Lawyers, etc.

IS the recent Order-in-Council, loudly trumpeted by many as a cure-all for all the High Cost of Living problems, really a piece of unwarranted class legislation? Such is the contention of the Retail Merchants' Association of Canada.

The Order-in-Council was passed under the authority of the "War Measures Act" of Aug. 22, 1914, and came into operation on Nov. 10.

The clauses to which the association takes exception are substantially as follows:—

"No person shall conspire, combine, agree, or arrange with any other person—

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

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

"(c) To prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation, insurance or supply of any necessity of life.

"Nothing in this section shall be construed to apply to combinations of workmen or employes for their own reasonable protection as such workmen or employes.

Accumulation of Stock

"No person shall accumulate or shall withhold from sale any necessary of life beyond an amount thereof reasonably required for the use or consumption of his household or for the ordinary purposes of his business.

"Every person who shall at any time hold any necessary of life beyond an amount thereof reasonably required as aforesaid, and every person who shall hold for the purpose of sale, whether as manufacturer, wholesaler, jobber, retailer, or otherwise, any stock in trade of any necessary of life, shall offer for sale the excess amount of the said stock in trade as the case may be at prices not higher than are reasonable and just.

"Provided, however, that this section shall not apply or extend to any accumulating or withholding by any farmer, gardener, or other person, of the products of any farm, garden, or other land cultivated by him; nor shall any manufacturer, wholesaler or jobber, because of anything herein contained, under obligation to sell to other than such

classes of persons or persons as are accustomed to purchase from manufacturers, wholesalers, jobbers, respectively, nor shall any person be under obligation to sell otherwise than in accordance with the ordinary course of business."

Eliminating of Qualifying Phrases Unjust

Section 498 of the Criminal Code, which has been superseded by this Act, bore practically the same conditions except that it bore also certain qualifying words that are noticeably absent in the latest Act. It is on the ground of these removals that the association bases its protest. The association claims that the phrases "unduly limit," "unreasonably enhance," and "unduly prevent," bore with them a certain safeguard against the unreasoning demands of a public who knew nothing of the conditions of business, to whom "overhead expenses" do not exist, and who are unaware of the close association between supply and demand. They further urge that:

"The removal of these legal safeguards under the present Order-in-Council will make every wholesale merchant, retail merchant, or manufacturer, who desires to meet with his fellow competitors to discuss their trade conditions, liable to be charged with 'conspiring, combining, agreeing or arranging' to 'enhance the price' whether the same be little or much, reasonable or unreasonable. On the other hand, the farmers and the gardeners can meet and agree among themselves, the laboring men can meet and agree among themselves, the doctors and the lawyers can meet and agree among themselves, the ministers of the Dominion and Provincial Government can meet and agree among themselves, as to what duty, what postal rates, or what license rates they shall charge, and whatever rates they may fix, or whatever action they may determine upon, they are exempt from the law.

"Should the retail merchants of Canada who collectively have more money invested in merchandise, and in distributing facilities, and equipment, sit quietly down and accept this imposition, and suspicion without a protest? We think not, and we are sure that every one of them who have British blood in

his veins will resent the insult to the last man."

Looks Like Class Legislation

According to the association's argument, the Order is an unwarranted discrimination against one class of the community.

"Why," they urge, "should the farmers, the market gardeners, the laboring men and the doctors and the lawyers be allowed to do the things that the other classes are prohibited from doing?"

"If the desire of the Government was to search out the 'guilty parties'—if any guilty parties exist—why did they not include every citizen in Canada? Why exempt farmers, market gardeners, laboring men, doctors and lawyers? Under their proposed remedy thousands of men and women belonging to the farming, the market gardening, the laboring and the professional classes, may make up their minds to lay in a supply of produce or other articles far beyond their present needs, and in this way still further help to increase the price."

No Redress for Unwarranted Charges

The association further points out that the Order has made provision for investigating the affairs of any merchant, that he may thus be presented to the public in anything but a favorable light, yet for this unwarranted charge there is no redress. The merchant and manufacturer is at the mercy of the enquiring public.

The bulletin of the association closes in the following vigorous words:—

"Are we, as Canadians, justified in accepting the Order-in-Council, as set forth in this report, without a murmur? Or should we rebel, and rebel vigorously? We must certainly rebel. Our association stands for equal justice to all classes of merchants, large or small, and for their preservation and right to do business without unfair restrictions or discrimination.

"The law just passed is a drastic and unwarranted piece of class legislation and it must be opposed with all our might and with all our power."

Otto C. Weppler, Neustadt, Ont.—The fall and winter number of CANADIAN GROCER has been duly received, and I find it a most valuable issue, and a reference book on which the Editor deserves to be congratulated.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

**THE MACLEAN PUBLISHING COMPANY
LIMITED.**

JOHN BAYNE MACLEAN, *President.*

H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada — Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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

Vol. XXX.

TORONTO, DECEMBER 8, 1916

No. 49

FOOD boycotts in Canadian cities are reported to be forcing down the prices. Pittsburgh reports turkeys selling 4 and 5 cents a pound for the same reason. What a glorious world it's going to be when the boycotters have finished their work.

* * *

THE HOUSEWIVES' League, of Montreal, is gloating over the idea that their boycott has lowered the price of potatoes. Possibly the arrival of the Steamer Cascapedia with 15,000 bags of Prince Edward Island potatoes has had more to do with it.

* * *

LET THOSE who have bedewed themselves with tears in sympathy for the poor farmer who got nothing for his apples, consider the case of an orchard in Dundas County, where McIntosh apples sold for \$6 per barrel. According to the Government report, 1¼ acres gave a net profit of \$436.97, or \$349.57 per acre.

* * *

BOYCOTTS on foodstuff seem to be the order of the day. Every time one of these succeeds, the sapient ones wag their heads and say: "Didn't we tell you somebody was holding up food?" With all due respect to the wise ones, the success of a boycott proves nothing, except that you can make a man sell if the boycott be severe enough. Whether he holds one case of eggs or a million, he will have to sell. What have you proved then? Is not this a reversion to

"That good old rule, that simple plan,
That he shall take, who has the power,
And he shall keep who can."

AN EXAMPLE FROM AUSTRALIA

IN Canada we have spent a lot of time and breath, that might have been more profitably invested, in discussing high prices. We have stirred up a lot of

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GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 129000. Cable Address: Atabek, London, England.

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

PUBLISHED EVERY FRIDAY.

agitators, who are busy agitating all manner of schemes. Very few of the agitators have conceived the novel idea of using a little common sense. The result is that we are still only talking. New South Wales, while we have been talking seems to have come pretty near to a solution. According to their Government Commissioner, Patrick E. Quinn, the Government every morning announces the daily price for staple goods. That is the price that the user pays. The novel part of the scheme is that a provision is made for others beside the ultimate consumer. The producer, wholesaler and retailer are all guaranteed a fair profit. That is a novelty certainly. The cry with us has usually been to eliminate them. But why take these drastic measures. Mr. Quinn assures us that all can get a fair living and yet pay only about 25 cents a dozen for eggs.

THE RIGHT TO PROFIT

A CERTAIN gentleman of the name of Jan Wetz has gained an unevitable notoriety in the United States recently, owing to the fact that he owns 72,000,000 eggs. Jan not only has the eggs but he intends to profit thereby. Last year he claims he also had eggs, and the public genially allowed him to take an enormous loss. Perhaps not quite unnaturally, Jan holds that if a man bears his losses without whining he should be allowed to pocket his winnings without complaint.

The gist of the thing is: what right has a man to profit on his greater foresight, or greater business acumen?

No man in business is above profiting on an increase in the price of goods. One large Mail Order house in Canada is reported to have bought enough goods to carry it over the next two years, which are expected to be years of scarcity. They intend to profit by their outlay. There are no complaints about this.

Yet how does it differ from the case of Jan Wetz? If a man has the right to buy and the right to accept the possibility of loss, he should also be allowed the right to profit. To deny a man this right would be to turn back the wheels of business many centuries.

What then is the answer? We don't favor Jan Wetz. His very name is an offence to us, and his actions bear out his name. All the same there is something to be said for his side of the case. Unless men have foresight enough to gather for profit; we will be buying eggs for three months of the year for next to nothing, and forgetting what an egg looks like for the balance of the year.

There must be some remedy. It is evident that a man cannot be allowed to gamble without a limit in the necessities of life. It is also true that to refuse to let him gamble at all would have a disastrous effect on business. There evidently must be some measure of control, but the control must serve both parties. If a man is to be prevented from making all the profit possible, it is also necessary that he should be protected against exorbitant loss.

FOOLISH STATEMENTS AND THE HIGH COST OF LIVING

PROBABLY no idea ever before called forth such a profusion of ill judged statements, or such a volume of misguided solutions, as have clustered around the much discussed question of the High Cost of Living. That living is high is not a fact that can in any sense be gainsaid. That some solution, if it is possible of solution, should be found, is of course obvious. But the fact remains that the Public have been too much fed up on charges having little or no foundation, accusations that are unjust in the extreme, and solutions that a little of the light of common-sense would blast in their infancy.

The Montreal *Herald*, grown weary of its arguments about an alleged potato Trust, has now discovered an Apple Trust.

We quote herewith the argument used to give color to the suggestion:

"Is there also an apple trust? If not, why is it that apples grown almost at our doors, and grown in the utmost profusion, are as dear as oranges and grape fruit that have to be imported from the tropics? And how is it, in face of these high prices, that farmers get such small returns that apples are being left to rot on the ground because they will not pay for packing and shipping to the people who want them so badly? It is all very well to talk about short supplies. The trouble is not in shortness of supply, but in some evil influence at work in the matter of distribution.

Any information that can lead to a better understanding of the trying conditions that face us at present, must be treated with respect, but it is not too much to ask that the information should be worthy of respect. The above quoted excerpt is not so worthy. It would appear to be a deliberate misstatement of facts.

"Why is it that Apples are as dear as Oranges and Grape Fruit?"

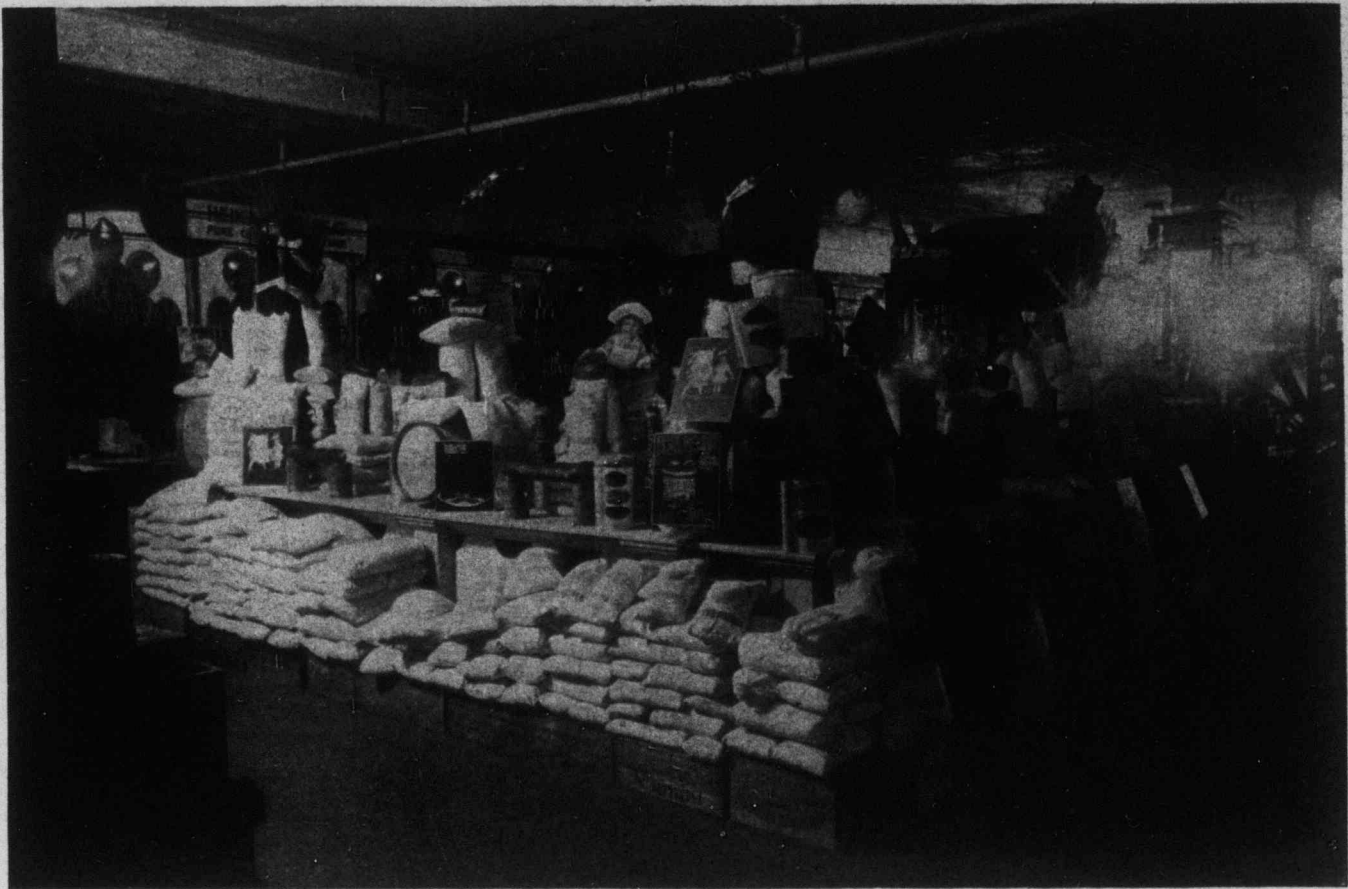
The simple answer is that they are not. They are not half as costly. The best grade of the best variety of apples can be bought for \$6.00 per bbl., while the same quantity and quality of the imported fruits would cost roughly \$15.00.

"Apples grown in the utmost profusion at our doors." That was true of other years, not this. Had the gentleman studied the report of Canada's apple crop for this year, he might have been saved an unwarranted statement.

"The farmer gets such small return that apples are being left to rot on the ground because they will not pay for packing." What amount of truth is there in this statement? Standard varieties of apples were bought this fall at figures ranging from \$3.50 for some varieties to \$4.50 per barrel for others. In addition to this all the packing and shipping charges were born by the purchaser. It is safe to say that never has the apple grower received a fairer return for his fruit than he did this year. That the crop was less than half the average in Ontario and Quebec and this grading more than 50 per cent. No. 3 can hardly be charged to any combination of human interests. Apples could be imported from the United States, pay a 90c a barrel duty and a heavy freight rate and still sell lower than the Ontario and Quebec grower was asking for his crop. There were thousands of barrels so imported. Does this bear out the statement that the farmer was paid nothing for his apples?

"Apples being left to rot on the ground." There is some slight ground for this assertion. Apples did rot on the ground—Astrachans, Duchess, Yellow Transparent and Peach Apples. There was an enormous crop of these apples. The last two named are so tender that they will hardly bear packing in barrels. Of necessity therefore, their market is limited to their immediate neighborhood. Astrachans and Duchess can be packed; though, once packed, their lifetime is less than a month. Moreover these apples were packed in larger quantities than ever before. They were shipped to numerous markets, and continued to be shipped till the markets went to pieces. In Montreal car loads of fancy Duchess were sold for 60c a barrel on the open market. Toronto was little better in this regard, Winnipeg only proportionately better. Does the Montreal *Herald* consider it necessary for grower to barrel and pack and ship apples to sell at 60c?

What purpose is gained by denying or disregarding the actual condition of shortage that has existed in so many lines of food products in Canada this year? When we argue in these trying times let us at least argue on a basis of the whole truth. It is an easy thing to color a half truth to serve any particular purpose. But such purposes are neither to the interests of the public at large, nor yet to the credit of the one who gives them birth.



Five Hundred a Week from Flour

A Feature Display in Which the Staff of Life Figured as a First Rate Interest Arouser, and Most Successful Sales-Getter Illustrated, and Described in Detail—It Realized \$2,000 a Month in Flour Sales

FIVE HUNDRED DOLLARS a week was the amount netted in flour sales by the feature display illustrating this article. In four weeks, during which period the display was on view, and constantly kept alive in interest to the customer, the total sales of flour realized no less than \$2,000. As a sales-getter this display was voted a distinct success by the Paquet Company, of Quebec City, who ran it in their grocery department for a month.

Occupied 18 x 20 Feet Space

In area the display occupied a central space in the Paquet Co.'s grocery department, 18 by 20 feet in size. The position chosen for the display was right between the store's two elevators, so that all coming and going between the grocery department and other departments could not fail to pass and notice it. A great proportion of the store's customers came under its convincingly persuasive spell upon passing purchasing power.

Design of the Display

The 18 x 20 ft. display space possessed

THE PROOF

The point has been urged frequently by CANADIAN GROCER that the high price of bread and the consequent tendency on the part of the public to bake bread, is a golden opportunity for the grocer to increase his sales of flour. Here is the proof. This article should be read very carefully by every grocer.

a substantial permanent basis in the shape of a large counter carried right around the area. On this counter at each of the four corners, and well to the back of the counter, there were placed full sized barrels of flour, one barrel to each corner. Centrally on each side of the counter, and right between the large barrels, there were placed half barrels of flour. The round end of one of them can be plainly seen in the picture.

This started the display with four large and four small barrels of flour on the counter.

Pyramids of Flour Sacks

On each of the large barrels there were placed very effectively ripe sheaves of natural wheat tied with ribbons. This harvest field touch certainly added immensely to the interest, and not a little to the sales-getting power of the display. The impression of "real pure wheat quality" in the flour was certainly thus brought out.

Between the barrels along the counter there were displayed sacks in various sizes. Neat pyramids were built of the 7-lb. 14-lb., and 24-lb. sacks, displaying the name of the flour prominently, and giving the impression of plenty, and of quality as well by the abundance and cleanliness of the sacks.

Striking and attractive show cards were used throughout the display of the smaller sacks piled on the counter space, their colors and the wording being well calculated to brighten and add interest to the display.

Attractive Cook Books Also

The very attractive cook book which is prepared by the makers of the particular flour used in the display was also freely used in adding to the interest of the counter show. Cook books with pages open at interesting bread, pastry and cake-making recipes and illustrations were placed just where these pages could be easily scanned, and even closely read by waiting customers. The fact that these cook books could be had free, added a good deal to the power of the display to induce passing purchasing power to pause.

Real Bread Shown, and Gifted

More interesting still in the most practical way to the housewife visiting the store was the fact that throughout the arrangement of the flour sacks there were appetisingly displayed delicious loaves of bread made from the flour. Pan loaves, cottage loaves, French and Vienna loaves, crusties, and smaller rolls were all used in this feature of the display, and an added attraction to the display was given by the fact that small loaves, plain and twisted, were distributed free during the first two weeks of the display, to children who attended the store accompanied by their parents.

Quantity Featured on Side

On the sides of the main display flour was shown in large and impressive quantities, the 100-lb. bags and half barrels being set out on the east side. The large sacks, and half barrels may be seen rather dimly in the illustration, on the right hand side. On the west side piled up sacks of flour were featured, giving again the impression of plenty; while on the south side there were shown plentiful piles of 7-lb., 14-lb., and 24-lb. bags of flour as can be seen in the illustration.

On the north side, upon the counter, there was set forth an interesting pyramid built on a base 3 ft. by 7 ft. out of the special 10-lb. sacks of flour put up exclusively for the Paquet Company. This pyramid in itself proved a splendid seller.

Backed Up By Publicity

An important point in connection with the success of this display is that it was always, and from the very first, backed up by newspaper advertising. The attention of the public was drawn to the display from the fireside and the evening supper table. Customers once within the store could not miss it. Those who paused became interested, and were benefited by information, by the gift of a cook book, and by the appetising present of a little free loaf for the children. A great proportion of those who paused became purchasers. Two thousand dollars of flour sales in four weeks proves this.

The space occupied by this flour display, here illustrated, is reserved by the Paquet Company for special goods of all kinds such as lend themselves to attractive and sales-getting displays. For in-

Probabilities in Bread Prices

How the World Situation Affects the Flour Market—Effect of Suggested U.S. Embargo—How the Use of Whole Wheat Bread Would Ease Situation.

WHAT are the probabilities in regard to bread prices? That is pretty well any man's guess. There are, however, several conditions arising of recent date that might serve to influence the situation.

The recent marked fluctuations in flour have led people to wonder just what influence this might have in the price of bread. Mark Bredin, president of the Canada Bread Company, Toronto, when questioned on this point, merely stated that the price of bread depended entirely on the price of flour. If they had been compelled to buy in the present market to meet their requirements, it would not be possible to sell bread at its present price of 8c per loaf.

People are inclined to expect too much from a 20c or 30c drop in flour, said Mr. Bredin. It was disclosing no secrets to state that it took a fluctuation of \$1.80 per barrel in flour to represent a change of 1 cent. per loaf of bread.

England's Bread Prices

Mr. Bredin did not think that the price of bread was at all out of the way. He instanced one army contractor in England who had raised his price to 5¼d. per 1-pound loaf. Even Government contracts in England are governed by the changes of the market. The price was naturally a wholesale price. In other words, it represented a price of 10c per pound loaf, as against 14c per three-pound loaf in Toronto. These conditions, Mr. Bredin thought, were entirely due to wheat scarcity. Russia held enough wheat to turn a 50,000,000 bushel deficit into an enormous surplus, and if the fortunes of war should enable the Russian wheat to reach the open market, flour would be likely to drop to the cellar, but there was no likelihood of that, unfortunately.

American States Urge Embargo

Canada is also facing a serious movement from across the line, where there is a very widespread agitation for an embargo on wheat. Twenty-nine states, through their representative newspapers,

are urging such measures on the President. Whether the President, even if he thought well of the scheme, would have the necessary courage to face a farming community which elected him with such a platform, is, of course, doubtful.

It is easy to see, however, what effect such a measure would have in Canada. With American wheat and flour under an embargo, the continental buying in Canada would be enormously increased; it would be more than likely, too, that America would attempt to recoup herself for former losses by buying in Canada. An embargo against America could, of course, correct this matter, but an embargo against Europe and all the interests Canada is fighting for is, of course, unthinkable. Should such a measure come into effect it would assuredly have a most pronounced influence on the bread situation.

Whole Wheat Bread Suggested

There was one way in which this situation could be alleviated to quite an extent. This was the adoption of similar measures to those taken recently in the United Kingdom to husband the stock of wheat. Under this new regime, 78 per cent. of the wheat was milled into flour. Much could be done in these times, Mr. Bredin thought, by being a unit in such matters. All flour in the United Kingdom had to meet the 78 per cent. standard, all shippers of flour from this country had also to meet the requirement, so it would require no great change in the milling industry. All bakers, too, are accustomed to bake a certain amount of bread of this quality, so it would not necessitate any great change in any of the industries concerned, while it would save 10 to 15 per cent. of the wheat. Already, with only three months of the year gone, Canada has shipped one-half of her available supply of wheat. Unless, said Mr. Bredin, some such measures were taken to ameliorate conditions, it did not seem possible to protect ourselves for higher prices.

stance the flour display was followed by a soap exhibition and premium guessing contest which produced large results also for the Paquet Company.

QUEBEC-ONTARIO ENTENTE

On Thursday of the present week, the last day of November, there was held in the Council Chamber of the Board of Trade rooms, Montreal, the first meeting of the Permanent Committee organized to further the aims and objects of the

movement to bring about a better understanding between the business men and citizens of Ontario and Quebec. This meeting was called to devise ways and means for the promotion and furtherance of the objects of the movement. There are seventeen members representing Ontario and seventeen representing Quebec in the Permanent Committee. Thursday's meeting was held for the purpose, amongst other ends, of appointing an executive committee.

Next Year's Canning Situation

Extra Cost of All Raw Materials Make 25 to 30% Increase in Manufacturing Charges
 Growers Will Likely Expect Better Prices for Tomatoes — What
 American Concerns Think of Future Prospects.

IT is a little early in the year to guess much about canned goods prices for next year. Canning journals across the line, however, are persistently drumming away at their subscribers not to sell futures, and urging the only safe rule to follow is to sell on the basis of the packed article, not on the basis of the crop yield.

But more than all, they urge that no contracts be made. Such unanimity of opinion argues that American canners at least expect to get higher prices next year than they received for this year's pack. The cost accounting committee of the National Canners' Association has issued the following circular which we quote from "The Courier":

Stop! Look! Listen!

In 1916 we told you it would cost 80 cents per dozen to pack No. 3 Standard Tomatoes on contracted raw stock, and it did unless you enjoyed special advantages.

In 1917 it will cost a lot more. We have gone over this matter most carefully with the best information at hand from the most reliable sources, and, while at this time it is impossible to figure the exact cost, as prices are not yet named on many articles, yet we have made the following estimate of the increase in cost of packing No. 3 tomatoes, which we present to you for your most careful consideration. There never was a year when the question of a future price for tomatoes was harder to determine than it will be in 1917, but whatever you do don't sell at a loss or even at cost as you have so often done in the past.

No. 3 Standard Tomatoes

Estimated increase per dozen on 1917 packing:—

Cans on \$6 basis per box for tin plate . . . . .	.12
Cases . . . . .	.01
Labels . . . . .	.0112
Coal and oil . . . . .	.0075
Leaks, swells and rusties . . . . .	.0012
Interest . . . . .	.01
Insurance . . . . .	.006
Brokerage discount	
Maintenance and repairs . . . . .	.0163
Labeling, loading and unloading . . . . .	.0041
Peeling . . . . .	.0086
Factory day labor . . . . .	.0058
	<hr/>
	.2007

Tomatoes (if \$1 per ton increase) add . . . . .	.028
	<hr/>
	.2287
Tomatoes (if \$2 per ton increase) add . . . . .	.028
	<hr/>
(XXX)	.2567
If cans should be on a \$6.50 basis (probable) . . . . .	.0225
	<hr/>
	.2892
If cans should be on \$7 basis (possible) . . . . .	.0225
	<hr/>
	.3117

These figures are conservative. Consider them most carefully before naming any price for 1917.

Situation in Canada

The details of course, refer to American markets. But will Canadian packers be in a much different situation? The items of cans, cases, labels, will, of course, show no variation. The items of coal and oil, maintenance and labor, will be higher than across the line. As for the increased price of the raw product, contracts were made this year on the basis of an expected heavy yield. Under these conditions, the canners were able to contract at 25c per bushel. Of course, the large crop did not materialize. That left the farmer somewhat on the wrong side of the ledger. Unquestionably the contract price this year will return to 30c a bushel. The canners this year are in somewhat the same condition as they found the growers last year. The grower, fearing the prospective high yield, was afraid not to contract. The canner this year, with no margin of stock behind him, has to pack sufficient to meet the demands of a bare market. The grower may look upon this as his opportunity. In any event, it is wise to prepare for high prices, for all conditions unquestionably point that way.

The estimated cost of packing tomatoes per dozen this year was 80c. Under these new conditions it is estimated that the cost per dozen for tomatoes will be \$1.05 to \$1.10. Fruit canners have estimated an increase in their packing costs all the way from 25 to 40 per cent. These estimations, while not of course, exact, will fairly closely approximate the actual increase in the standard expenses of packing.

CANADIAN GOODS ON ENGLISH MARKETS

Some interesting figures may be gleaned from the Nov. 20 issue of the Trade and Commerce Bulletin. During the first nine months of the year Canada's exportation of bacon to the United Kingdom was 116,711,000 lbs. a considerable increase over last year. This means a very creditable item in Canada's trade balance, as the average price this year was \$21.71 per cwt. as against \$18.40 per cwt. last year.

Apples on the English market have been bringing most unusual prices. There were 256,766 barrels delivered during October. Twenty-four per cent. of these were Canadian.

Glasgow proved the great apple market, Snow apples selling No. 1, \$12.50-\$13.50 per barrel; No. 2, \$8.50 per barrel; No. 3 \$7.50-\$8.00 per barrel. McIntosh No. 1, \$11.25; Kings, No. 1, \$12.50; No. 2 \$11.50; No. 3, \$9.00. Baldwins No 1 \$9.00 to \$9.50. Peewaukee No. 1, \$10.00 to \$10.25; No. 2 \$8.50-\$8.75; No. 3 \$6.50 to \$7.00. Liverpool sold snows, No. 1, \$9.00 per barrel. Greenings No. 1 \$9.25; No. 3, \$6.75; Kings, No. 1, \$9.00. These prices are on standard Ontario barrel, Nova Scotia stock on account of slightly smaller barrel sold a trifle lower.

British Columbia apples from the famous Okanagan valley section were found to be of the finest quality. Liverpool market took these at \$3 to \$3.25 per box, the varieties being mostly Wealthy. Two cars sold in Glasgow from \$3.00 per box for the 72-88 sizes up to \$4 per box for the popular 135-175 sizes. These prices net \$1.60 and \$2.45 respectively f.o.b. British Columbia, a figure that speaks well for the quality of the British Columbia apple.

L. F. Martel, Quebec, Que.—"I found your fall and winter number a more than usually instructive one on very many points. I will keep that number for a long time and am sure it will be useful sometimes."

Gayer and Connelly, Eudako, B.C.—"We received your fall and winter number on time and must say it is a dandy. We rely on the CANADIAN GROCER as to market prices very much. We have found it very accurate to date."

Building Up a Business With Tin Cans

How a Guelph Merchant Added to His Profits by the Sale of Tin Cans—Meeting the Demand for a Safe Way of Shipping Parcels to the Front—A Novel Scheme That Stimulated Business and Made Many Friends.

WITH thousands of boys at the front and Christmas fast approaching, a promising field has been opened for many merchants. Nor have they been slow to take advantage of the fact. Many difficult inducements have been made to attract the attention of the buyers of soldiers gifts, but the best that has yet come to the attention of the CANADIAN GROCER is the scheme of C. C. Borden of Guelph, Ontario.

Mr. Borden realized that one of the great difficulties that faced the friend who desired to send gifts to the boys at the front was the danger of loss or destruction in transit.

To meet this difficulty Mr. Borden conceived the idea of providing tin boxes to meet the need of his patrons. The idea has started to help move some of his own goods. Beef tea, condensed milk and similar commodities cannot be shipped in unprotected parcels. What Mr. Borden did not realize was that the tin cans might be made to pay their own way and show a very nice profit besides.

Tin Boxes for Every one

Mr. Borden anticipated the demand some time ago and made arrangements for securing a goodly quantity of tin cans of various kinds. Up to the present he has sold over \$200 worth of these and has another shipment on the way to protect the balance of his Christmas shipments.

Many grocers have let this profitable trade slip through their fingers because the senders arguments, as to the difficulty of sending such goods as theirs, seemed to them irrefutable. Mr. Borden however, went right to the heart of the difficulty. When a customer urged the difficulty of shipment, he had his answer, a tin box that could be packed and shipped with absolute safety. Tin boxes are not very expensive and \$200 worth represents a goodly number, and when added to this is a fair portion of the goods that went into the tin boxes, it is evident that this idea must have been worth a very respectable sum. More than that it has proved a trade getter, almost every body has some parcel to send, almost everybody is in difficulty about sending it, and news of such a way out of the difficulty spreads quickly. People come to buy boxes and stayed to buy other things. It is safe to say that Mr.

Borden has added considerably to his list of customers, by his foresight in discovering a need and meeting it so satisfactorily.

As there are always parcels going to the front, not only at Christmas time, but all through the year, it might pay other grocers to take a leaf out of Mr. Borden's book.

THE STORY OF MARGARINE—II.

(Continued from page 16.)

But, notwithstanding all persecuting laws, both state and national, oleomargarine continued to grow in popularity, and its quality steadily improved.

In 1902, an Act of that year abolished the two-cent tax, but established new taxes, namely, ten cents a pound on artificially colored oleomargarine, while oleomargarine free from any color that

would cause it to look like butter was taxed one-fourth of a cent a pound.

The Great Bill of 1900 (which became law in 1902) caused the whole subject of oleomargarine to receive a very great deal of acute public attention. The author of the bill urged that it ought to pass in order to prevent fraud, and he showed that oleomargarine was being sold in stamped packages (as required by the Act of 1886) with the stamps so concealed as to escape notice by the average purchaser. The opponents of the Great Bill wanted the bill to make more effective the safeguards against the sale of oleomargarine as butter. They were also opposed to taxing one American industry to make a market for another.

W. H. Duffy, Wellsboro, N.B.—The special issue was a fine number. I can still find something good in it every time I turn to it.

Wm. Knox, Earl Grey, Sask.—“I received your special number and don't think you could improve on it.”

J. McTaggart & Sons, Vancouver, B.C.—“We find the CANADIAN GROCER extremely valuable to our staff.”

Why Milk is Scarce

Dealers in Many Centres Unable to Meet Customers' Requirements—How Milk is Forced up by the Competition of the Cheese Industry—Blame it all on the Cow.

LIKE everything else, milk is scarce and high. In some cities it has become a famine commodity, and many a householder has temporarily lost his religion on failing to find the familiar bottle on his doorstep in the morning.

We must blame it all on the cow, at least so say the milk dealers. Bossy is petulant it seems at not receiving the dainties she usually counts on, and will not bestir herself, therefore milk is scarce and therefore high in price.

Yes, hay was plentiful, and comparatively cheap, why shouldn't there be a plentiful supply of milk? This is the general argument.

Similarly rice is plentiful and comparatively cheap, and yet we are not all eating rice, we would rather eat other things and growl about the high cost of living. No, we can't lay too much blame on Mooley. She eats what she requires, but when it comes to eating dry hay to produce milk, she draws the line. Now if there were a tasty bit of corn ensilage, with just the hint of fermentation about it mingled with the hay, well Mooley's jaded appetite might be stimu-

lated. She would probably eat more than she needed, and the surplus would produce milk. Even a succulent bit of mangel would probably have the same effect. But, there are very few mangels in the country. All roots suffered in the spring and summer. Corn didn't fare much better. But Mooley has forgotten all about this. She considers that the curtailment of her diet is due to a tightwad impulse of her owner, and is disgruntled. She is not a contented cow.

There is the best of authority for stating that this is the actual condition and reason. The result is that milk dealers have been compelled to widen the scope of their buyings. In doing so they encroach on cheese making districts and have to meet a cheese making price. This year at least milk is more valuable as cheese than in its natural state. Consequently milk dealers have had to pay inordinate prices to fill their requirements. Nor is there any likelihood of a change of conditions. Cheese and butter will unquestionably continue high in price, and while they do so, with the added scarcity taken into consideration, milk must of necessity remain high in price.

Running a Chain of Grocery Stores

How a Chattanooga Merchant Has Scored His Success — Rigid Requirements for Employees—Must Not Smoke, Drink or Play Cards—Weekly Meetings of Managers—Distinctive Advertising is Done

EDITOR'S NOTE.—*The publication of this article is intended not as an endorsement of all the policies by which the writer has built up his business nor of the chain store idea. Throughout the article, however, will be found many sound, business-like suggestions that could be followed with splendid results. As the story of one man's great success this article is well worth reading.*

THE accompanying article is reprinted from System. It is a record of the business policies of Frank E. McDonald who very successfully operates a chain of grocery stores in Chattanooga. Some of the points he makes will not be approved by many merchants who have won success along sounder lines. There is his policy of "selling for less" and his strong favor toward the "dodger." In this connection it must be remembered, of course, that he caters to the cheaper trade and counts upon selling to people of limited means. In any case the story is one of remarkable interest and some of his policies and ideas are sound and courageous. The article reads as follows:

I have twenty-one stores, scattered over Chattanooga and its suburbs. Each of these stores operates on an expense basis of from about six to eight per cent. of sales. Of course, I have a certain advantage over some stores because I can buy cheaply in large quantities.

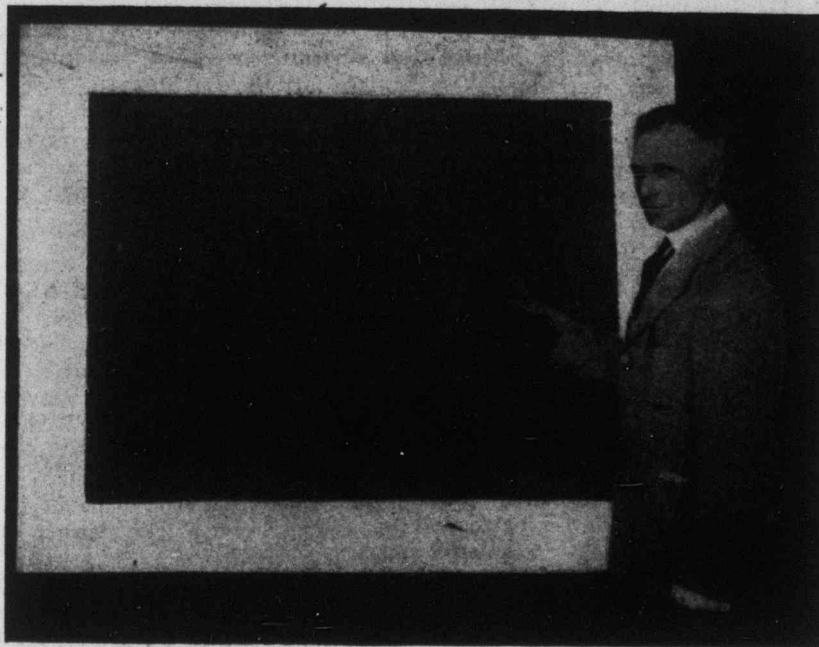
But buying alone has not been responsible for my success. There are certain other definite policies that I have followed, and that have contributed largely to my success, which I am going to describe in this article. My reason for telling about these policies is simply the fact that I am convinced many other merchants might adopt these methods and use them just as successfully as I have, whether they own a single store or twenty-one.

In general, I believe I may say there are four of these policies, as follows:—

(1)—I make-up no more than will give me a fair margin of profit.

(2)—I sell for cash—nobody gets any goods on credit at my stores.

(3)—I have taken particular care in selecting the right kind of men, and making it to their interest to serve me



A picture of Mr. MacDonald before the board on which he keeps records of all branch stores.

well, because by so doing they serve themselves.

(4)—In my advertising I have adopted certain distinctive methods that have helped out remarkably.

I will take up my four policies in order and try to show exactly how I have applied each one, and how it has helped my business.

First, then, comes my policy of selling at just as low prices as I can. Here, of course, is where I have been helped by the advantages that come to me in consequence of my having a chain of stores. I am able to buy goods in large quantities, thereby getting the lowest prices and often car-load freight rates.

Whenever possible, I try to make my prices a little lower than those customary at other grocery stores, thus carrying out my slogan that "the Red Stores sell for less." I do not handle many high-priced articles. I aim for the medium and low-priced trade. I make it a rule not to locate stores in or near fashionable suburbs, but rather among the homes of middle class or working people.

The second general policy I mentioned—selling for cash—helps along the first, and reacts on it. I can discount my bills, since I always have the cash, and thus eliminate a lot of bookkeep-

ing. I inaugurated this cash system when I opened my first "Red Store." It enabled me to sell for less. Lower prices enabled me to build up a good business and soon I could open other stores. After I had several stores the rest came easier.

In placing my business on a strictly cash basis, I take some credit to myself for doing a certain amount of missionary and educational work. Loose credit has for generations been a curse to the South. Anyone, it seems, could get credit, and many a man has struggled under a load of debt all his days and often gone down in bankruptcy and disgrace because certain friendly merchants let him get in debt much deeper than advisable. This condition is, of course, being bettered, but there is still room for improvement, particularly in the grocery business.

I seldom have any trouble in accustoming people to my way of doing business. I find that in most cases the wife of the workman likes to pay in cash for her groceries because it helps her to keep out of debt. And it is an interesting fact to notice that gradually quite a number of the wealthier people are coming to give us occasional orders. Many of them are also careful buyers, and they readily see the advantage in paying, for example, fifteen cents for two cans of a

certain vegetable which regularly sells at ten cents a can.

My third policy has to do with the choosing men. On this point some people call me a fanatic, some a hypocrite, and some say I am just plain foolish. I may have a little bit of the last-named weakness about me, but it is a dead sure fact that there is no sentiment, religious or otherwise, that influences me in the method I employ for choosing salesmen and managers for my stores. I have tried to work the problem out in a cold-blooded way. The progress of my business means either prosperity or ruin to me and consequently it is up to me to stick to methods that are best from a common-sense standpoint—if I know how to reach that standpoint.

I think I am taking only one of the precautions that the proprietor of any retail business should take when I insist that the men who work for me must not use liquor or tobacco in any form, gamble or frequent any sort of questionable resort, use profane language or be untruthful.

When a man applies to any of my stores for employment he is sent to my office, and must there fill out an application blank, in which he is asked, among other questions: Do you smoke cigarettes, a pipe or cigars, chew tobacco, drink beer or whiskey? Do you swear? Do you play cards? Are you a church member—if so, of what church? How long a member? I even enquire whether the man's father and mother are religious, and if so, to what church they belong. The application on the same document subscribes to a pledge to abstain from any and all of the little vices to which I object.

I follow this plan because I believe that as a rule—as a rule, mind you—the man with the fewest fleshly weaknesses is the man most apt to adhere strictly to a course of simple honesty. His temptations are fewer. He is far less apt to be acquainted with unwholesome characters who would be likely to lead him into wrongdoing. I do not claim that an occasional cigar or "cuss word" necessarily stamps a man as a person of loose morals. I know many upright men—good friends of mine, some of them—who do these little things and even worse, and yet I would trust them in any emergency. And of course I do not attempt to establish a claim that my system of selection secures perfect men. It does not. It goes without saying that in my experience I have secured men without an otherwise single bad habit who showed a disposition to be unfair to me. Yet I believe that my policy gets me a higher percentage of capable men than a looser method might.

Here are some other points, too. The fellow who neither smokes nor never offends a customer with a cloud of tobacco smoke or with the foul breath that comes with excessive drinking. He is not apt to set a store afire by dropping cigar or cigarette stubs in corners, and he is far less apt to drop matches where they should not be.

I carry out my idea rigidly. I fire a man as quickly for smoking a cigar or playing a game of casino as I would if he stole money from me. He has broken his contract with me, and I am therefore fairly entitled to dismiss him.

Of course I ask a man a lot of other questions, too, when he comes to me for a position, and I require some good references. I also try to ascertain whether the applicant has made up his mind that he prefers a mercantile business as his life work. If he is firm in this decision I am glad to give him all the help I can in learning—for the salesmen I employ are mostly young, untried fellows, sometimes right off the farm. Country boys, I find, generally make good in the stores. And it is not necessary for me to get high-priced men to start with. My branch managers are graduates from the ranks of the salesmen.

The salesmen are paid salaries, but the manager of each branch store receives as his compensation for his work

half of the net profits of that store. He executes a contract to that effect with me when he becomes manager. The title of the store, of course, remains with me. I need not point out how excellent an incentive this arrangement is. Each man is actually in business for himself, with me for a partner. My branch managers are all loyal, hustling workers.

I mentioned before that I discount all my bills. Branch managers do not profit by these discounts, but, on the other hand, I, myself, pay all the expenses of my central or main office. My system is so simple, however, that I operate this main office with the help of two girls. One of these young women, by the way, has been with me for seven years and knows the business nearly as well as I do.

Low Overhead

Our stores all operate at a net expense of around six, seven, and eight per cent. If a store's expenses for a month run up to ten per cent. or above, I investigate—I know something is running slack.

We have a printing plant of our own, employing one man. We have a ten by fifteen inch jobbing press and a few fonts of plain type. The plant prints all the contracts, application forms that we use, and also gets out our handbills. Prices are the same at all stores, and

APPLICATION FOR EMPLOYMENT

I hereby make application for employment as _____ and if my services are accepted by you, I agree to comply strictly with all rules and regulations applicable to my position, to keep sober and temperate, and not visit pool rooms or gambling houses, and to abstain from use of beer, whiskey, cigarettes or tobacco in any form, to at all times conduct myself in an orderly and gentlemanly manner, and work to the best interest of my employer.

I also agree to wear a Red Shirt when on duty, and to wear any other uniform which should be adopted to be worn by Red Store employees. It is further understood that in case my services are not satisfactory, the proprietor of the Red Store may terminate my employment at any time, and should I desire to leave his employment, I may do so after ten (10) days' notice of such intention.

1. Write your full name _____
 2. Place of birth _____
 3. Age _____ 4. Married _____ If so, how many in family? _____
 5. Former residence _____
 6. Residence now _____ Telephone _____
 7. Smokes cigarettes _____ 8. Smokes pipe or cigar _____ 9. Chews tobacco _____
 10. Drink beer _____ 11. Drink whiskey _____ Do you swear? _____
 Do you play cards? _____ 12. Church member _____ If so, what church? _____ How long? _____
 13. Father religious _____ If so, what church? _____
 14. Mother religious _____ If so, what church? _____
 15. Former occupation _____ 16. By whom were you employed last? _____
 17. How long in their employ? _____ 18. Why did you leave? _____
 19. In what capacity were you employed? _____ 20. Ever worked in retail store? _____ If so, how long? _____ 21. Do you expect to continue in the mercantile business? _____ 22. I hereby certify that the answers to the above questions are true, and I will abide by all agreements entered into.

Chattanooga, Tenn., _____ 1916 SIGNED _____

REFERENCES (FIVE REQUIRED)

NAME	ADDRESS	HOW LONG KNOWN
1		
2		
3		
4		
5		

STATE OF TENNESSEE }
 HAMILTON COUNTY } SS _____

_____ being duly sworn, says that he has answered all the questions on this application blank, and that the answers made to each and every question are true, and he agrees to comply with all the rules herein set forth in this application blank.

Done to and subscribed before me this _____ day of _____ 1916 _____ NOTARY PUBLIC

REMARKS _____

The above named applicant began work on the _____ day of _____ 1916, in the capacity of _____ at _____ Store, at an agreed salary of \$ _____ per _____

The application form used for new employees.

all special sales are put on at the stores simultaneously, so that one issue of dodgers suffice for all. These are issued to each store in the proper quantity to cover its own particular territory, and are charged to that store at cost as part of its expense.

Each manager makes a daily report to me. This report checks and balances itself in several different ways. There are, for instance, three means of arriving at the cash balance for the day: (1)—The mechanical process using the cash register; (2)—The total of the sales records of the various clerks, and (3)—The bank deposit slip, which must balance with the daily report.

We figure out the net operating expenses for each store at the end of the month, and then we chalk up each store's financial record for the month on a big blackboard in my office. All who enter may read. How the manager of a store does hate to see a low sales record or high expense percentage staring at him from that bulletin?

Meeting of Managers

Every Monday evening there is a meeting of the branch managers in my office. Absence from this meeting is next to inexcusable. There is always plenty to talk about. The week's campaign is planned, including the special for Saturday.

All changes in prices are carefully noted in order that schedules may be uniform in all stores. Various managers bring up their puzzling problems, and we solve them as best we can. I make talks on selling, window-card and price-ticket writing, and the like, and promote discussion upon those subjects.

Then we have the "exchanges." We find that demand for certain articles will vary greatly in different neighborhoods or suburbs. An article which sells slowly at one store will move readily at another. A certain brand which sells like hot cakes on Market Street will be a "sticker" at Chickamauga. The boys make notes of their slow-selling articles, and mention them at the meeting. For example, the manager of store number one complains of an overstock in a certain kind of starch, a certain brand of corn, a brand of tomato catsup.

"I can handle the starch," says the manager of store number twelve, while two or three others speak for the corn and catsup. So the exchange is made, and all stocks are kept balanced and moving rapidly. I keep a good stock of the smaller staples in the wholesale department, where my main office is located, and most deliveries of such articles are made from there; but whenever an article appears to lag at any store it is transferred to another store

where there is a demand for it. By this method, also, we learn where to place certain lines of goods; but we are always endeavoring to find lines which can be sold with equal ease at all the stores.

Distinctive Advertising

The fourth policy which I mentioned as among those chiefly responsible for my success is distinctive advertising. Perhaps the most striking method used in the working-out of this policy has been the adoption of red as the prevailing color in my stores.

I chose red as the color note of my business because it is the flashiest color in the spectrum—it hits the human eye hardest. I call mine "the Red Stores," and they are red—as bright a red as I can get. Not only are the stores red, but the wagons are red, and every store manager and clerk must wear a red shirt and a white four-in-hand tie. They agree to do this when they begin work. My slogan, which I use everywhere, is "The Red Stores: Where they Sell for Less."

I run a little single-column advertisement three inches deep, surrounded by a certain kind of heavy rule, in the newspapers every day. The remarks in these advertisements are as brief as possible and refer generally to special sales that we are putting on. I frequently enlarge the advertisement to two columns just before putting on a big special.

I have at least one—sometimes more—of these "specials" every Saturday. On Saturday, for example, I gave away a "bungalow apron" with a ten-pound bucket of lard. I sold two cars of lard that day. I frequently sell "dollar collections," embracing half a dozen or more articles; for example, a twenty-four pound sack of flour, a package of soda, a can of corn, a box of matches, a package of rolled oats. These collections are always decided bargains, and customers like them. By this method I can introduce to the customers certain lines of articles which they have perhaps been slow to take hold of.

I bought oranges by the car during the past winter, and frequently sold them by the peck instead of by the dozen. This appealed to people as being a generous way to sell oranges, although in reality they got but little more for their money than when they bought from me by the dozen. Even at that, my offer was a bargain.

I also decided upon another Saturday as "Ham Day." Some of my competitors had been advertising hams as great bargains at nineteen and twenty cents a pound. On Monday I announced the sale, and stated that hams would be sold at less than twenty cents per pound. On Tuesday, I admitted that hams would be less than nineteen cents. This eliminated the competition. On Wednesday I stated that I would sell hams at less than eighteen cents. By this time people were excited and were telephoning in to the stores to find out just how cheaply hams would be sold on Saturday. Thursday I said "less than seventeen cents," and on Friday I came out and acknowledged that on Saturday I would sell hams at sixteen cents a pound. The sale was a big success.

Although I run newspaper advertising regularly, I really believe our best medium to be the ten by fifteen-inch hand bills which we print on our own press and distribute every week, advertising our Saturday specials, but mentioning other bargains as well. Each store receives enough of these bills to cover its own particular territory, and they are passed from house to house.

My belief in the effectiveness of this form of advertising may be justified by

THE RED STORE NO. 9		Sept 12, 1916	
Cash Sales This Month	\$ 557.02		
Cash Sales Today	209.54		
PAID OUT		Total Cash Receipts TODAY	766.96
J.H. Beasley	5.00	THIS MONTH	2,578.5
Expenses	8.00		
Sec.	2.5		
		Total Paid Out Today	132.5
		Grand Total Paid Out	591.0
DEPOSITS		Balance	727.86
Deposited This Month	\$ 531.17	Deposited Today	126.82
		Total Deposits This Month	727.66
FIRMS		Min. First of Month	1,109.57
Man. St.	6.10	Min. Rec'd This Month	484.77
J.H. Beasley & Co.	5.53		
Sec.	3.00		
		Total Rec'd Today	151.3
		Total Min. Rec'd This Month including Today (AM)	501.90
		Grand Total Min.	1,611.47
Cash Sales This Month including Today			766.96
Min. to Employees This Month		Min. First of Month	1,109.57
J.H. Beasley	3.65		
Ed. King!	97		
		Total Min. Sales Today	4.62
		Total Min. to Employees This Month including Today	481.7
		Total Credits This Month (Subtract)	814.73
		Balance	796.74
			642.6
CASH EXPENSE		Expense First of Month	1,171.7
Dray Boy	6.00		
Cable Help	2.00		
Sec.	2.5		
			82.6
OTHER EXPENSE		Total Expense This Month	254.2
		Total Expense	896.9
TIME INDIVIDUAL SALES		Deposits	1,962.9
No. 1	156.25	Paid Out	732.5
No. 2	75.64	Profits	252
No. 3		Goods Returned	
No. 4			
No. 5			
No. 6			
No. 7			
No. 8			
Total	211.67	Net	211.86
		Net	211.70

a reference to the first day's business of a new store opened last year. We keyed this advertising carefully. Of the people who entered the new store on that day, 432 brought clippings or told where they had learned about our bargains. Of these, 425 referred to our advertisements in the daily papers.

We have a large mailing-list and occasionally send literature through the mails, but I can find nothing to beat the hand-delivered dodger. Our stores in the more remote suburbs, however, which enjoy a good country trade, mail the handbills to those who are too far away to be reached by messenger.

Practically the only selling arguments I use relate to prices. My newspaper advertisements and handbills are crammed with prices, and when you enter one of my stores, prices leap at you from all corners. Everything in sight is tagged. That is one of the factors that is helping most to build up my business. I drive home to people the fact that I am consistently and persistently trying to sell goods a little cheaper than anyone else.

MILK FOR TORONTO MAY ADVANCE 25 PER CENT.

There is an agitation on the part of the Milk Producers' Association to increase the price of milk to the Toronto retailer. Up to the present the contract price has been \$2 per can of 8 gallons. This contract has still some time to run, but on its expiration it is urged that the Milk Producers' Association must raise the price to \$2.50 per can. This is an increase of from about 6 cents a quart to 7¾ cents per quart. The reason given for this suggested change of price is the shortage of the fodder crop of this year, and the fact that there has been a decrease of 7,000 producing cows owing to the difficulty of supporting them during the winter.

CALIFORNIA A COMING DISTRICT IN THE NUT GROWING INDUSTRY

The California walnut is a new comer on the Canadian market. Last year was the first year when there was any appreciable sale of this commodity in Canada. The California walnut has been quite an item in the trade on the other side of the line for some years past. The average shipment of these nuts up to 1914 was 25,000,000 pounds per year. Last year there was a considerable increase over this amount, but this year again the crop was light. The gradual expansion of the growing area however has more than compensated for a lightness of crop, and it is safe to say that there was at least 25,000,000 lbs. produced this year. These nuts are packed in barrels of 120

pounds, bags of 100 pounds, or cases of 60 pound cartons. They are sold under four grades Jumbo's 1¼ inch, fancy budded 1 1-16, No. 1. 1 inch and No. 2 under one inch. The nut growing industry of California is still in its infancy but every year sees a very considerable increase in the number of growers interested in this product, and California will unquestionably have to be reckoned with in the nut markets of the world. Up to the present the comparatively light shipments have not been able to meet the demands of the trade.

CANADA'S OYSTER ASSETS

There are few countries that have more natural advantages for the culture of oysters than Canada. There are enormous areas suitable for this work, and the cool northern waters produce an oyster of unquestioned superiority. Yet the oyster beds of New Brunswick, Prince Edward Island, and Nova Scotia, have been allowed to become largely depleted, while we as a nation, celebrated for our fisheries, have been compelled to import nearly a half a million dollars' worth of oysters annually, mainly from Rhode Island and Delaware. Recently, however, public opinion has been aroused and energetic measures have been taken to remedy the fault. Over five thousand acres have been sown in Prince Edward Island alone, while similar measures have been taken in the other maritime provinces. Under these improved conditions, it should only be a few years till Canada instead of being a debtor for oysters should become one of the largest creditors.

CANNING INTERESTS IN LEGAL BATTLE OVER ALLEGED BREACH OF CONTRACT.

A writ has been issued at Osgoode Hall on behalf of the Canadian Cannery against the Port Burwell Canning and Evaporating Co., claiming damages to the extent of \$6,070 for breach of contract in the non delivery of tomatoes. According to the plaintiffs the Port Burwell factory was a member of the Canadian Cannery organization under a three year contract, which contract has still another year to run. The manager of the Port Burwell factory it is claimed took exception to the opening price of the Cannery, and notified the cannery that he considered his contract cancelled. A director of the cannery we are informed, went to explain the situation to him but in the meanwhile he had sold his output. The Canadian Cannery urge that this is a breach of contract and are suing not only for the actual loss occasioned by

the failure to deliver this year's stock, but the probable loss on the unexpired balance of the contract.

There is another action pending also in which the Canadian Cannery are the plaintiffs, this is against the Trent Valley and Frankfort Canning Companies. The amount in question in this instance is between \$70,000 and \$80,000. The contention of the Canadian Cannery is that they entered into an agreement with the defendant companies through their manager to purchase the entire output of the concerns for a period of three years. This agreement according to the plaintiffs was ratified, but they claim that the defendant companies through their manager otherwise disposed of their goods to the financial loss to the plaintiffs. They have therefore taken action to recover the probable profits of the deal in question.

A MISAPPREHENSION REGARDING MARASCHINO CHERRIES

A general impression has gone abroad that Maraschino cherries contain enough alcohol to render their sale an infringement of the law. This is, however, quite an erroneous impression. There are several firms in Canada who prepare these goods for market. In these, we are informed on the best authority, there is no alcohol at all. In the imported Maraschino cherries there used to be a considerable percentage of alcohol, but these conditions are a thing of the past. The Maraschino flavor is, of course, a flavored alcoholic solution itself. It is made from the Dalmatian cherry, with an almond taste that is derived from the cherry pit. The slight taste of alcohol present in this flavoring is so very slight that it can not be called an alcoholic extract. These cherries are still manufactured on the continent, in some instances with alcohol, but such goods when they contain alcohol in other than the minute quantity noted above are banned from Canada by the Customs Department regulations. The Maraschino cherry is, therefore, a perfectly legitimate article of trade, and can be sold in any quantity without infringing any statute.

McNichol & Brown, Shavnavon, Sask.—“The fall number was a very good paper indeed.”

Blue Bros. & Co., Eustes, Que.—“The fall number is so good that we will leave it to others to make suggestions, we can think of none.”

Crown Grocery Co., wholesale grocers, recently opened at North Battleford, Sask. This is a branch of the Nash organization.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Maritime Provinces

Mathews & Co., of New Waterford, Nova Scotia, grocers, have dissolved.

Ontario

Royal Coffee Co., Toronto, have sold out to J. A. Sisson.

R. E. Elsley, Bronte, is giving up his grocery business.

G. N. Timmins, Washago, is closing his grocery business.

J. M. Lord, Windsor, has sold his grocery store to Wm. Jeffs.

W. S. Morrison, general merchant, at Sprucedale, has sold out to E. Elliott.

Thos. Sandlos, of John Sandlos & Son, grocers, Hanover, is confined to his home through illness.

H. R. Fair, for many years manager for Brocklebank's, Limited, Arthur, is opening a grocery store.

The store of T. A. Rowat & Co., London, was entered by burglars on Saturday, December 2, but not much of value was taken.

Canadian Cannery, Ltd., Toronto, have entered action at Osgoode Hall against the Fort Burwell Canning and Evaporating Co., to recover \$6,070 damage for alleged breach of contract by reason of non-delivery of tomatoes.

One side of the building occupied by the Pure Food Products Company, was blown out about two feet from the ceiling, when some chemicals exploded at No. 2 McCaulay avenue, Toronto. Although the force of the explosion was great, no one was injured. The damage to the building is estimated at about \$75.

Western Provinces

S. M. Lee, Beausejour, Man., has discontinued.

Cudmore & Westcott, Halkirk, Alta., have dissolved.

Mrs. E. S. Stalcken, grocer, Canuck, Sask., has left there.

Zacharias Bros., Herbert, Sask., sold his store to D. Brownstone.

C. B. Booth, Winnipeg, Man., has sold his grocery store to M. McLean.

M. Goorevitch, Saskatoon, Sask., is discontinuing his grocery business.

Herman Lazarenco, Saskatoon, Sask., is discontinuing his grocery business.

J. S. A. Lapointe, Edmonton, Alta., has discontinued his grocery business.

J. R. Bohlea, Waldeck, Sask., has sold his groceries and meat business.

A. Sternberg, Stockholm, Sask., has been succeeded by Stockholm Supply Co.

Louis Levesque, Edmonton, Alta., suffered loss by fire to his grocery business.

Leonard & Flanagan, grocers, Medicine

Hat, have dissolved, Leonard continuing.

J. Ross, grocer, Winnipeg, suffered loss by fire. The loss was covered by insurance.

O. Uretsky & Co., Edmonton, Alta., has sold his grocery business to J. H. Ross.

Dederer Bros., Winnipeg, are opening a branch grocery and meat store at Prussia, Sask.

R. H. Irwin, Saskatoon, Sask., has been succeeded by Jones & Co., in his grocery business.

John Galt, of Blue Ribbon, Ltd., Winnipeg, has been elected president of the Winnipeg Canadian Club.

W. St. Germain & Co., Summercone, Sask., have been succeeded in their general store by O. Beaubien & Co.

W. G. Douglas, president of the Carnefac Stock Food Co., Winnipeg, Man., has sold his interest to McMillan Bros.

Edward Foran has opened a new store at the corner of Sargeant and Lipton streets, Winnipeg, carrying a full line of groceries and confectionery. Mr. Foran was formerly in business at 324 Notre Dame street, Winnipeg.

Lieut. H. W. Huxley, son of Joseph Huxley, manufacturers' agent, Winnipeg, who has been in the trenches for the last eighteen months, has been in an English hospital after being wounded for the third time, but is expected back at the front early next year.

Quebec

J. Alexandre Naud and J. Prudent Naud, grocers, Montreal, have registered.

D. N. McDougall of the staff of the Lake of The Woods Milling Co., Montreal, has gone on a fortnight's vacation.

W. Carmel has purchased the business of Francois Rivas fruit and vegetable merchant, Bon Secours Market, Montreal.

J. E. Hoekins of the D. Hatton Fish Co., has returned to business after a short rest and recreative holiday in the country.

J. L. Freeman of the staff of H. D. Marshall, Broker, visited Ottawa on business this week, and E. D. Marshall paid a business visit to Montreal.

W. H. Edgett, one of the prominent brokers of Vancouver, B.C. visited friends in the business circles of Montreal last week while making a tour of the Eastern markets.

A. Riopel, potato and vegetable merchant, has opened premises on the hill, (Jacques Cartier Place) Bon Secours

market, Montreal. This indicates growth of the market Northwards.

Major Hugh A. Green, Director of Fish Supplies to the Canadian forces, and a director of the Canadian Fisheries Association was in Montreal last week attending to business of his department.

Several leading fruit and vegetable merchants of Quebec City paid their final visit to Montreal markets just before close of navigation last week. Amongst them were J. Seymour of the Dominion Fruit Co., G. Beauchamp, G. B. Thibaudau, and A. Coulombe.

Lt.-Col. J. A. Gunn, (Head of the Firm of Gunn-Langlois Ltd. Provision Merchants, Montreal) who was appointed to a staff position after two year's active service in France is now Chief of the General Staff of the New Brighton Training Division, an important post.

The A. R. Whittall Can Company, Ltd., Montreal has taken over the business of A. R. Whittall. Messrs. A. R. Whittall, D. S. Whittall, and F. R. Whittall will continue ownership and management of the new company, and no new capital has been brought in to the business. The new firm came into being on December 1. Ed. Hunt, 128 Colony St., Winnipeg is appointed Western representative.

Importers of Canadian flour, in Montreal, are urging the authorities to extend the time for completion of the contracts before enforcing the new Board of Trade regulations limiting the percentage of white flour. They also ask for a representative of Canadian interests on the Government Advisory Committee, so that British millers may not be given an advantage over Canadian competitors.

Mr. Z. Hebert, of Hudon Hebert et Cie, one of the most enthusiastic moving spirits in the developing of the Bonne Entente between Quebec Province and Ontario, is named amongst the members of the newly appointed permanent executive. The Quebec delegates are shortly to visit Ontario, the probability being that Toronto will be visited in the early part of the week on January 7 and following dates, 1917. Following is the permanent executive of the Bonne Entente Committee of thirty-four members: Sir George Garneau, of Quebec, chairman; Mr. J. M. Godfrey, of Toronto, vice-chairman; Hon. L. P. Pelletier, Judge of the Court of Appeals, Quebec; Mr. Z. Hebert and Mr. Huntly Drummond, of Montreal; ex-Mayor Hebert, of Sherbrooke; Mr. S. R. Parsons, and A. E. Ames, of Toronto; Kirwin Martin, of

Hamilton, and Lieut.-Col. Mulloy, of Kingston.

Montreal fish trade circles note with satisfaction that fish day was observed with due regard to its importance in Prince Rupert, B.C. where a luncheon was held, and the address of the occasion was delivered by T. H. Johnson manager of the Canadian Fish and Cold Storage Co.

Peter Kearney, President of the firm of Kearney Bros., tea and coffee merchants, Montreal, who has been ill for a long time is making a wonderfully good recovery under new treatment recently advised. He has been able to visit his offices after prolonged absence, looks improved in health, and is so decidedly on the mend that it is fully expected that after a few more weeks he may be able to renew business acquaintances of twenty-five and more years' standing throughout Ontario and Quebec, in which provinces Mr. Kearney is one of the very best known tea merchants.

CANADIAN CANNERS INCREASE SCOPE OF BUSINESS

The Canadian Cannery are contemplating the widening of the scope of their activities. Up to the present the various members of the organization are bound only to dispose of their pack of vegetables through the Canadian Cannerys. It is proposed now to so widen the scope as to take all fruits packed as well. This plan has met with the approval of all the members of the company who have been approached up to the present, and there are only a few cannerys whose assent has not been gained. There is no likelihood, however, that there will be any difficulty in this regard, and the coming year will probably see the Canadian Cannerys handling the whole output of the factories that are members of their organization.

CARTAGE CHARGES

Secretary of Winnipeg Retail Merchants' Association Wants Matter Affecting Country Merchants Looked Into

At meetings of retail merchants wherever held, the question of cartage charges to merchants in the country has invariably arisen, but has never been satisfactorily settled. The following letter bearing on this subject written by the secretary of the Winnipeg Retail Merchants' Association to the general manager of the Canadian Credit Men's Trust Association will be read with interest by Western merchants generally:

Nov. 25, 1916.

Henry Detchon, Esq., General Manager, Canadian Credit Men's Trust Assn., City:

Re Cartage Charges.

Dear Sir,—Complying with your request, I will endeavor to present the claims of the retail merchants doing business outside of Winnipeg with respect to cartage charges which are now added to the bill of lading and paid by the merchant to the local freight agent when the charge for freight is paid. Wholesalers at present deliver all goods from their warehouses to the stores of retailers doing business in the Winnipeg district. The overhead thus incurred is provided for in fixing the price at which goods are sold. The same price is charged for these goods to the country merchant as is paid by the city merchant. Our claim is that all goods outgoing should be delivered to the freight sheds by the wholesaler. If this is not done, the country merchant is paying cartage charges from the warehouse to the cars and in addition is bearing a portion of the expense of delivery to the stores of city merchants.

At present the cartage company may call at a warehouse and receive a number of shipments billed out by a wholesaler. The larger percentage of these carry a minimum charge of 20c, while if they were despatched as a consolidated shipment from the wholesale house to any of the railway companies, a charge of three cents (3c) per hundred would be in order, and a great saving could be made. Apart from any consideration as to a saving and assuming that such were impossible, the goods sold to country merchants should be invoiced f.o.b. cars Winnipeg, and the expense of cartage taken care of by the wholesaler, this expense being treated the same as the delivery expense incurred by delivery in Winnipeg.

This is a question which has been a grievance with retailers throughout the country for many years and is one that should be handled by the wholesale trade without delay.

Yours truly,

J. H. Curle,
Secretary.

A WORLD TRADE LEADER

A man greatly missed by all in touch with the tea and rubber trade over a wide area of world trade in these articles, is the late Mr. Arthur Lampard, one of the directors of Harrisons & Crosfield, Ltd., Montreal. Since his sudden and quite unexpected death in London three weeks ago, his personality has been missed in countless commercial circles in which his wide experience, energy, and intimate knowledge of the trade had exercised invaluable influence. It is said of him that he built up the rubber industry in its recent rapid

advance. For ten years previous to his passing, he largely developed tea and rubber plantation companies in India, Ceylon and the East Indies.

NOTICE TO SHIPPERS OF PRODUCE.

The undersigned were appointed a committee by the Joint Committee of Commerce and Agriculture of the Manitoba R. M. A., to report on "Marketing Produce in Manitoba."

As members of this Committee we desire to protect shippers of produce against loss through dealers who practice any form of dishonesty. We, therefore, would recommend that shippers take the precaution of getting a report on consignees if in doubt as to their reliability before making shipment.

This Committee would be willing to furnish such reports. Communications can be addressed to any member as follows:

R. C. Henders, President of Grain Growers' Association.

R. McKenzie, Secy. Canadian Council of Agriculture.

J. H. Curle, Secy. of the Manitoba Board of the Retail Merchants' Association of Canada, Incorporated

OTTAWA GIVES CAUSE FOR HIGH BUTTER

At least one reason for the extremely high price of Canadian butter and cheese is contained in an announcement by the Trade and Commerce Department giving statistics of the registered imports of the United Kingdom for the months of August, 1915 and 1916. In the former month imports of butter were 1,420 cwt., and in the latter 23,150 cwt. The comparative figures for cheese were 188,928 and 265,250 cwt. Eggs increased from 72,748 to 82,710 great hundreds (a "great hundred" is 120.)

Said the Little Puddle Duck to the Little Red Hen, "I haven't sold an egg since I don't know when. Business for me is a losing game, but you seem prosperous just the same."

Said the Little Red Hen to the Little Puddle Duck, "Business isn't always a matter of luck. You work as hard and produce a line of eggs that are really as good as mine. Your merchandising methods you need to revise. If you want to be successful you must advertise. Don't wait for buyers to hunt for you, but tell your story, the way I do. When you produce an egg you just waddle away, but I spread the news all the rest of the day and that, I believe, is the reason men prefer my eggs," said the Little Red Hen.—Stolen.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE outstanding features in the grocery markets during the week have been the decline of 60c per barrel in flour and the easier feeling in the sugar market. Millfeeds on the other hand have advanced and are likely to continue firmer, due to the new regulation of the British Government that the flour purchased for the use of the troops must have a higher percentage of shorts and middlings. It is estimated this provision will add about 10 per cent. to the available flour supplies. But it will decrease the supplies of millfeeds by an equal amount.

Both live and dressed hogs have advanced again. Hogs now reaching the market are of better size and dealers do not have to sacrifice them in order to dispose of them. Butter held steady during the week, with decline in the consumption noted. Eggs are firm with very few strictly new-laid reaching the market. Dressed ducks, geese and turkeys are firmer and have advanced slightly. Honey is also firmer, due to large consumption. Cheese on the other hand is slightly easier, due to the arrival of winter cheese on the market. All dried fruits are holding steady. Teas are firm. Boxed cereals in certain instances have advanced in price. Other advances in these are anticipated. Business has been fairly good during the week, but the trouble with shortages and freight deliveries continues to be a perplexing one.

The canned goods situation is still unsettled, and some wholesalers are quoting prices on canned tomatoes at lower figures than the canner's quotations. There has been a noticeable falling-off in the demand for canned goods, due no doubt to the high prices asked. Fewer American lines have come in this week than in previous weeks. In dried fruits, the currant situation is the centre of attraction. The latest developments in Greece have upset all calculations of importers and in the present state of the market prices on currants are merely nominal.

QUEBEC MARKETS

MONTREAL, DECEMBER 5.—Indications seemed to point this week to the fact that the markets have about reached the top price levels, and that there might be a period of steadiness, if not an actual commencement of the downward trend. The whole impression, however, might be due merely to the conditions affecting wheat, the decline in flour having held until date of writing, and the market then being unsettled. With the outlook, however, still pointed in the direction of higher flour prices the general opinion as to other commodities might be erroneous, or brought about by merely passing conditions. Flour was easier; feeds were firmer. Provisions were unchanged. Eggs a little firmer, fowl a little firmer, butter and cheese unchanged. Canned goods are easier, sugar easier, cereals a little firmer. Barley and beans were reported scarce, but prices were unchanged.

Nuts are in firm condition of market, and Tarragona Almonds rose in price. Currants are merely nominally quoted now as supplies are so hard to get. Package teas are up from 4 to 5 cents per lb., and all teas are firmer. Molasses and syrups are very firm. Coffee is as quiet as ever, and while some shadings down are noted in fruit and vegetables, fish prices are rather firmer.

Canned Goods Are Slightly Easier

Montreal

CANNED GOODS.—After the excitement of the past few weeks, canned goods appear to have returned to safer and saner levels, but the mixed condition of market referred to last week still maintains rather vexingly to the wholesale trade and certainly so to the retail trade. Wholesalers are at present pricing canned tomatoes lower than the canners' quotations by quite a few

cents, the fact being freely admitted that there had been a distinct falling off in demand for canned goods when prices ran aloft to the levels of early quotations. At the lower quotations demand seems steady. Fewer American goods have been coming in of late according to report. Following prices represent the average market quotations apart from contract orders. Some favored 'open place' contractors for canned goods seem to have been able to get supplies cheaper, but not to any great extent.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—	
1 lb. talls, cases 4 doz., per doz.....	3 00
¾ flats, cases 8 doz., per doz.....	2 00
Chums, 1-lb. talls	1 20
Pinks, 1-lb. talls	1 45
Pinks, ½-lb. talls	1 00
Cohoes, 1-lb. talls	2 50
Red Springs, 1-lb. talls	2 00
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Canned Vegetables—	
Tomatoes, 2½s	2 15
Peas, standards	1 50
Corn, 2s. doz.	1 00
Red raspberries, 2s	2 65
Red cherries, 2s	2 45
Strawberries, 2s	2 50
Pumpkins, 2½s	1 70
	1 75

Sugar Finds Market Rather Weaker Now

Montreal

SUGAR.—Refined sugar dropped in price in New York, the Federal Refinery which had been ten cents higher than the rest of the market, coming right down in line with the other concerns in a drop of thirty cents for the market generally and forty cents for the Federal Refinery. Montreal prices which made the downward movement earlier remain stationary meantime, with sugar in a weaker market. Raw cubas are now quoted at 4½s, with 4¾ asked by the holders. Some wholesalers look for lower sugar prices in Montreal, but with a market vision that takes in more distant prospects some are inclined to think that there will come a short sharp rush up in sugar values just before the new crop gets well on the market. The new crop is a most promising one, and might go 600,000 tons better than last year's, but it is early to predict; Canada's 1916 wheat crop was immense in early months, yet there is a shortage of wheat to-day. At the lower prices local business in sugar is fairly brisk.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 80
Acadia Sugar Refinery, extra granulated	7 70
Yellow, No. 1	7 60

Special icing, barrels	8 15
Powdered, barrels	7 95
Paris lumps, barrels	8 40
Crystal Diamonds, barrels	8 40
Assorted tea cubes, boxes	8 40

In 50-lb. bags and 20-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; 15c per 100 lbs. in 10-lb. bags, and 30c per 100 lbs. in 5-lb. and 2-lb. cartons. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Hopes One Ship of Currants Sailed

Montreal
DRIED FRUITS.—It may safely be declared now that prices quoted for currants are merely nominal as far as many of the largest wholesalers are concerned. There will be very few currants indeed in the Christmas pudding. Importers knowing that spot stocks have been running short have made strenuous efforts to bring in another cargo or two, but what with one trouble after another, direct ships cancelled, cargoes get into holds and hauled out again, congestion at New York when indirect shipments were managed, and the fresh outbreak of really ugly trouble in Greece the currant business has gone beyond human aid from this side of the ocean, and dealers here look more to luck than to good judgment to help supplies along. There is a vague hope that a certain currant cargo for a large importer in Montreal got through and away to sea before the latest trouble broke, but this is merely a hope not a certainty. The market for other dried fruits is much as it was last week, no changes being reported.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 12	0 12
Apples, choice winter, 50-lb. boxes	0 12	0 12
Apricots	0 16	0 17
New	0 19	0 20
Slabs	0 14	0 15
Choice, 25's, faced, new crop	0 20	0 20
Nectarines, choice	0 11 1/2	0 11 1/2
Peaches, choice	0 10	0 12
Pears, choice	0 13 1/2	0 13 1/2

DRIED FRUITS.		
Candied Peels—		
Citron	0 27	
Lemon	0 24	
Orange	0 25	
Currants—		
Filiatras, fine, loose, new	0 18	0 20
Filiatras, packages, new	0 17	0 18
(In the present condition of market currant prices are considered merely nominal.)		
Dates—		
Dromedary, package stock, old, 1-lb. pkg.	0 10	0 10
Paris, choicest	0 12 1/2	0 12 1/2
Hallowee, 1-lb. pkgs.	0 10	0 10
Khadrawee	0 09	0 09 1/2
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11 1/2	0 11 1/2
1 lb. glove boxes, each	0 12	0 12
Cal. bricks, 10 oz.	0 09 1/2	0 09 1/2
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Cal. fancy, table, 10 lbs.	1 80	
Figs—		
Spanish (new), mats, per mat.	2 40	
Prunes, California New Crop—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13 1/2
40 to 50, in 25-lb. boxes, faced	0 12	0 13
50 to 70, in 25-lb. boxes, faced	0 11	0 12 1/2
70 to 80, in 25-lb. boxes, faced	0 10 1/2	0 11 1/2
90 to 100, in 25-lb. boxes, faced	0 10	0 11
Stains—		
Alalaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	
Muscatales, loose, 3-crown, lb.	0 10 1/2	0 10 1/2
Muscatales, 4-crown, lb.	0 09 1/2	0 09 1/2
Cal. seedless, 16 oz.	0 12 1/2	0 12 1/2
Fancy seeded, 16 oz. pkgs.	0 11 1/2	0 11 1/2
Choice seeded, 16 oz. pkgs.	0 10 1/2	0 11
Valencias, selected	0 11	0 11 1/2
Valencias, 4-crown layers	0 11 1/2	0 11 1/2

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

Molasses Short and in Firm Market

Montreal
MOLASSES AND SYRUPS.—There has been no change this week in the price of molasses after the increase of a couple of weeks ago, but the market is very firm, and further increases are looked for. It is certain that supplies in stock in previous years, while demand is by no means slackened. The shortage of molasses means a brisk business in all lines of corn syrups, and syrups are certainly going strong. Glucose too, is in very strong and active market. The supplies of genuine maple syrup on the market are likely to run very short as the months draw towards the season of the new crop, and the price is very firm.

		Prices for Island of Montreal.	
		Fancy.	Choice.
Barbadoes Molasses—			
Punchoons	0 65	0 60	
Barrels	0 68	0 63	
Half barrels	0 70	0 65	
For outside territories prices range about 3c lower.			
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrups—			
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25		
2 lb. tins, 2 doz. in case, case	3 25		
5 lb. tins, 1 doz. in case, case	3 65		
10 lb. tins, 1/2 doz. in case, case	3 55		
20 lb. tins, 1/4 doz. in case, case	3 50		
Barrels, about 700 lbs.	0 04 1/2		
Half barrels, about 350 lbs.	0 04 1/2		
Quarter barrels, about 175 lbs.	0 05		
2 gallon wooden pails, 25 lbs. each, per pail	1 70		
3 gallon wooden pails, 38 1/2 lbs. each, per pail	2 40		
5 gallon wooden pails, 65 lbs. each, per pail	3 70		
Lily White—			
2 lb. tins, 2 doz. in case, per case	3 75		
5 lb. tins, 1 doz. in case, per case	4 15		
10 lb. tins, 1/2 doz. in case, per case	4 05		
20 lb. tins, 1/4 doz. in case, per case	4 00		

Rice Being Bought Instead of Barley

Montreal
RICE AND TAPIOCA.—Because barley is so scarce rice has been in better demand. Rice is remarkably low priced as a foodstuff in Montreal at present. There are grades of rice on the market which can be bought as low as four cents a pound. Barley is a good deal more expensive than that. Rice was one of the substitutes for potatoes which the Montreal Housewife's League recommended in their campaign by 'boycott' against high prices for potatoes. Potatoes came down a shade, but there are opinions on the market that rice may go up. Cost of selling rice is on the increase, sacks for instance are 100 per cent. dearer, and this suggests an impending increase in price, but so far the idea only is mooted. Tapioca is in smaller supply, greater demand, and a firming market. The price in Montreal remains as last week however.

Rangoon rice, per 100 lbs.	4 30
"Texas" Carolina, per 100 lbs.	7 00
Real Carolina, per 100 lbs.	7 50
Patna (fancy)	7 50
Patna (good)	6 50
Tapioca, per lb.	0 09 1/2

Farmers Hold on to Their Beans

Montreal.
DRIED VEGETABLES.—Beans and barley continue to be the scarce items in the market for dried vegetables. Californian growers do not come readily to the rescue, in fact importers find it very difficult to do practical business with them at present owing to their tendency to back down suddenly from quoted prices on receipt of wires of acceptance. Apparently the growers are holding on to such stocks as they have for highest possible prices. Canadian farmers also seem inclined to keep firm hold of their beans, now that a few farmers have let go at considerable prices. Some farmers of course make it a rule not to sell their beans until March. Peas are more plentiful but firmly priced, and barley is decidedly scarce.

Beans—		
Canadian 3-lb. pickers, per bushel	7 20	
Canadian hand-picked	7 50	
Canadian 5-lb. pickers	6 60	
Yellow Eyes	6 20	
Lima, per lb.	0 08 1/2	0 09
Peas, white soup, per bushel	3 50	3 75
Peas, split, new crop, per bag 98 lbs.	7 50	
Barley (pot), per bag 98 lbs.	5 75	
Barley, pearl, per bag 98 lbs.	6 50	

Tarragona Almonds Increase in Price

Montreal
NUTS.—To Tarragona almonds this week belongs the distinction of being the only line to show a marked advance. Still an advance is expected in Sicily Almonds which are being quoted by the wholesale at prices only a quarter of a cent better than those demanded by the importer. The whole market for nuts is very firm, and higher prices may be expected on all imported lines from the European countries. Conditions of serious congestion continue at New York making delays in getting shipments through. There is no hint as yet of relief from California nut-growers, and the Manchurian variety of walnuts remain slow on the market as regards old shipments but with some word of new shipments expected.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 38	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18 1/2	0 19
Hickory nuts (large and small), per lb.	0 09	0 09
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	0 13	0 13
Pecans (new Jumbo), per lb.	0 21	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	0 18 1/2	0 19
Walnuts (Grenoble)	0 44	0 45
Walnuts (shelled)	0 44	0 45

Firmness in Tea May be Lasting

Montreal
TEA.—A large firm of packet tea merchants increased prices for their product by five cents a pound during the past week or so, and their action was held by the trade to be fully justified by the

general trend of the market which, as CANADIAN GROCER has pointed out, is of firmer tendency lately. Low grade teas especially went firmer and have still some firmness in front of them in market opinion, but all grades are firmer as well as lower grades. There has been a hint on the market that the next big sensation in tea may be a duty upon its importation, though this idea is not allowed to gain much weight amongst merchants who consider that the Canadian Government must inevitably go warily in taxation of foodstuffs, as has been the rule in the past. But the war has changed much that was "permanent" in the past, and there are tea merchants who would not be at all surprised to find a duty imposed upon tea imports to Canada. That the imposition of a duty on tea would not retard consumption of the commodity is the general opinion so far. Local wholesale demand has been good of late, jobbers buying to protect themselves against expected further firmness.

Pekoe Souchongs, per lb.	0 23	0 25
Pekoes, per lb.	0 25	0 28
Orange Pekoes	0 26	0 31

Coffee Cannot Get Out of Dull Days

Montreal—
COFFEE.—Demand for coffee in the lands coffee can reach is as good as ever, even better, but prices rule at the moderate levels of months past because the greatest consuming countries are within the iron circle of war over which coffee cannot pass. That higher prices would please merchants who are compelled to wrestle with the advance of all expenses connected with their business, is certain, and an advance in coffee prices would only bring coffee into line with all other commodities in these days. But the factors in the operation of the Law of Demand and Supply which produce changes in price are idle as regards coffee, or rather they are so restricted by the effects of the war that their operation is not noticeable to any extent. A change is due, however, and may come.

Coffee, Roasted—

Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 22	0 24
Java, lb.	0 33	0 35
Maracaibo, lb.	0 22	0 23
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 36
Rio, lb.	0 18½	0 21
Santos, Bourbon, lb.	0 23	0 24
Santos, lb.	0 22	0 23

Cocoa Keeps in Straight Market

Montreal
COCOA.—The market for cocoa and chocolate remains much as it was last week, with consumption increasing owing to the coming of cold weather, and prices unchanged. Owing to the increased prices of containers, the market regards canned cocoas with interest half-expecting that prices for cocoas in tins may yet increase, but there is no hint

given yet as to any prospect of this taking place. The main imported lines of cocoas are still in unchanged market, but the conditions as regards freights may operate to produce firmness in these lines, as also the line made in Canada through effect on importation of the raw material.

Cocoa—

1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

Pepper is Firmer; All Spices Firm

Montreal
SPICES.—In all respects the market for spices looks for advancing values. Prices are firming for almost all lines, and especially for herbs. There is almost certain to be news before long of shortages in many lines of spices, and corresponding price increases. Peppers have advanced by a cent and a half to two cents a pound. The primary markets are higher than New York, and it is still possible to obtain peppers from Montreal firms at prices that compare favorably with the markets of origin. But the tendency in peppers with all lines of spices is firmer. French marjoram (used for poultry dressing) has gone up considerably. Imported earwaxes are at simply nominal prices. Canadian earwaxes at 30c to 40c a pound. Mustard is in very firm market, and warnings are given in the New York market that the outlook in spices for the next ninety days is all to firmness, and after that too uncertain to predict.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 19	0 23
Cassia	0 25	0 27	0 37
Cayenne pepper	0 28	0 35	0 35
Cloves	0 30-0 32	0 40	0 39
Cream tartar—45 to 50c.			
Ginger, Cochín	0 25		0 31
Ginger, Jamaica	0 28	1 16	0 28
Mace	0 80		1 00
Nutmegs	0 45-0 45	0 45	0 80
Peppers, black	0 30	0 87-0 95	0 40
Peppers, white	0 37	1 17-1 22	0 39
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 18-0 22		
Turmeric	0 21-0 23		

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch		0 41
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Shredded coconut, in pails	0 21	0 23
Cinnamon, per lb., 35c.		
Pimento, whole		12-15

Advent Season Adds to Fish Business

Montreal
FISH.—The season of Advent is now well begun, and this means an extra Fast Day every week from now on to Christmas, which implies a double volume of business in sight as regards fish. This, coupled with the scarcity of a few lines will have a tendency to send prices up to a still higher level. Demand has been, and is, actually very good, and as supplies are limited, the trade is looking for higher prices, and as big a turnover as can be expected. The sensation of the week is the high price level attained

by green codfish, and Labrador herring, which have gone up to unheard of records. In the frozen fish line the situation is about the same, and is expected to be relieved somewhat when the cold weather strikes out on the lakes and helps production of dore, jacks, whitefish, and lake trout. The same would apply to the eastern coast for the production of tommy-cod, smelts, haddock, and codfish. In the shell and bulk oyster business trade is very active. Prices rule as last week.

SMOKED FISH	
Haddies	0 10 0 12
Haddies, fillet	0 12 0 13
Digby herring, per bundle of 5 boxes	1 00
Smoked boneless herring, 10-lb. box	1 40
SALTED AND PICKLED FISH	
Herring (Labrador), per lb.	8 50
Salmon (Labrador), per bbl.	15 00
Salmon (B. C. Red)	15 00
Sea Trout, red and pale per bbl.	15 00
Green Cod, No. 1, per bbl.	12 00
Mackerel, No. 1, per bbl.	21 00
Codfish (Skinless), (100-lb. box)	9 00
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10
Codfish, Shredded, 12 lb. box	1 30
SHRIMPS, LOBSTERS	
Lobsters, medium and large, lb.	0 40
Prawns, Imperial gal.	2 50
Shrimps, Imperial gal.	2 50
Scallops	3 00
FRESH SEA FISH	
Halibut	18 -20
Haddock, fancy, express, lb.	8
Mackerel (med.), each	20
Mackerel (large), each	25
Cod, steak, fancy, express, lb.	10
Salmon, Western	16 -18
Salmon, Gaspe	18 -20
FRESH LAKE FISH	
Pike, lb.	0 12
Perch	0 10
Whitefish, lb.	0 15
Lake trout	0 15
Eels, lb.	0 10
Dore	0 15
Smelts	0 15
OYSTERS—	
Selected, gal.	2 00
Ordinary, gal.	1 50
Malpeque oysters (choice) per bbl.	13 00
Malpeque Shell Oysters (ordinary), bbl.	10 00
Cape Cod shell oysters, per bbl.	12 00
Clams (med.) per bbl.	8 00

Potatoes Decline; Oranges Easier

Montreal
FRUIT, ETC.—As a result (it is claimed) of the Housewives' "boycott" potatoes are down a shade in price this week, the decline being about 10 cents per bag. The 80-pound bag of Green Mountain potatoes sells now at \$2 instead of \$2.10 last week, and in some markets could be had at \$1.90 instead of the \$2 figure asked in those quarters last week. Boston lettuce is down to \$1.75 for two dozen, instead of \$1.90. Cabbage is still quoted as last week, but is going up in market opinion to higher figures. Vegetables are all at about the same figures as ruled last week. In fruits, oranges are coming in more freely at 22c per doz., which is considered cheap, as the case of 144 is usually worth \$3 wholesale. Navels are down 25c per box to \$4.25; Jamaicas show a shading of 25c down. New Messina lemons are up 50 cents a box. Grapefruit are a shade easier at \$2.75 to \$3.25. Cranberries are at \$13 per barrel, and apples are quoted as last week, with a scarcity of Spies reported. Spies are at \$6 per barrel.

Oranges (Louisiana), per box	\$3 50
Oranges (Cal.)	5 50-6 00

Oranges (Jamaica)	3 00	.....
Lemons	4 00	5 25
California Tokay grapes	2 75	3 25
California Malagas	2 25	2 75
California Emperors, per keg (40 lbs.).....	7 00	.....
.....	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	.....
Fameuse, per bbl.	7 00	.....
Brussels Sprouts, per doz. bunches.....	1 00	.....
Brussels Sprouts (quarts)	0 15	.....
Caulower, per doz. bunches	3 00	.....
Celery (N.Y.), per crate	5 50	.....
Celery (California) crate	7 50	.....
Onions, red	2 50	.....

Onions, Spanish, per crate	5 75	.....
Potatoes, per bag (30 lbs.).....	2 10	2 15
Carrots, per bag	0 75	.....
Beets, per bag	1 00	.....
Pumpkins	0 75	.....
Lettuce, Head, doz.	0 75	.....
Lettuce, Curly, doz.	0 50	.....
Lettuce, Romaine, doz.	1 00	.....
Lettuce (Boston), per box of 2 doz.....	1 75	.....
Tomatoes, hothouse, lb.	0 25	.....
Horse Radish, per lb.	0 20	.....
Cabbage, doz.	0 75	.....
Cranberries (Cape Cod), barrel.....	10 00	11 00
Beans, U.S. wax, basket	4 00	.....
Beans, U.S. green, basket	3 50	.....
Leeks, per doz. bunches	1 50	2 00
Pumpkins, doz.	2 50	.....

ONTARIO MARKETS

TORONTO, Dec. 7.—Business has been fairly good in all grocery lines during the week. Shortages in many lines still continue, of course, and there is ever present the question of getting freight deliveries. Many lines are running low, and if deliveries are not better there may be a still further shortage. There was a steady tendency quite generally in the grocery market during the week. Upward advances have not been quite as numerous. Sugar is holding in a much easier market, and declines in the Canadian refined would not come as a surprise. Flour declined 60c per barrel during the week. There is considerable uncertainty as to what the future holds in this market. There is a shortage of ships to carry the grain to the Old Land in view of the fact that many of them have been diverted to the Australian and Argentine grain-carrying trade. It is felt quite generally that the British Government has a strong hand on the wheat and flour situation. Live hogs and dressed hogs were firmer during the week, and advances were recorded. Teas were also firm, although the prices did not advance locally. With the package tea men there has been quite an increase for the most part all along the line. Cheese is slightly easier in market, due to arrival of winter product. Dried fruits continue high and scarce.

Easier Market in Sugar During Week

Toronto
SUGAR.—There is a decidedly easier tone in the sugar market during the week. Demand is very light locally, and the trade generally is in a waiting mood, watching for developments. During the first of this week American refined declined 30c per hundred, and with a spread of \$1.41 still between raws and refined in American centres still further declines are looked for in that quarter. Some of the New York refiners are now down to \$7.20 per hundred. The trade is pursuing hand-to-mouth business methods. Two centrals have commenced grinding on the new crop in Cuba, which is an indication that grinding will be quite general on the new Cuban crop in the near future. There is considerable strength in the future op-

tion market for raw sugars in New York, sales of 100,000 tons for delivery in January to April to the American Sugar Refining Company having been recorded at 5.14c, freight and duty paid. Spot raw sugars are quoted at 5.64c at the present time in New York without finding any buyers at that figure. The Canadian market is in a much easier condition, and declines would not come as a surprise.

Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 88
Acadia Sugar Refinery, extra granulated	7 78
Yellow, No. 1	7 48
Special icing, barrels	8 25
Powdered, barrels	8 03
Paris lumps, barrels	8 50
Assorted tea cubes, boxes	8 50

In 50-lb. bags and 20-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; 15c per 100 lbs. in 10-lb. gunnies, and 30c per 100 lbs. in 5-lb. and 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.

Bigger Demand for Molasses in Cases

Toronto
MOLASSES.—There has been a better demand for molasses in tins during the past week, although molasses in bulk has not as yet had a heavy demand locally. For the balance of the year dealers look forward to a heavy demand for molasses; much of it will no doubt find its way into Christmas puddings and other cooking for the holiday season. Prices are held firmly. The demand for syrups of all kinds is good and prices have held steady in these.

Corn Syrups—	
Barrels, per lb.	0 04½
Cases, 3-lb. tins, 2 doz. in case.....	3 25
Cases, 5-lb. tins, 1 doz. in case.....	3 65
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cane Syrups—	
Barrels, lb., 5¼c; ¼ bbls.	0 06½
Cases, 2 lb. tins, 2 doz. in case	4 80
Molasses—	
Fancy Barbadoes, gal.	0 75
West India, gal.	0 40
New Orleans, gal.	0 43

Corn and Peas in Good Sale: Tomatoes Slow

Toronto
CANNED GOODS.—There has been a steadiness in the canned goods market during the week. Corn and peas have been selling well, but tomatoes have had a rather light demand. There is a feeling in certain quarters that conditions are shaping toward slightly easier prices in tomatoes. Declines have been regis-

tered in the United States in this commodity, and they would not be altogether a surprise if they were recorded in Canada also. People are not buying tomatoes for consumption in any considerable quantities. They feel that corn and peas are more solid and better food value. Further shipments of pink salmon are expected from the West Coast in the near future. The market for all canned salmon goods is firm.

1 lb. talls, cases 4 doz., per doz.....	3 00
¼ flats, cases 8 doz., per doz.....	2 00
Chums, 1-lb. talls	1 20
Pinks, 1-lb. talls	1 45
Pinks, ¼-lb. tins	1 45
Cohoos, 1-lb. talls	1 00
Red Springs, 1-lb. talls	2 50
.....	2 00
Canned Vegetables—	
Tomatoes, 2½s	2 25
Peas, standards	2 40
Corn, 2's, doz.	1 35
Red raspberries, 2s	1 50
Red cherries, 2s	1 60
Strawberries, 2s	2 65
Pumpkins, 2½s	2 45
.....	2 50
.....	1 70
.....	1 75

Oregon Prunes in Small Sizes Due to Arrive

Toronto
DRIED FRUITS.—Stocks in dried fruits are gradually dwindling to lower replenishment. All stocks of prunes in smaller sizes of 60-70's are about exhausted. Some Oregon prunes that are now on the way are expected to give some relief and supply the demand for the smaller sizes for a time at least. In the primary market, prunes are reported slightly easier. All other dried fruits have held steady during the week. Evaporated apples are in firm market, with good grades scarce. Australian currants are on the market, and are selling at 22c per pound.

Apples, evaporated, per lb.	0 10½	0 11½
Apricots, choice, 25's, faced	0 19	0 20
Candied Peels—		
Lemon	0 22	0 23
Orange	0 23	0 24
Citron	0 26	0 28
Currants—		
Filiatras, per lb.	0 22	
Patras, per lb.	0 23	
Vostizzas, choice	0 24	
Cleaned, ¼ cent more.		
Australians, lb.	0 22	
Dates—		
Packages, 3 doz. in case	3 60	3 90
Dromedary dates, 3 doz. in case.....	4 25	
Prunes—		
30-40s, per lb., 25's, faced	0 14½	
40-50s, per lb., 25's, faced	0 13½	
50-60s, per lb., 25's, faced	0 12½	
60-70s, per lb., 25's, faced	0 12	
Peaches—		
Choice, 50-lb. boxes	0 11	0 12
Std's., 50-lb. boxes	0 10½	0 11½
Fancy, 25 lbs., faced	0 13	0 14
Raisins—		
Valencia, Cal.	0 10½	
Seed'd, fancy 1-lb. packets	0 12	0 13
Seedless, 12-oz. packets	0 12	0 12½
Seedless, 16-oz. packets	0 15	0 16

Peppers Still Hold in Very Firm Market

Toronto
SPICES.—All spices continue in a firm market, and in particular peppers and ginger. There is a shortage of the ginger from Jamaica, with no apparent relief in sight in the near future. Black peppers have been in firm market, with an advance recorded over the lowest quotation of 3c per pound. In the New York market black peppers have advanced 2c per pound during the week.

There is a good demand for spices of all kinds. Dealers report in certain instances that the month of November was the best in the history of their business. They account for it by the fact that retailers are putting in their Christmas stocks.

	Per lb.
Allspice	0 18
Cassia	0 32
Cinnamon	0 60
Cayenne	0 35
Cloves	0 35
Ginger	0 30
Mace	0 90
Pastry	0 30
Pickling spice	0 22
Peppers, white	0 36
Pepper, black	0 29
Nutmegs, selects, whole	0 40
Mustard seed, whole	0 28
Celery seed, whole	0 40
Coriander, whole	0 15
Caraway seed, whole	0 45
Cream of Tartar—	
French, pure	0 48
American high test	0 51

All Package Teas Are Now Selling Higher

Toronto
TEAS.—All package tea concerns are now selling at an advance of approximately 5c per pound on all grades of teas. Advances in Salada and Lipton teas were recorded in CANADIAN GROCER last week, with the statement that Red Rose would in all probability advance also. Red Rose this week was advanced 5c per pound on the retail selling price, and the interests of the retail trade have been looked after in each instance where the advances have taken place. Minto Bros. teas have not advanced as yet, but an advance in these is anticipated in the near future. The tea market is very strong. Dealers are satisfied that there will be still higher prices. There is a shortage of ships carrying teas from Ceylon and India, and this is operating to make the arrivals in the London tea market short. There is a big demand for teas locally, and in certain cases there has been a firming in local prices. We quote:

	Per lb.
Pekoe Souchongs	0 25
Pekoes	0 28
Orange Pekoes	0 28
Broken Pekoes	0 30
Broken Orange Pekoes	0 32

These prices do not indicate the wide range in tea values. They are for good common grades, and meant to give some indication of price movements.

Coffee Demand Heavier Than in Other Years

Toronto
COFFEE.—The demand for coffee has held good during the week. Some wholesale houses report business in this commodity as better than they have ever experienced. Other houses note an improvement in the demand with the winter months. Prices are holding steady, with little change in the primary markets. The market is perhaps one of the most quiet in the grocery trade so far as changing prices go. There is not expected to be much change in price until some definite possibility of peace is in the offing.

Bogotas, lb.	0 25
Maraibo, lb.	0 27
Mexican, lb.	0 31
Mocha, lb.	0 33
Itio, lb.	0 20
Santos, Bourbon, lb.	0 25
Chicoory, lb.	0 13

High-Priced Nuts Not a Hindrance to Sales

Toronto
NUTS.—Importers assert that high prices for nuts do not seem to be any bar against selling. Retailers take them readily at whatever prices are named and in fairly large orders. Deliveries have been very slow, and nuts are consequently becoming scarce. Shelled Brazil nuts are scarce and high in price, selling for 65c per pound. Shelled Pecans are high in price, and even higher prices are looked for in certain quarters. There is a firmness in filberts, being now quoted at 18c per pound.

In the Shell—	
Almonds, Tarragonas, lb.	0 20
Walnuts, Marbois	0 16
Grenobles, lb.	0 18
Filberts, lb.	0 18
Pecans, lb.	0 17
Peanuts, lb.	0 11
Brazil nuts, lb.	0 18
Cocoanuts, per sack 100	7 00

Shelled—	
Almonds, lb.	0 42
Walnuts, lb.	0 45
Brazil nuts, lb.	0 65
Pecans, lb.	0 85

Big Demand for Rice Because of Cheapness

Toronto
RICE AND TAPIOCA.—There has been a big demand for rice, due in all probability to the realization of the comparative cheapness of the food. It is one of the few commodities that has not advanced materially in price. Prices have held steady during the week. There has also been a good demand for tapioca, with no better prospects of filling the requirements owing to the shortage of supplies in the primary markets. Locally the price of tapioca is firmer, and is now selling from 10c to 11c per pound, an advance of 1/2c.

Rangoon B, per 100 lbs.	4 50
Pakling rice, 100 lbs.	4 50
Texas Japans, 100 lbs.	6 00
Carolina rice, 100 lbs.	7 00
Java	6 50
Patna, fancy	6 00
Patna, good	5 00
Tapioca, per lb.	0 10

Ontario Beans Firm With Good Demand

Toronto
BEANS.—There has been a heavy demand for beans during the week, with Ontarios very firm and quoted as high as \$6.75 per bushel for 1-lb. to 2-lb. pickers. Rangoons are also firm, the ranging being from \$5.50 to \$5.90. Some cheaper Indian beans were in the market, but these were claimed by some to be oil stock and of hardly the same quality as the importations of the present season. Limas are also firm, being quoted up 1/2c.

Ontario, 1-lb. to 2-lb. pickers, bush.	6 50
Rangoon, per bushel	5 50
Japanese, per bushel	6 00
Limas, per pound	0 06

One Milling Concern Advances Package Oats

Toronto
PACKAGES.—One of the large milling concerns advanced their product 50c per case to take effect the first of the present month. Purity oats is the brand in question. It is expected other milling concerns will follow upward about the first of the year. The increased cost is stated to be necessitated through the big advance in the cost of pulpboard to make the boxes, together with the cost of dyes for printing. There has been a heavy demand for certain kinds of package cereals.

Cornflakes, per case	2 50
Rolled oats, round, case	4 00
Rolled oats, square case	4 25
Shredded wheat, case	3 60
Cornstarch, No. 1, pound cartons	0 08 1/2
No. 2, pound cartons	0 07 1/2
Starch, 5-lb. packages, per lb.	0 07
In 1-lb. cartons	0 08 1/2

Supplies of Fresh Fish Drawing to End

Toronto
FISH AND OYSTERS.—The season for the fresh lake fish is drawing to a close. Bad weather and storms are operating to keep the fishermen from delivering. In the smoked fish the Ciscoes are firmer in price by 1c per pound. They are coming in better quantity and the demand for them has been good, but the materials entering the manufacture of the boxes has operated to send prices upward. Smelts are now coming to the market in fairly good quantity, and for the No. 1's are selling at 12c per pound, and No. 2's at 7c per pound. Frozen mackerel is reaching the market, and is quoted at 10c per pound. In the pickled and dried fish, Labrador herring are arriving freely, and are quoted at \$3.75 per keg and \$7.25 per barrel. Salt mackerel are quoted at \$2.25 per kit or small barrel. Winkles, a species of shellfish, are reaching the market, and are quoted at \$1.75 per bag. Codling is now off the market. The demand for fish has been good, running more to the smoked and dried varieties.

SMOKED FISH.	
Ciscoes, per lb.	0 13
Haddies, per lb., new cured	0 11
Haddies, fillets, per lb.	0 12
Digby herring, bundle of five boxes	1 00
Smoked boneless herring, 10-lb. box	1 50

PICKLED AND DRIED FISH.	
Labrador herring, keg	3 75
Labrador herring, barrel	7 25
Salt mackerel, kits	2 25

FRESH SEA FISH.	
Crabs, per dozen	2 80
Halibut, frozen	0 15
Coboe salmon (red), frozen	0 14
Qualla salmon (pink), frozen	0 09
Haddock, fancy, express, lb.	0 08
Steak cod, fancy, express, lb.	0 10
Floonders, Maritimes	0 09
New York	0 16
Mackerel, frozen, lb.	0 10

FRESH LAKE FISH.	
Pike, lb.	0 08
Whitefish, lb.	0 12
Herrings, lb.	0 06
Lake trout	0 10
Smelts, No. 1, lb.	0 12
Smelts, No. 2, lb.	0 07

Oysters—	
Standards, gal.	1 85
Selects, gal.	2 40
Shell, per barrel	6 50

Shrimps—	
Wine gallon cans	1 40
No. 2	2 70
No. 3	5 20
Winkles, per bag	1 75

Porto Rican Grapefruit and Mexican Oranges In

Toronto

FRUIT.—Porto Rican grapefruit arrived in the market during the week, and are selling at \$3.50 per case. Mexican oranges are among the new arrivals and are quoted at \$2.75 per case. California navel oranges are easier in price by 25c per case, now being quoted from \$3.75 to \$4.50 per case. Some of the Californias have been touched with frost this year. Late Valencia oranges are also down in price 25c per box, now being quoted at \$4 to \$4.50. In the apple line, some Ontario Spys were quoted as high as \$7 per barrel for No. 1's, with No. 2 Spys going at \$5.50. No. 1 Nova Scotia Kings were in the market at \$5.50 per barrel. No. 3 apples in the winter varieties sold for \$4. There was a firmness in box apples, these being quoted up 25c per box. Fruit has been reaching the market in fairly good quantities.

Apples—		
Barrel	4 00	5 50
Spys, No. 1		7 00
Spys, No. 2		5 50
Boxes, American	2 25	2 75
Boxes, B.C.	2 25	2 50
Bananas, bunch	2 25	3 00
Cranberries, bbl.	9 00	11 00
Boxes, 28-qt.	3 50	4 00
Oranges—		
Jamaicas, box	3 00	3 50
Oranges, late Valencias, case	4 00	4 50
Floridas, case	3 25	3 50
Cal. Navels	3 75	4 50
Mexican, case		2 75
Grapes—		
Cal. case	2 50	3 00
Tokays, case	2 50	2 75
California Red Emperor, 33-lb. drums		5 00
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	4 00	4 50
Grapefruit, Jamaica, case		3 00
Grapefruit, Cuban, case	3 00	3 50
Porto Rican, case		3 50
Lemons, Cal., case		5 00
Messinas, case	4 00	4 50
Pears—		
California, case		4 00
Pomegranates, case		4 50
Pineapples, Porto Rican	4 50	5 00

California Cauliflower in; Potatoes Slightly Easier

Toronto

VEGETABLES.—California cauliflower in pony crates, comprising twelve heads to a box, arrived in the market during the week. They are quoted at \$2 per crate. Potatoes are slightly easier in price, the bulk of the quotations being \$2.25 for New Brunswicks. Ontario potatoes where they are to be had are quoted at \$2.15 per bag, while the British Columbia potatoes are selling at \$2.10. New Jersey sweet potatoes are firmer in price, being quoted at \$2 per hamper. Cabbage by the barrel are also firmer, the prices ranging from \$2.25 to \$3.25 per barrel. Red cabbage is also quoted at \$3.25 per barrel. By the crate cabbage is selling at \$3.75, containing 40 heads. A new vegetable, known as Finochio, which comes from the Mediterranean district, arrived in the market. It has somewhat the appearance of celery, with leaves that branch some-

thing similar to a fern. It was quoted at 75c per dozen. Vegetables have been arriving in fair supply.

Artichokes, Cal. French, doz.	1 25
Beans, green string, hamper	5 50
Beets, bag	1 35
Brussel sprouts, imported	0 20
Cabbage, barrel	2 50
Cauliflower, Cal., 12 in box	2 00
Red, barrel	3 25
Per pound	0 02½
Carrots, bag	1 25
Basket, 11-qt.	0 35
Celery, Canadian, dozen	0 25
Case	4 50

Eggplant, each	0 25	0 30
Mushrooms, 6-qt.	2 25	2 50
Onions—		
Spanish, crate 120 lbs.	4 75	5 00
Spanish, small crates	1 65	1 75
American, 100-lb. sack	3 75	4 00
B.C. onions, 100-lb. sack	3 50	3 75
Potatoes—		
New Brunswick, Delawares, 90-lb. sacks	2 25	
Sweet, New Jersey, hamper	2 00	
Ontario, 90-lb. bags	2 15	
B.C., 90-lb.	2 10	
Parsnips, bag	1 50	
Watercress, 11-qt.	0 25	0 30
Parsley, 11-qt.	0 25	0 50
Turnips, 11-qt. basket	0 25	0 25
Yellow, bag	0 70	0 75

MANITOBA MARKETS

WINNIPEG, December 6.—Generally speaking, there is no scarcity of Christmas lines. There are one or two things like Christmas stockings, which will be very hard to get. Another house reported they were sold out of stockings this week. Christmas buying by the retailer did not start as early this year, and last weekend there was every indication that dealers were exercising more care than they did a year ago. Perhaps this is more particularly the case in Manitoba where the crop has not been so good. It would be wrong to blame the short crop, because farmers are getting such high prices; at the same time, a large percentage of the crop has not yet been marketed. Jobbers expect to see the good effect of the high wheat prices around February. In Northern Manitoba where there has been a good crop, they are only threshing now, and it usually takes two months for farmers to get their money.

Considerable interest is being taken by jobbers and brokers in the high cost of living investigation which is being held by the city of Winnipeg, and everybody is wondering who will be called to give evidence. Most of the trade consider it a foolish thing, and express the belief that the cost of such an investigation might better be spent in relief work.

Among price changes are the following: Imperial table syrup ¼ gallon now \$8.15 case. Lever's castile soap is up to 7.50 per case. It might be observed here that all soaps are firm, and further advances would not be surprising. Brooms have advanced 25-30 per cent. within the last six months. Finnan haddie has come on the market at 9c per lb. Mince meat is quoted 10c lb. in 25 lb. pails. California sultanas are to-day 14c per lb. in 50 lb. boxes. Evaporated apples, choice 50's, 10½c lb.

Country Merchants in Market for Sugar

Winnipeg

SUGAR.—The trade talk as if they fully expect sugar to start on the

downward track now. Quotations here declined ten cents the middle of last week, and New York raws continued weak; but last week end New York refined had not declined. This makes sugar in the West on a basis of 8.40. A broker spoke of the sugar market as follows: "It's somewhat like the wheat market; if a man guesses right, he's lucky, and he makes money." While everything points to a lower market, there is a possibility of anything happening. A wholesaler here thinks that the least mention of peace talk would bring the market right down. It is rather surprising to find that a number of country merchants are in the market, but are only buying hand to mouth. It was thought that stocks in country stores were unusually heavy.

Sugar, Eastern—	Per cwt. in sacks.
Standard granulated	8 40
Extra ground or icing, boxes	9 25
Extra ground or icing, bbls.	8 95
Powdered, boxes	9 05
Powdered, bbls.	8 85
Hard lump (109-lb. case)	9 35
Montreal yellow, bags	8 60
Sugar, Western Ontario—	
Sacks, per 100 lbs.	8 45
Halves, 20 lbs., per cwt.	8 55
Bales, 20 lbs., per cwt.	8 55
Powdered, 50s	9 10
Powdered, 25s	9 35
Icing, barrels	9 10
Icing, 50s	9 30
Cut loaf, barrels	9 40
Cut loaf, 50s	9 60
Cut loaf, 25s	9 65
Sugar, British Columbia—	
Extra granulated sugar	8 40
Bar sugar, bbls.	8 85
Bar sugar, boxes, 50s	9 05
Icing sugar, bbls.	8 95
Icing sugar, boxes 50s	9 25
H. P. lumps, 100-lb. cases	9 35
H. P. lumps, 5-lb. boxes	9 60
Yellow, in bags	8 60

SYRUPS.—There is no change in anything. There is a tendency for corn to be weaker this week.

B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 80
5-lb. tins, 1 doz. to case, per case	4 45
10-lb. tins, ½ doz. to case, per case	4 15
20-lb. tins, 3 tins to case, per case	4 05
(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes, ¼ bbls., per gal.	0 61
New Orleans, ½ bbls., gal.	0 42

Dates 3 Cents Above Last Year

Winnipeg DRIED FRUITS.—While some jobbers are handling Australian currants, there are some who are offering Greek currants to the trade, and at the fol-

lowing prices:—Amalias, Greek, wet cleaned 18-18½¢; ditto, 12 oz. packages, 16c per pkg. New dates are expected here in a few days, these being Hallowees and Fards; prices are about three cents higher than they were last year. A local house offers California sultanas at 14c in 50 lb. boxes, and quotes peel as follows:—cut peel 1's, \$2.85 per doz.; orange and lemon 12 lb. boxes 17½¢ lb.; citron ditto 24 ½¢. Retailers know by this time that high prices are ruling in the market for evaporated apples. Jobbers state that they cannot buy choice 50's for less than 10½¢ to 10¾¢, yet they are offering this years goods at those prices to the retail trade.

Dried Fruits—	
Apples, evaporated, 50-lb. boxes, lb.	0 10½
Pears, choice, 25's	0 11½
Apricots—	
Choice, 25's	0 18%
Choice, 10's	0 19%
Peaches—	
Choice, 25-lb. boxes	0 08%
Choice, 10-lb. boxes	0 09%
Currants—	
Fresh cleaned, Australian, lb.	0 18%
Amalias, Greek, wet cleaned	0 18%
Dates—	
Hallowee, loose, per lb.	0 09
Hallowee, 12-oz. pkgs.	0 09
Raisins, California—	
16 oz. fancy, seeded	0 11½
16 oz. choice, seeded	0 11
12 oz. fancy, seeded	0 09½
12 oz. choice, seeded	0 08%
Raisins, Muscatels—	
3 crown, loose, 25's	0 09%
3 crown, loose, 50's	0 09
Raisins, Cal. Valencias—	
3 crown, loose, 25's	0 09
3 crown, loose, 50's	0 08%
Prunes—	
90 to 100, 25's	0 07%
40 to 50, 25's	0 10%
Peels—	
Orange, lb.	0 20%
Lemon, lb.	0 19%
Citron, lb.	0 24

Beans are to be High in Price

Winnipeg
DRIED VEGETABLES.—It is pretty certain now that the price of beans is going to be very high indeed this year, and the statement made last week that jobbers are paying the same as the retailer is no exaggeration. In fact, the market is in such shape that shippers are not inclined to quote on futures. The following prices are being asked by one Winnipeg house:—Manchurian, \$4.65; fancy Japanese, white, \$5.30. Like beans, all other cereals are advancing. The following is a typical quotation on barley: Pot, 98's, \$4.50; pearl, 98's, \$6.60. There has been an upward movement in split peas, and \$6.60 for 98-lb. sacks is asked by one house and \$4 for whole peas. The latter were formerly \$3.25, indicating how cereals are advancing. Jobbers state that split peas cannot be bought for less than \$6.25, 98's to-day, whereas it isn't long since they sold to the retail trade for less than five dollars.

Beans—	
Japanese, white beans, bushel	4 75 5 30
Manchurian, bushel	4 25 4 60
California Lima Beans—	
80-lb. sacks	0 07½ 0 08%
Barley—	
Pot, per sack, 98 lbs.	4 40 4 50
Pearl, per sack, 98 lbs.	6 00 6 60
Peas—	
Split peas, stk., 98 lbs.	6 00 6 60
Whole peas, bushel	4 00

Jobbers Paying Higher Prices for Tapioca

Winnipeg
RICE AND TAPIOCA.—While the retailer is enjoying the benefit of low-priced stocks of tapioca and sago which the jobber bought some months ago, the jobber is having to pay very high prices for future stocks: The retailer can buy pearl tapioca to-day at 8¼¢, while the jobber is being asked 8½¢. Sago is costing the retailer around 7c, and it is costing that in the primary market. There are no changes to speak of in the rice situation.

Rice and Tapioca—	
No. 1 Japan, per lb., 100-lb. bags	0 04½
Siam, per lb., 100-lb. bags	0 04
Patna, per lb., 100-lb. bag	0 07½
Carolina, per lb., 100-lb. sacks	0 08%
Sago, pearl, sacks, per lb.	0 06%
Tapioca, pearl	0 08 0 09

TEA.—Brokers continue to report receipt of cables from India and Ceylon, indicating that the market is still very high.

Canned Goods Still at High Level

CANNED GOODS.—Prices seem to have been decided upon, and, while they opened very high, it is hardly likely that retailers will be asked higher prices than those announced two weeks ago; in fact, there is a tendency, since American goods began to arrive on this market, to lower prices on vegetables somewhat. The following low quotations are being made by one house here: Tomatoes, 2½'s, \$4.10; corn, \$3.15; standard new peas, \$2.55; American ripe peas, \$2.05. At the same time, all jobbers have new pack goods on their hands, for which high prices have been paid, and there is not the same tendency to give them away. Canned salmon continues exceedingly high, and the primary market is cleaned up.

Lemons Decline; Oranges in Demand

Winnipeg
FRUITS AND VEGETABLES.—Oranges will be big sellers during the next few weeks. The following prices are quoted:—Navels, case, \$5.50; Japanese, 65c per box; Floridas, \$4.50 per case; lemons are down to \$5.50 per case, which is a considerable drop. Dealers here, however, do not look for a further decline until after the first of the year. No. 1 apples are selling as follows:—Greenings, \$5.50; Spies, \$7.50; Baldwins, \$6.50. Ontario Kings cost \$7, and Nova Scotia Kings about \$4.75. Grapefruit is down to \$5 per case. The market on all California vegetables is firmer. Celery is bringing \$1.25 per doz., or \$7 per case; cauliflower, \$2.25 per doz.

Manitoba potatoes, 10-bushel lots	0 90
Manitoba potatoes, carlots, bush., f.o.b.	0 85
Winnipeg	
Celery, Cal., doz.	1 25
Carrots, bushel	0 75
Turnips, bushel	0 60
Onions, per cwt.	3 50

Cabbage, per cwt.	2 00
Cauliflower, Cal., per doz.	2 25
Head lettuce, Cal., doz.	1 25
Imported mushrooms	0 90
Sweet potatoes, bbl.	5 00 5 50
Fruits—	
Oranges, Navels, case	5 50
Oranges, Japanese, box	0 65
Oranges, Florida, case	4 50
Lemons	5 50
Grape fruit	5 50
Emperor grapes, kegs	5 50
Malaga grapes, kegs	7 00 10 50
Ontario Greenings	5 50
Ontario Spies	7 00 7 50
Ontario Baldwins	6 00 6 50
N.S. Kings	4 75
B.C. box apples	1 65 2 99
Cranberries, bbls.	11 00
Melons, Casaba, doz.	2 50

All Lines of Fish Are Scarce

Winnipeg
FISH AND POULTRY.—Frozen Atlantic fish should be here about the middle of the month, and from all appearances it will be high, on account of scarcity. At present all fish lines are scarce. Dressed chicken varies in price from 22c to 25c; fowl, 20c. There will not be many turkeys for the Christmas trade, and what there are will be high, probably around 35c.

Oysters, Imperial gallon	3 00
Whitefish	0 09½
Salmon, frozen	0 15
Halibut, fresh	0 16
Halibut, frozen	0 14
Lake trout	0 13
Cod, frozen	0 10
Smoked goldeyes	0 65
Kippers, boxes	2 60
Bloaters, boxes	2 60
Mackerel, 10-lb. kits	3 50
Poultry, Dressed—	
Good fat chickens	0 22 0 25
Good fat hens	0 20
Turkeys	0 30 0 33
Ducks	0 24
Geese	0 22

SERVICE DEPARTMENT

Editor Canadian Grocer. — Can you give me the address of the agents for Wesson Snowdrift Oil?

J. G. _____
 Kingston, Ont.

Editorial Note.—The Bowes Co., Front street east, are the Canadian agents for this line.

The MacLean Pub. Co.,

Dear Sirs:—Will you please inform us what firm in Canada sells or makes paper binders or presses and also what is the nearest market to the Maritime Provinces where one can sell waste paper.

Turnbull & Co., Digby, N. S.

Editor's Note:—The desired information has been sent.

Editor Canadian Grocer.

Will you kindly put me in touch with a reliable Toronto firm of potato buyers (car lots)? As the season is now on, ask them to wire offer on "Green Mountains" bulk, f.o.b. here. Thanking you.

Yours truly,
 Hillsboro, N.B. W. H. DUFFY.
 This service was rendered.—Editor.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Dec. 6.—Flour is quoted at \$10.30 for first patents and \$9.60 for local flour. Sugar is quoted at \$3.95. Butter has advanced to 45c for creamery. Canned peas are quoted at \$3.50. Apples are \$1.85 case. Norwegian sardines are \$18.50 case of one hundred quarters to a case. California raisins will arrive in two weeks' time. Dates are 12c per package, a higher price than prevailed last year.

EDMONTON:

Beans, small white, Japan, lb.	0 08	0 10
Flour, No. 1 patents, 98s, barrel	10 30	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s, basis	3 70	
Rice, Siam, lb.	0 04 1/2	
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	8 95	
Cheese, No. 1, Ontario, large	0 28	
Butter, creamery, lb.	0 45	
Lard, pure, 3s, per case	12 30	
Bacon, smoked backs, lb.	0 28	
Bacon, smoked sides, lb.	0 28 1/2	
Eggs, No. 1	0 45	
Eggs, storage, case	11 50	
Tomatoes, 3s, standard case	4 80	
Corn, 2s, standard case	3 20	
Peas, 2s, standard case	3 50	
Apples, gala, Ontario, case	1 85	
Strawberries, 2s, Ontario, case	5 00	
Raspberries, 2s, Ontario, case	5 00	
Peaches, 2s, Ontario, case	4 10	
Salmon, finest sockeye, tall, case	10 50	
Salmon, pink, tall, case	5 00	

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta. Dec. 6.—Flour has dropped to five dollars sack. Pure lard has gone up half cent to twelve ninety. Compound has advanced one cent. A shipment of Australian currants has arrived and are quoted at seventeen and a half cents pound. An advance on jams is expected soon. California figs have taken a big jump and scarcity may be noticed before Christmas. Canned finnan haddie seems to be scarce and is quoted at six to six seventy five case. Dominion herrings in tomato sauce are offered at five sixty case. Ontario cheese is firm. Gallon tomato ketchup is now up to five fifty case.

CALGARY:

Beans, small white Japan, lb.	0 08 1/2	0 10
Flour, No. 1 patents, 98s	5 60	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s	3 55	
Rice, Siam, cwt.	4 75	
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	8 95	
Cheese, No. 1 Ontario, large	0 28 1/2	
Butter, creamery, lb.	0 44	
Lard, pure, 3s, per case	12 30	
Bacon, smoked backs, lb.	0 28	
Bacon, smoked sides, lb.	0 28	
Eggs, new-laid, doz.	0 45	

Eggs, storage, case	11 50	12 00
Tomatoes, 2 1/2s, standard case	4 50	4 75
Corn, 3s, standard case	3 90	
Peas, 2s, standard case	2 95	
Apples, gala, Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 25	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 25	
Salmon, finest sockeye, tall, case	12 00	
Salmon, pink, tall, case	5 00	5 50

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Dec. 6.—The most important change on the local market is a decline of 60c per barrel in flour; a drop of 30c took place the middle of last week, followed by a further drop of 30c over the week-end. The wholesale price at Regina now stands at \$10.10 for No. 1 patents, 98's. Decline is owing to slump in wheat prices. Lard has jumped \$1 for 3's, pure, the quotation now being at \$13. Coteline is up 1/2c, and fairy soap and gold dust have each advanced 25c per case. Benson and Hedge's cigarettes are up 25c per thousand, and a general advance in all lines of cigarettes is predicted. Prices on poultry are given as follows:—Turkeys, 27c; chicken, 24 1/2c and 25 1/2c; and ducks, 16c.

REGINA:

Beans, small white Japan, bush.	5 10	
Flour, No. 1 patents, 98s, per bbl.	10 10	
Molasses, extra fancy, gal.	0 71	
Rolled oats, basis	3 95	
Rice, Siam, cwt.	4 35	
Sago and tapioca, lb.	0 09 1/2	
Sugar, pure cane, granulated, cwt.	8 74	
Cheese, No. 1, Ontario, large	0 28	
Butter, creamery, lb.	0 46	
Lard, pure, 3s, per case	13 00	
Bacon, smoked backs, lb.	0 28	
Bacon, smoked sides, lb.	0 30	
Eggs, new-laid	0 47	
Eggs, storage, No. 2	0 40	
Tomatoes, 3s, standard, case	4 35	
Corn, 2s, standard, case	2 88	
Peas, 2s, standard, case	4 35	
Apples, gala, Ontario	2 10	
Strawberries, 2s, Ontario, case	5 00	
Raspberries, 2s, Ontario, case	5 96	
Peaches, 2s, Ontario, case	3 95	
Salmon, finest sockeye, tall, case	12 00	
Salmon, pink, tall, case	6 25	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 6.—Three successive drops of thirty cents each during week in the price of flour bringing Manitoba to \$10.60 and Ontario to \$9.65 proved most interesting feature of market. The result has been almost a complete cessation of sales while buyers await bottom prices. Several other lines also show welcome reductions.

In spite of generally higher prices the volume of trade in Christmas goods has been up to normal and merchants

are generally well satisfied with outlook.

Canned goods have remained firm at prices established at shade less than United States prices plus duty.

No new Western beans are in the market yet but some are said to be en route, meanwhile Rangoon beans are giving good satisfaction in market being better quality than previous importations from other parts of India. Arrivals of first shipments new crops have effected reduction in fruit prices, lemons being quoted at \$5 for messina and \$5.50 for California while new crop California naval oranges are offering at \$4 to \$5.50. Potatoes also show falling off in local market due largely to heavy arrivals from Prince Edward Island. Currant quotation, \$3.50. Candied peels, orange and lemon are easier at 21 and 22 cents. Evaporated apples are higher 11 3/4 to 12c. Rolled oats are off a quarter and are now quoted \$8.25 barrel. Cheese is higher now at 25c. Dairy butter shows a sharp advance with present range from 40 to 45c. Pure lard is firmer at 22 1/4 to 22 1/2c; compound 18 to 18 1/4c.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Manitoba	10 60	
Ontario	9 65	
Cornmeal, gran., bbls.	7 50	
Cornmeal, ordinary	2 50	
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 62	
Rolled oats, bbl.	8 25	
Beans, white, bush.	7 00	
Beans, yellow-eyed	7 00	
Rice, Siam, cwt.	5 00	5 25
Sago and Tapioca, lb.	0 10	0 11
Sugar—		
Standard granulated, cwt.	7 95	8 00
United Empire	7 85	7 90
Bright yellow	7 75	7 80
No. 1 yellow	7 55	7 60
Paris lumps	9 25	9 50
Cheese, N.B., twins	0 25	0 25
Butter, dairy, per lb.	0 40	0 45
Lard, pure, lb.	0 22 1/2	0 22 1/2
Lard, compound	0 18	0 18 1/2
Beef, corner, ls	3 00	3 50
Pork, American clear, per bbl.	40 00	40 50
Bacon, breakfast	0 27	0 29
Bacon, roll	0 23	0 26
Eggs, new-laid	0 40	0 50
Eggs, storage	0 40	0 42
Tomatoes, 3s, standard case	4 70	
Corn, 2s, standard case	3 60	
Peas, 2s, standard case	2 60	
Apples, gala, N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	5 00	
Raspberries, 2s, Ontario, case	5 60	
Peaches, 2s, Ontario, case	4 60	
Salmon, red spring, tall, case	10 00	10 50
Salmon, pink, tall, case	6 00	6 75
Salmon, Cohoes, case	9 00	
Salmon, Chume	4 50	4 75
Sardines, domestic, case	4 60	
Cream tartar	0 42	0 45
Currants, lb.	0 21	
Raisins, choice, lb.	0 11 1/2	
Raisins, fancy, lb.	0 12	
Raisins, seedless, lb.	0 15	
Prunes, 90-100, lb.	0 20	0 20
Candied peel, orange and lemon	0 21	0 25
Evaporated apples, lb.	0 11 1/2	0 12
Evaporated apricots, lb.	0 21	
Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 00
Lemons, Messina, box	6 00	6 50
Lemons, Cal, box	7 50	8 00
Oranges, Cal, box	5 00	6 50
Grapes, Malaga, keg	7 00	8 00
Grapefruit, each	0 05	0 05 1/2
Potatoes, bbl.	3 75	



FLOUR AND CEREALS



Wheat's Uncertainty Is Affecting Flour

Outlook of Market Is Still Towards Firmness But While Wheat Vacillates Flour Is Priced Lower.

Montreal

FLOUR AND FEEDS.—With wheat in most uncertain market at present, and large holders evidently still unloading, prices for flour have been fluctuating, and the market is easier if unsettled. No one thinks that flour has fallen down to stay down, but the effect of the condition in the wheat market has certainly reduced prices, and the continued uncertainty is keeping them down. Wheat futures have shown a shade more firmness of late, and this is regarded as a sign of the tendency of the market to come, especially in the beginning of the New Year. As regards feeds the firmness of market maintains through all variations downwards of the flour market, and prices this week will be found a shade higher than they were quoted last week. There is a premium on straight car loads of shorts, they cost a dollar a ton more in straight cars. Winter wheat shows only a small shade downwards in small lots of 90 per cent. in bags which are now quoted at \$4.35 instead of \$4.50.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	9 70	10 00
Second patents	9 20	9 50
Strong bakers	9 00	9 30
Winter Wheat Flour—		
Fancy patents	9 75	10 00
90 per cent., in wood	9 00	9 50
90 per cent., in bags	4 25	4 35
Bran, per ton	32 00	32 00
Shorts	35 00	36 00
Special middlings	40 00	40 00
Feed flour	49 00	50 00
Feed oats, per bushel	0 75	0 75

CEREALS STEADILY PRICED AND REQUIRED.

Montreal

CEREALS.—In all respects the market for cereals is much in the same condition as maintained last week. The tendency to firmness continues, though wheat's influence is felt as a retarding influence upon prices. Some shades of greater firmness will be found, however, and barley being scarce is very firm. Oats were a little easier lately, but the price of rolled oats continues firm, and oatmeal is rather higher in price. Cereals are in quite considerable demand

at present, package goods being in steady demand for winter trade.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 75	5 75
Buckwheat grits, 98 lbs.	4 50	4 50
Corn flour, 98 lbs.	3 30	3 30
Cornmeal, yellow, 98 lbs.	3 05	3 05
Graham flour, 98 lbs.	4 60	4 60
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 00	4 75
Oatmeal, standard, 98 lbs.	4 25	4 25
Oatmeal, granulated, 98 lbs.	4 25	4 25
Peas, Canadian, boiling, bush.	3 75	3 95
Rolled oats, 98-lb. bags	3 95	5 45
Roller wheat, 100-lb. bbls.	3 70	3 70
Rye flour, 98 lbs.	4 60	4 60
Whole wheat flour, 98 lbs.	4 60	5 20
Wheatlets, 98 lbs.	5 20	5 20

Flour Takes Tumble of 60c. During Week

Weakness in Wheat Market Sent Flour Down Below \$10 Mark—Demand for Flour Has Slackened

Toronto

FLOUR.—A decline of 60c per barrel was registered in Manitoba winter wheat flour during the week, the declines coming in two stages, one of 30c on December 2 and the other of 30c on December 4. The decline was due to the sagging condition of the wheat market. On Wednesday of last week the wheat market showed considerable strength and advanced 2 $\frac{3}{4}$ c over the previous day, making the high point for the week intervening, when cash wheat at Winnipeg sold for \$1.91 $\frac{1}{4}$. From that time on during the next four days there was a steady sag in wheat values until Tuesday of this week, when the market rallied again and cash wheat went from \$1.77 $\frac{3}{8}$, the close on Monday, to \$1.82 at the close. Millers are following the ups and downs of the wheat market more closely than they have ever done. The cause for the weakness in wheat is stated to be due to the fact that the British Government has been diverting ships from Canada in order to bring wheat from Australia and the Argentine. With the terminal points unable to get the wheat away from the seaboard, it commenced to back up, and prices accordingly went down. There is a feeling that the British Government has the wheat situation well in hand, and that they can pretty near control it as they see fit. In the face of the declines there has been a slackening demand. Millers expect to see the trade dull until after Christmas. Manitoba flour is selling at \$9.60 in car lots and \$9.80 in small lots. Ontario winter wheat flour declined 20c during the week, and second patents is now selling at \$8.60 in small lots and \$8.90 in car lots.

FLOUR AGAIN FIRMS UP

At the close of the wheat market on Wednesday flour was again in firm market, in view of the price paid for cash wheat at Winnipeg. On Monday of this week, when the decline to \$9.60 per barrel in car lots took place, wheat was selling at \$1.77 $\frac{3}{8}$ for cash product at Winnipeg. On Wednesday cash wheat sold for \$1.86. In the face of this market flour is again firm. If the wheat market holds firm or goes beyond the quotations of Wednesday, an advance in flour would not be improbable.

	Small lots per bbl.	Car lot* of 2 bags
Manitoba Wheat Flour—		
First patents	9 80	9 60
Second patents	9 30	9 10
Strong bakers	9 10	8 90
Ontario Winter Wheat Flour—		
High patents	9 40	9 10
Second patents	8 90	8 60

DECLINES IN CEREALS IN SYMPATHY WITH FLOUR

Toronto

CEREALS.—Graham flour, rolled wheat, rye flour, whole wheat flour, wheatlets, and rolled oats are easier in price, declines being registered in each case during the week. Beans, on the other hand, have been firmer in price, and have advanced 25c per bushel.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	6 50	6 75
Buckwheat grits, 98 lbs.	4 50	4 50
Corn flour, 98 lbs.	3 25	3 50
Cornmeal, yellow, 98 lbs.	3 05	3 15
Graham flour, 98 lbs.	4 60	4 70
Hominy, granulated, 98 lbs.	3 25	3 10
Hominy, pearl, 98 lbs.	3 10	3 10
Oatmeal, standard, 98 lbs.	3 95	4 15
Oatmeal, granulated, 98 lbs.	3 95	4 15
Peas, Canadian, boiling, bush.	3 75	3 85
Rolled oats, 98-lb. bags	3 75	5 50
Rye flour, 98 lbs.	4 00	4 00
Whole wheat flour, 98 lbs.	4 60	4 70
Wheatlets, 98 lbs.	4 90	5 00

MILL FEEDS HAVE ADVANCED \$1 PER TON

Toronto

FEEDS.—Another advance in the price of mill feeds of \$1 per ton has been recorded during the week. Factors that have operated to send feeds higher is the embargo placed on corn by American railways. This throws a heavier demand in local grains. Then, too, the new requirements of the British Government that the flour for export should contain a higher percentage of shorts and middlings as further decreased the supply of mill feeds. The new regulation provides that the flour shall contain 76 per cent. of the wheat berry. In other words, out of every 100 pounds of wheat, 76 pounds of flour will be secured. It is calculated this provision (Continued on page 40.)

A Mark



of Quality



Free Window
Display Sent
Upon Request



CANADIAN CEREAL & FLOUR MILLS CO., Limited
TORONTO, CANADA

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

Saving Waste in Cooked Meats

London Grocer Refuses to Sell From the Centre Until Ends are Disposed of—Makes a Saving by Selling Ends First Always

IT is the fag ends of meats, the pound or half pound that are fed to Fido, that makes handling of cooked and smoked meats something of a gambling proposition. There is a class of fastidious purchasers who, if they buy a pound of bacon, must have it cut from the very centre of the piece. They judge that to be the best location, and they are accustomed to have the best. That is all very fine for the purchaser and anything but fine for the grocer. He will probably give her just what she asks, for it takes courage to reason with a good customer, and most merchants are prone to say that it doesn't matter much, you are bound to waste a little anyway, yet it is questionable if merchants who sell meats in this way really show any profit at all. It is bad enough to have one end to throw away, but if you start in the middle and work outwards you are going to have two ends instead of one, and you are paying for it all.

A. J. Clark, of London, Ont., has figured this matter out and can see no reason for assuming all this loss. He works on the basis that even customers are reasonable beings and not only reasonable but able to see both sides of a question. Mr. Clark has eliminated almost entirely the element of waste. He starts cutting at the end, and when the cutting has proceeded some distance he turns the piece around and begins cutting the other end. This method has obvious advantages; it leaves a middle instead of two ends, and it isn't the middles that make the waste. If a customer asks for her order from a certain part of the piece he asks her to leave her order and assures her that it will be sent as soon as that part of the piece is reached. Mr. Clark treats his customers as reasoning beings, capable of realizing the grocer's side of the question. In this attitude experience has proven him to be justified. When he has explained that he has to buy the meat just as it stands, that if he has to throw away parts, as he certainly must if he consents to cut all over the piece, that it's sale will prove a loss to him instead of a profit. A little explaining Mr. Clark has found has saved him a lot of bother. Customers have as a rule been willing to take the meat just as it is cut, and a courteous explanation in any event cannot cause any ill feeling.

This is a plan that other dealers, who have been the most faithful feeders of Fido, might try to their profit.

FLOUR AND CEREALS

(Continued from page 38.)

will add 10 per cent. to the wheat crop. There is a consequent firmness in all mill feeds.

Mill Feeds—	Car lots ton	Small lots ton
Bran	\$32 00	\$34 00
Shorts	35 00	37 00
Special middlings	41 00	43 00
Feed flour	50 00	52 00
Ontario oats, outside points	0 62	0 64

DEALERS HEAVY PURCHASERS OF FLOUR

Winnipeg

FLOUR AND CEREALS.—First patents last week-end were quoted on a basis of \$9.60 per barrel. This is the second decline of 30c per barrel in a very short period. The top level reached by flour was \$10.20, then it dropped 20c to \$10, and then jumped back to \$10.20; last week there was first a drop of 30c, and then another of the same amount on Saturday. Around Thursday and Friday it looked as though the wheat market was recovering slowly, but then the further decline came, which sent the flour market down too. The general opinion still seems to be that fairly high prices will rule through December. Dealers are buying flour in considerable volume, both East and West, so much so that millers have little to offer for export for December or early in January. Rolled oats are still firm, and millers are still paying a considerable premium for food milling oats. There is a good demand for rolled oats for export, Russia at present being one of the largest buyers. Cornmeal is declining slightly, and will likely be much cheaper after the middle of December, as millers will be using new corn. The general feeling is, however, that prices will not get back to their former low levels. Bran and shorts have jumped to \$27 and \$29 respectively, and millers are oversold on all feeds, particularly shorts.

Flour—	
Best patents	9 60
Bakers	8 10
Clears	8 40
XXXX	7 40
Cereals—	
Roll'd oats, 80 lbs.	3 20
Roll'd oats, plgs., family size	4 10
Cornmeal, 95's	3 20
Oatmeal, 95's	4 00
Feeds—	
Bran, per ton	27 00
Shorts, ton	29 00
Middlings, ton	29 00
Mixed chop, ton	47 00

REVENUE INSPECTOR NOT A PERSON

Revenue Inspector H. J. Dagel, is not a person, according to the decision of Magistrate Leggatt, of Windsor. Inspector Dagel had placed some charges

against Windsor grocers for failing to affix revenue stamps to certain bottles of salts that, according to the new revenue law, are subject to tax.

The magistrate held that it must be proved that the purchaser of the article must have purchased them for his own use before an action for infringement of the law could be made. As Inspector Dagel could not prove that his heavy buyings of salts were for his own exclusive use, the magistrate dismissed the case. The case has been appealed, and several other cases of a similar nature have been withdrawn pending the finding on the appeal. In the meanwhile we are left in grave doubt. If Inspector Dagel is not a person, who or what is he?

NEW COMPANY TO USE DEMONSTRATION TRAIN

A NEW enterprise doing business under a Provincial Charter has recently sprung into being. It is known as "The Canada Boosters Company, Ltd." Its organizer, E. H. Finkle has his office at 218 Hamilton Trust Building, Queen St. W., Toronto.

When Mr. Finkle was visited by a CANADIAN GROCER representative he outlined the scheme as follows: The idea of the Company was to boost Canadian goods, with such end in view. The goods were to be shown to the public. For this purpose a demonstration train was to be used. This train containing samples of Canadian made articles was to be moved from town to town, giving every one an opportunity to view them.

To meet the expenses of such an undertaking, 10 dealers in each town were being approached to buy a \$10 share in the enterprise. As far as possible the shares would be sold to only one class of trader in each town. The particular advantages they would gain, would be that their names would be associated with the enterprise, would be used in some advertising in local papers, and would appear in catalogues to be printed by the company and on bill boards.

Spaces in the train would be sold to manufacturers at a small rental.

It was intended to have the train visit each town or city once every six months. When the scheme was a little further advanced, it was hoped to shorten the interval to every three months. Mr. Finkle assured the CANADIAN GROCER representative that 2500 merchants had been approached and had declared themselves as favorably disposed just how many of these had actually bought stock could not be learned.



PRODUCE AND PROVISIONS



Provisions In An Uneventful Market

Montreal—
PROVISIONS.—The market for provisions is too quiet this week, and possibly the arrival of Advent with its extra Fast Day in the week has something to do with this. Prices are as quoted last week, unchanged. Demand is steady, though quieter, and goods are moving regularly. For the season things are strictly normal as regards provisions, and the outlook is for steadiness. Lards which have been climbing of late were quiescent this week, but in these lines there is a tendency to advance as regards price; not sufficient, however, to alter prices for the present.

Hams—			
Medium, per lb.	0 26	0 26 1/2	
Large, per lb.	0 24	0 24 1/2	
Bacon—			
Plain	0 25	0 26	
Boneless, per lb.	0 29	0 30	
Bacon—			
Breakfast, per lb.	0 28	0 29	
Roll, per lb.	0 20	0 21	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ton lots	0 18	0 19	
Long clear bacon, small lots	0 18 1/2	0 19 1/2	
Fat backs, lb.	0 17	0 18	
Cooked Meats—			
Hams, boiled, per lb.	0 37	0 38	
Hams, roast, per lb.	0 36	0 37	
Shoulders, boiled, per lb.	0 30 1/2	0 31 1/2	
Shoulders, roast, per lb.	0 31	0 31 1/2	
Lard, Pure—			
Tierces, 60 lbs., per lb.	0 20 1/2	0 21	
Tubs, 50 lbs.	0 21 1/2	0 21 3/4	
Pails	0 21 1/2	0 21 3/4	
Bricks, 1 lb., per lb.	0 22 1/2	0 22 3/4	
Lard, Compound—			
Tierces, 60 lbs., per lb.	0 17	0 17 1/2	
Tubs, 50 lbs.	0 18 1/2	0 18 3/4	
Pails, 20 lbs., per lb.	0 17 1/2	0 17 3/4	
Bricks, 1 lb., per lb.	0 18 1/2	0 18 3/4	

PLENTIFUL SUPPLIES OF POULTRY ARRIVE

Montreal—
POULTRY.—Deliveries of poultry during the past week have been quite large. The cold weather has encouraged the farmers to market their poultry, and it is said they are wise in doing this now, rather than waiting until Christmas week as a flood of poultry thrown on the market then would simply mean a glutted market and much lower prices for the farmer. Dealers are quoting high prices for poultry, and in position to handle all supplies coming forward. Turkeys are at their best just now, and some dealers have increased their prices for these birds for the present week.

Fowl—		
Chickens, milk-fed, crate, fattened, lb.	0 20	0 22
Live fowls	0 12	0 16
Old roosters	0 12	0 12
Broilers	0 15	0 16
Roasting chickens	0 18	0 21
Young ducks	0 14	0 16

Live ducks, old	0 11
Turkeys (old toms, dressed, lb.)	0 27
Turkeys (young)	0 28 0 30

HIGH PRICES ASKED FOR NEW LAID EGGS

Montreal—
EGGS.—Receipt of eggs in Montreal for the week ending December 2nd. were 3846 cases, as compared with 3,906 cases for the corresponding week last year. The total supplies of eggs in Montreal last week amounted to 55,289 cases, as compared with 55,220 cases this time last year. But some eggs are booked for export this year which were not so booked last year at this time. Very few of the eggs coming into Montreal now are new laids, this being the time of greatest scarcity of new laid eggs. Some dealers are asking as high as 60-65 cents a dozen for new laids. The export trade for the year is practically over, and supplies of eggs in cold storage are said to be more than enough to take care of local needs. Dealers state, however, that the prices at which they are selling locally are lower than they can get for export eggs. It is unlikely that many eggs from Chicago will be imported as "Iowa April Extras," not so good as Canadian average grade eggs, are quoted in Chicago at 36 1/2 cents doz. and would cost 44 3/4 cents or more to lay down in Montreal.

Eggs—		
New laid	0 60	0 70
Selects	0 44	0 44
No. 1	0 43	0 43

BUTTER IN GOOD SUPPLY COMES IN

Montreal
BUTTER.—Butter prices are unchanged this week after a period of almost weekly advances in price. Butter supplies coming into Montreal are still considerably better than they were last year at this time the difference being noticeable. For the week ending, December 2 6,551 packages of butter came into the city as compared with 3,488 for the same period of last year. Quality is not as high-grade as earlier in the season owing to the use of artificial feeds with the absence of natural fodder for the cows, but the production is considered still a credit to the farmers.

Butter—		
Creamery, prints	0 45 1/2	0 45 1/2
Creamery, solids	0 45	0 45
Dairy prints, choice 1 1/2	0 39	0 42
Dairy prints, lbs., in tube	0 38	0 40

CHEESE IS FIRM AND IN EXPORT DEMAND

Montreal
CHEESE.—Demand for cheese for war rations for the troops in the field continues immense, and prices are consequently as high as ever though no advance falls to be recorded this week in the prices asked locally. Retail prices have advanced lately several times on account of the condition of the market, and local demand for cheese is as steady as ever. The fact that for export to the Governments using Canadian Cheese for the troops cheese fetches now \$21 for an 85 lb. box as compared with only \$10.50 to \$12.00 in ordinary times is an indication of the export attraction to the cheese men. But the receipts of cheese in Montreal for the week ending Dec. 2 shows a decrease as compared with the same period of last year. This year's figures are 12,121 boxes; last year's 21,166.

Cheese—		
Large, per lb.	0 25	0 25 1/2
New twins, per lb.	0 25 1/2	0 26
Triplets, per lb.	0 26	0 26
Stilton, per lb.	0 28	0 28
Fancy old cheese, per lb.	0 28	0 28

CLOVER HONEY IS UP ONE CENT A LB.

Montreal
HONEY.—There is one change in price but none in the market conditions as regards honey for the current week. Demand is as usual, the milder weather having to some extent reduced the call for sweet foods by the general public. But with good supplies in the country selling at reasonable prices the market for honey keeps in very satisfactory shape. The one change in prices referred to is in clover honey 5 to 10 lb. tins which have advanced a cent a pound.

Honey—		
Buckwheat, 5-10 lb. tins, per lb.	0 09	0 09 1/2
Buckwheat, 60-lb. tins, per lb.	0 08 1/2	0 09
Clover, 5-10 lb. tins, per lb.	0 12	0 13
Clover, 60-lb. tins	0 10 1/2	0 11
Comb, per section	0 14	0 15

Hogs Go Up Again 60c. Per Hundred

Receipts Have Not Been as Heavy—Dressed Hogs Also Up 50c Per 100—Lard Prices Firm—Demand Heavy

Toronto
PROVISIONS.—Live hogs returned to higher prices during the week, and for the off-car product are now bringing \$11.75 per hundred, an advance of 60c

over the price paid last week. The supply is falling off somewhat, and prices have become firmer as a result. Dressed hogs are also firmer in price by 50c per hundred. Recently there were a number of small hogs reaching the market, and the dealers preferred to sell them whole rather than cut them up. For this reason they were prepared to sacrifice the hogs at a slightly lower price. Now that these smaller hogs have been cleared out and the supply of larger ones is not plentiful, the price has been higher. Pure lard and compound are also holding firm in price, the same quotations prevailing as that of last week. Meats of all kinds have been steady with the demand fairly good.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Bacon—		
Plain 0 25	0 27	
Boneless, per lb.	0 27	0 29
Bacon—		
Breakfast, per lb.	0 25	0 26
Roll, per lb.	0 19	0 20
Wiltshire bacon, per lb.	0 23	
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 35
Hams, roast, per lb.	0 34	0 35
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 20½	0 21
Compound, tierces, 400 lbs., per lb.	0 16½	0 17½
In 80-lb. tubs, ¼ higher than tierces; pails, ½c higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	16 50	17 00
Live, off cars	11 75	
Live, fed and watered	11 50	
Live, f.o.b.	10 75	11 00

PEOPLE ARE CURTAILING CONSUMPTION OF BUTTER

Toronto
BUTTER.—High prices for butter have been shutting off the consumption, as the commission men have noticed. People have come to the point where in many instances they consider it a greater hardship to pay the high price for butter than to do without it. They make other shifts by the way of substitution. Commission men point out that the dairying interests seem unjustifiably opposed to the use of oleomargarine in Canada. It is really not a factor in keeping prices down. In the United States butter is selling for nearly the same figure as it is in Canada. And yet they manufacture oleomargarine in that country. In other words, it has not been a factor to keep down the price of butter there. Prices in the butter market have held steady during the week without any advance being recorded.

Creamery prints, fresh made	0 46	0 48
Creamery solids	0 45	0 46
Dairy prints, choice, lb.	0 43	0 44
Dairy prints, lb.	0 40	0 41
Bakers	0 37	0 38

THINK NEW LAID EGGS NEAR LIMIT IN PRICE

Toronto
EGGS.—Some commission men are of the opinion that strictly new laid eggs are very near the top limit in price and

that people will not buy if they go higher. There is a curtailment in consumption at the present time, partly because real fresh eggs are not arriving and partly because they are almost too high for a food commodity. The number of new laids arriving is almost negligible. They have been quoted up 5c per dozen in certain quarters. The run on storage eggs continues to be heavy.

Eggs—		
New laid, cartons	0 65	0 70
No. 1 storage, ex-cartons	0 42	0 43
Selects, extra	0 45	0 46

EASIER FEELING IN WINTER CHEESE MARKET

Toronto
CHEESE.—There is an easier feeling in the cheese market due in large measure to the fact that cheese now being made is from the milk of fodder-fed stock. This is seldom considered as good as the June to September make. In consequence cheese at the boards was quoted considerably lower during the week. For the make of cheese from June to September there is a firmness in the market. Quotations are a half cent down over those of last week.

Cheese—		
New, large	0 25	Per lb, 0 25½
Twins are ¼c higher than new large; triplets ¾c higher than new large, and Stilton 2c above new large.		

DUCKS, GESE AND TURKEYS ARE ALL UP

Toronto
POULTRY.—There is a firmness in the market for ducks, geese and turkeys, particularly in the dressed product, and they are quoted up 1c per pound during the week. The dressed are scarcer owing to the fact that considerable quantities are being shipped to British Columbia at the present time. There has been an advance to meet this extra demand.

	Live	Dressed
Spring chickens	0 13	0 17
Hens, over 4 lbs.	0 13	0 16
Hens, under 4 lbs.	0 10	0 13
Old roosters	0 10	0 14
Young ducks	0 13	0 18
Old ducks	0 10	0 15
Geese	0 11	0 16
Young turkeys (8 and 9 lbs. each)	0 21	0 26
Young turkeys (over 9 lbs. each)	0 21	0 26
Old Tom or hen turkeys	0 19	0 24

Prices are those paid at Toronto by commission men.

FIRMNESS AND ADVANCE OF 1¼c IN HONEY PRICES

Toronto
HONEY.—There is a limited supply of honey on hand at the present time and the consumption has been good. People are no doubt finding that honey is cheaper than butter on their bread and have been using more of it. Prices have accordingly advanced from 1¼c to 1½c per pound. Buckwheat honey is in fair demand from a certain section of the community and there is a firmness in this commodity also by a half cent per pound.

Honey—		
Clover, 5 and 10-lb. tins	0 14	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 10	0 10½

HOG MARKET FIRMER

Winnipeg
PRODUCE AND PROVISIONS.—The live hog market was a little firmer last week end, when they were quoted at \$10.50, but when the increase in receipts takes place, there will be lower prices. The provision market is unchanged, and prices are firm. Trade is very fair for this time of the year, when so much fresh stuff is used, Both pure and compound lard are the same. The egg market has been very firm, and No. 1 candled are now bringing 39c, and carton eggs 43c, which is an advance. Creamery butter has advanced about a cent to 43c. There is very little dairy butter offering.

Hams—		
Light, lb.	0 25	
Medium, per lb.	0 23	
Large, per lb.	0 21	
Bacon—		
Breakfast, per lb.	0 24	
Breakfast, select, lb.	0 27½	
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light	0 16½	
Barrelled Pork—		
Mess pork, bbl.	30 00	
Lard, Pure—		
Tierces	0 20½	
20s	4 22	
Cases, 5s	12 90	
Cases, 3s	13 05	
Lard, Compound—		
Tierces	0 16½	
Tubs, 50s, net	8 25	
Pails, 20s, net	3 37	
Butter—		
Fresh made creamery, No. 1, cartons.	0 43	
Best dairy	0 38	
Fresh Eggs—		
New laids	0 45	0 55
Extras, in cartons	0 43	
No. 1, candled	0 39	
Cheese—		
Ontario, large	0 20	

LARGE CANNING INTERESTS COMBINE INTO GIGANTIC COMPANY

A merger of four of California's leading canning organizations has recently been effected. The firms interested are The Griffin and Skelly Company, The J. K. Armsby Company, The California Fruit Cannery Association and The Central California Cannery.

The new company is operating under the name of The California Packing Corporation and will be located at 101 California Street San Francisco. It has already taken over the business of the four firms mentioned, and owns as a holding company a little over 75 per cent. of the stock of the Alaska Packers Association.

That this is a very important change goes without saying. The combined assets of the amalgamated concerns totals \$16,000,000, whiel their annual sales are between 30 and 35 millions.

The new company will handle such well known brands as Del Monte Gold Bar, Sunkist Glass Jar as well as several well known brands of salmon. All the men who were prominently associated with the original companies are also connected in an official capacity with the new Company.



*Armour's
Oval Label—
A Mark
of Quality
and
Service*

*Trade-
Makers
and
Profit-
Producers*

EVERY grocer in Canada should know Armour's Oval Label. This mark identifies a whole family of top-grade food products, backed by a name that stands for highest achievement in food production.

We offer you these famous foods bearing Armour's Oval Label with the assurance that they are produced in Canadian factories by Canadian men and women, and prepared to suit the needs of progressive Canadian merchants.

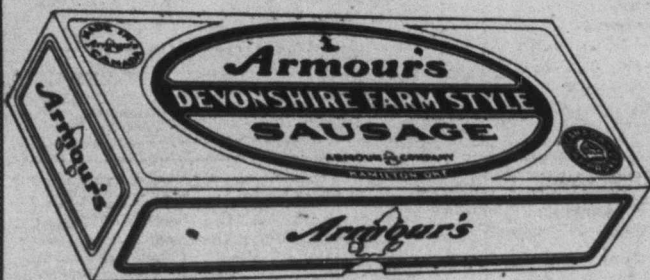
Armour's Quality Products represent standardized values and regular profits for dealers. The line is so large and varied as to meet a big portion of the demands of your trade. It includes Veribest Ham, Bacon, Leaf Lard, Canned Meats and Fish, Armour's Grape Juice, Butter, Eggs, Sausage, etc.

Armour's Devonshire Farm Sausage. A pure all-pork product that sells easily and repeats regularly once your patrons know of its delicious goodness. The ideal breakfast for frosty mornings. Supply it to your customers in the convenient pound cartons (meat or links.)

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ARMOUR AND COMPANY

Hamilton - Ontario - Canada



Sell Brunswick Brand Sea Foods for Profit and Reputation



THEY will win for you a larger and more profitable fish trade. The high quality and moderate price of "Brunswick Brand" Sea Foods has produced a large trade, which, combined with conscientious business methods, is constantly increasing. They are proven winners and will add to your prestige as a dealer of quality goods.

LOCATED close to the fishing grounds we get the pick of the fishermen's catches. Our plant is modern and strictly sanitary, one of the largest on the Atlantic Coast.

Here are a few of our satisfaction-giving leaders:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies
- (Oval and round tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops

Connors Brothers, Ltd.
BLACK'S HARBOR, N.B.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

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MANITOBA

BRANCHES:

Regina Saskatoon
Calgary Edmonton

ESTABLISHED 1907

**W. H. Millman
& Sons**

Wholesale Grocery Brokers

Some special low offerings in new Japan Teas now in transit.

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg

We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.

Correspondence solicited.
"Always on the Job."

G. B. THOMPSON

Wholesale Commission Broker
and Manufacturers' Agent.

We can handle a few more good lines Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

C. H. GRANT CO.

Wholesale Commission Brokers
and Manufacturers' Agents

509 Merchants Bank, Winnipeg

We have several good accounts, but can give you results on yours.

Washington's
COFFEE

W. GEO. VARTY, Agent
29 Melinda St., Toronto. Phone M. 7089

H. P. PENNOCK & CO.,
Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

CALGARY ALBERTA

We solicit agencies for staple lines.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street
WINNIPEG MAN.
Domestic and Foreign Agencies
Solicited.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent

We represent Pugsley, Dinning & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.

149 Notre Dame Avenue, East, Winnipeg

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC.

**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties.

MONTREAL TORONTO

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUAY & COMPANY,

Commission Merchants and Brokers,

91 DALHOUSIE ST. - QUEBEC CITY

To The Trade

Buyers and sellers of

**All Kinds of Grains
and Seeds**

**Denault Grain and Provision
Co., Limited**

SHERBROOKE, P.Q.

G. Gagne Grocery Broker
and Manufacturers' Agent

We have a connection in Quebec City
and throughout the province.

111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.

FORGETTING

One of the things we all do well is to **forget**.

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

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

E. P. SAUCE

[(Epicurean Fruit Sauce)]

Made-in-Canada

A big favorite, with every person appreciating high-grade quality and palatable wholesomeness.

You will find E. P. a dependable seller and a sure repeater if you give it prominence on your sales counter. And the profits are worth while.

Send for samples.

The
Canada Sauce and Vinegar Co.

519 King St. W., Toronto



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	or 10 cases and over
Dime	\$0 95	\$0 90
4-oz.	1 40	1 35
6-oz.	1 95	1 90

DOMINION CANNERS, LTD. JAMS.

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

Screw Top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Apricot	\$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 35
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry, Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP

Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case	\$3 80
5 lb. tins, 1 doz. in case	4 45
10 lb. tins, 1/2 doz. in case	4 15
20 lb. tins, 1/4 doz. in case	4 05
Perfect seal glass jars in the case	3 15
Delivered in Winnipeg in carload lots.	

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	
1's Baked Beans, Plain, 4 doz. to case	
1's Baked Beans, Tomato Sauce, 4 doz. to case	
1's Baked Beans, Chili Sauce, 4 doz. to case	
2's Baked Beans, Plain, 2 doz. to case	
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	

Family, Plain, doz.; Family, Tomato Ssuce, doz.; Family, Chili Sauce, doz.; 3's, Plain, Flats, Aylmer only, doz.; 2's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Chili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 2's, Tomato Sauce, doz.; 3's, Chili Sauce, doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pail	0 55
5's Tin, 8 pails in crate, per pail	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12 1/2
30's Tin or Wood, one pail only, per lb.	0 12 1/2

BLUE

Keen's Oxford, per lb.
In 10-lb. lots or case.....

CEREALS

WHITE SWAN Per case

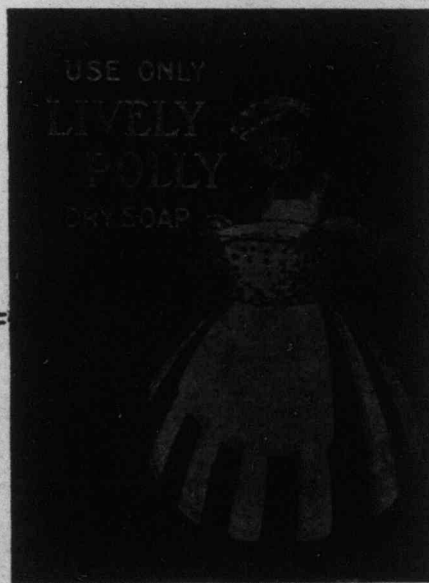
Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 60

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	\$4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 80
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2s, 12-lb boxes, per lb.	0 31
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80



Big value for the housewife

The kind of value that brings her back again—that's what she gets in "Lively Polly" Soap Powder.

"Lively Polly" is the cheapest and quickest medium for washing clothes, dishes, glass, earthenware, paint, floors, etc., and for cleansing and disinfecting drains and closets. The attractive carton makes displays very effective. Order a trial supply of "Lively Polly" to-day and note what a big seller it is.

J. HARGREAVES AND SONS

LIVERPOOL, ENGLAND

Canadian Agents:

McLellan Import Co., 301 Road Bldg., Montreal

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

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

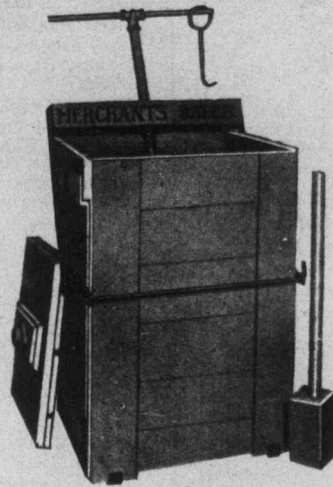
are shipped. Get these brands for the best Lemons.

J. J. McCabe

Agent
TORONTO

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.

Manufacturers

60 Front St. West, - Toronto

CHRISTMAS MESSAGE

The Hospital for Sick Children

COLLEGE ST., TORONTO.

Dear Mr. Editor:—

Thanks for the privilege of appealing through your columns on behalf of the Hospital for Sick Children, the great Provincial Charity.

Our need of money is measured by the children's need of help, and you can judge how great that need must be when last year 3,045 sick little ones were treated as in-patients, and as will be seen from the 1916 figures, 592 patients were admitted from 242 pieces outside Toronto.

Last year 271 in-patients were treated for deformities, such as club feet, bow-legs, knock-knees, Pott's disease of the spine, lateral curvature of the spine, dislocations, infantile paralysis, tubercular disease of knee, hip, ankle.

Is the Hospital for Sick Children to take dollars out of your pocket, or is death to take babies out of their cradles? That is the question.

One gift more in the Hospital's treasury means one coffin less in the **LITTLE WHITE HEARSE.**

The Hospital must be digging up help for little children from the soil of human kindness, or sextons will be digging graves for little children in the soil of many a cemetery.

The Hospital for Sick Children can only volunteer its mercy in so far as you friends of little children volunteer your money for service in the Hospital's never-ending battle for the lives of the little ones.

Let your money fight in the trenches of some mother's trouble and rescue some little child from the dugout of pain, disease and death.

Can the Hospital leave children to die because the fathers of those children have left home to fight for liberty on the British battle line, and can the Hospital help the children of Canada's soldiers with its care unless you help the Hospital with your cash?

You have money enough to help every other war fund without keeping back a dollar from the Hospital's war fund—the fund that helps the Hospital save the lives of little children, including the soldiers' little children.

Do not let the little children pay, in the loss of the Hospital's care, the contribution that should be given and must be given to the war funds.

Your money can send a message of cheer to some father in the trenches—yes, send that message from the cot where the Hospital nurses some little child back to life, the child of the father who is fighting your battle in the trenches.

Every dollar kept from the Hospital's power to serve the little children is a weight added to the burdens and a grief added to the sorrows of this war.

You can bear to have your pocket emptied of a little money easier than some mother can bear to have her home emptied of a little child.

Will you send a dollar, or more if you can, to Douglas Davidson, Secretary-Treasurer, or

J. ROSS ROBERTSON,
 Chairman of the Board of Trustees,

Wholesale
 Fruit and
 Produce
 Merchants

Established
 1876

McWilliam & Everist, Limited

Apples,
 Bananas,
 Citrus
 Fruits,
 Cranberries,
 etc.

25 CHURCH ST
 TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a fore-runner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

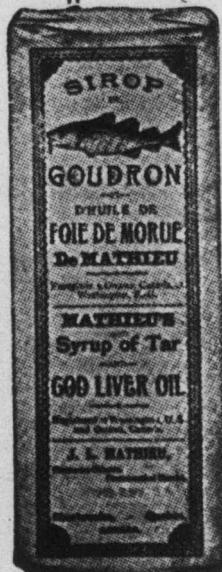
Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

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

Introduce Every Customer to
**MATHIEU'S
SYRUP OF TAR
AND
COD LIVER OIL**



With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

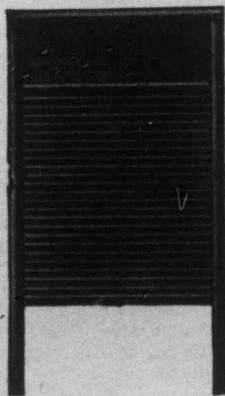
Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC

**The New All-Canadian, All
Wooden Washboard—A service-
able, long-wearing washboard re-
tailing at 20c.**



A splendid new line which is proving immensely popular. Zinc and Aluminum washboards are out of the question owing to the high prices of these materials.

Cane's New All-Canadian, All-Wooden board satisfactorily fills the want thus created. This new washboard gives your customers even better service than the old zinc or aluminum lines and at much less cost.

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

- Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.
- Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.
- Lambs' Tongues, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
- Sliced Smoked Beef, tins, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
- Sliced Smoked Beef, glass, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.
- Tongue, Ham and Veal Pate, 1/2s, \$1.50.
- Ham and Veal, 1/2s, \$1.20.
- Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/2s, \$1.
- Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s,
- Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.
- Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.
- Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.
- In Pails, 25 lbs., 13c lb.
- In 50 lb. Tubs, 13c lb.
- In 85 lb. Tubs, 12 1/2c lb.
- In Glass, 1s, \$2.30.
- Clark's Peanut Butter — Glass Jars, 1/2, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 20c.
- Clark's Peanut Butter—Pails 24 lbs., 20c per lb.
- Clark's Tomato Ketchup, 16 oz., \$3; 1 gal. jars, ...; 5 gal. jars, ... per gal.
- Pork and Beans, Plain Talls, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s. flat, \$2. Individuals, 80c doz.
- Pork & Beans, Tomato Sc., Talls, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s. flat, \$2.45. Individuals, 90c doz.
- Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45. Individuals, 90c doz.
- Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.75; Plain Sauce, 1 1/2s, \$1.45.
- Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.80.
- Clark's Chateau Chicken Soup, \$1.25.
- Clark's Chateau Concentrated Soups, \$1.15.
- Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.
- Spaghetti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.
- Fluid Beef Cordials, 20 oz. btls., 1 doz. per case, at \$10.00 per doz.
- English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

THE N. K. FAIRBANKS CO., LIMITED.

PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.

- Tierces 0 14 1/2
- Pails \$2 93

This price list cancels all previous ones and is effective at once. Subject to change without notice.

All orders received must be shipped within a period of 30 days.

Advance over tierce basis for small packages:

- 3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 1/2c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/2c over tierces; half-barrels, 1/2c over tierces; 50-lb. tins, 1/2c over tierces; 20-lb. tins, 1/2c over tierces.

LAPORTE, MARTIN, LIMITED

Montreal. Agencies

BASIN DE VICHY WATERS.

- L'Admirable, 50 btles, litre, cs. 8 00
- Neptune 8 50
- San Rival 9 00

VICHY LEMONADE

- La Savoureuse, 50 btles, cs. 11 00

NATURAL MINERAL WATER

- Evian, Source Cachat, 50 btles, cs. 9 50

- IMPORTED GINGER ALE AND SODA**
- Ginger Ale, Trayders, cs., 6 doz. pts., doz. 1 20
- Ginger Ale, Trayders, cs., 6 doz., splits, doz. 0 95
- Club Soda, Trayders, cs., 6 doz. pts., doz. 1 15
- Club Soda, Trayders, cs., 6 doz., splits, doz. 1 05
- BLACK TEAS**
- Victoria Blend, 50 and 30-lb. tins, lb. 0 37
- Princess Blend, 50 and 30-lb. tins, lb. 0 34
- JAPAN TEAS**
- H. L., ch. 90 lbs., lb. 0 35
- Victoria, ch. 90 lbs., lb. 0 25
- COFFEES**
- Victoria, Java and Mecha Blend, 1-lb. tin, lb. 0 34 1/2
- Victoria, Java and Mecha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
- Princess, Java and Mecha Blend, 1-lb. tin, lb. 0 22
- MUSTARD**
- COLMAN'S OR KEEN'S**
- Per doz. tins
- D. S. F., 1/2-lb. \$ 1 60
- D. S. F., 1/4-lb. 2 90
- D. S. F., 1-lb. 5 75
- F. D., 1/4-lb. 0 90
- Per jar
- Durham, 4-lb. jar 0 95
- Durham, 1-lb. jar 0 31
- JELL-O.**
- GENESEE PURE FOOD CO.**
- Assorted case, 4 dozen \$3 00
- Lemon, 2 dozen 1 80
- Orange, 2 dozen 1 80
- Raspberry, 2 dozen 1 80
- Strawberry, 2 dozen 1 80
- Chocolate, 2 dozen 1 80
- Peach, 2 dozen 1 80
- Cherry, 2 dozen 1 80
- Vanilla, 2 dozen 1 80
- Weight 4 doz. case, 15 lbs.; 2 doz. case, 8 lbs. Freight rate, 2d class.
- JELL-O ICE CREAM POWDERS**
- Assorted case, 2 dozen \$2 50
- Chocolate, 2 dozen 2 50
- Vanilla, 2 dozen 2 50
- Strawberry, 2 dozen 2 50
- Lemon, 2 dozen 2 50
- Unflavored, 2 dozen 2 50
- Weight 11 lbs. to case. Freight rate, 2d class.
- JELLY POWDERS**
- WHITE SWAN SPICES AND CEREALS, LTD.**
- White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
- List Price
- SPICES**
- WHITE SWAN SPICES AND CEREALS, TORONTO**
- 5c 10c
- Round Oval lith. litho. dredge. 2 1/2 oz. Per doz. Per doz.
- SPICES**
- Allspice \$0 45 \$0 90
- Arrowroot, 4 oz. tins, 85c
- Cayenne 0 45 0 90
- Celery salt
- Celery pepper
- Cinnamon 0 45 0 90
- whole, 5c. pkgs., window front, 45c
- Cloves 0 45 0 90
- Cloves, whole, 5c. pkgs., window front, 45c
- Curry powder
- Ginger 0 45 0 90
- Mace 1 25 ..
- Nutmegs 0 45 0 90
- Nutmegs, whole, 5c pkgs., window front, 45c.
- Paprika 0 45 ..
- Pepper, black 0 45 0 90
- Pepper, white 0 50 0 95
- Pastry spice 0 45 0 90
- Pickling spice, window front, 90c
- Shipping weight per case 10 lbs. 15 lbs.
- Dozens to case... 4 4

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

“It's all Right”



We Believe

in sharing our profits with those who help us make them.

Comfort Soap is the biggest and readiest seller in Canada, so your regular soap profit is as safe as the bank. On top of that comes our big variety of premiums. Take the “saleable” premiums (Comfort Lye, Handy Ammonia, etc.) and you get

36c. to 54c. extra profit per case

depending on whether you buy 5, 10 or 25 cases of Comfort Soap.

Get our newest Premium List and do a little figuring and you will find you can make more money handling Comfort Soap than any other on the market.

All Pugsley, Dingman's lines carry the wrapper or carton premium feature to the public, so the demand brings an endless chain of profits to your store.

WRITE US TO-DAY.

**Pugsley, Dingman & Co.,
Limited, Toronto, Canada**



These figures apply to Ontario and Quebec. For other provinces see list.

We keep Canada clean

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

HAMS

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

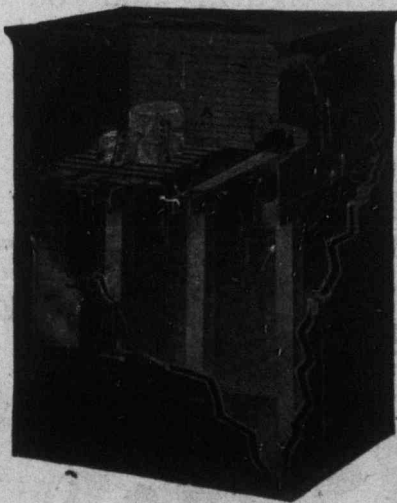
F. W. FEARMAN CO.
LIMITED
HAMILTON

Freeman's Dry Air Refrigerator

We have enlarged the air circulating capacity and multiplied many times the air-drying and ice-saving efficiency of present day Butcher Refrigerators until we have produced a Refrigerator measuring inch for inch more air circulating capacity than any other made during the past or present.

This Interior View

shows our warm air flue arranged along the ceiling, where the largest volume of warm air rises to in all cold rooms. It is placed where warm air flues are most needed. These flues form a hollow recess for receiving the warm air; they discharge the air from both ends and convey it above the ice.



Price list and catalogue free and mailed to any address.

Representatives:—James Rutledge, Phone St. Louis 876, 2608 Waverley St., Montreal, Que.; George J. Simonds, Phone College 8794, 334 Markham St., Toronto, Ont.

Manufactured by
The W. A. Freeman Co., Limited
HAMILTON CANADA

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

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS

Laundry Starches—	
Boxes	Cents
40 lbs., Canada Laundry..	.07
40 lbs., 1 lb. pkg., White Gloss .....	.07 1/2
48 lbs., No. 1 White or Blue Starch, 3 lb. cartons ....	.08
100 lbs. kegs, No. 1 White.	.07 1/2
200 lbs., bbls., No. 1 White	.07 1/2
30 lbs., Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	.08 1/2
48 lbs., Silver Gloss, in 6 lb. tin canisters .....	.10
36 lbs., Silver Gloss, in 6 lb. draw lid boxes .....	.10
100 lbs., kegs, Silver Gloss, large crystals ..	.08
28 lbs., Benson's Satin, 1 lb. cartons, chromo label	.07 1/2
40 lbs., Benson's Enamel, (cold water), per case...	3.00
20 lbs. Casco Refined Potato Flour, 1 lb. pkgs. ....	.15
Celluloid, 45 cartons, case.	3.75
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	.08 1/2
40 lbs. Canada Pure Corn (20 lb. boxes 1/4c higher)	.07 1/2

BRANTFORD STARCH
Ontario and Quebec

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.07
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.07 1/2
First Quality White Laundry—	
3-lb. canisters, ea. of 48 lbs.	.08
Barrels, 200 lbs. ....	.07 1/2
Kegs, 100 lbs. ....	.07 1/2
Lilly White Gloss—	
1-lb. fancy carton cases 30 lbs. ....	.08 1/2
8 in case .....	.10
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ....	.10
Kegs, extra large crystals, 100 lbs. ....	.08
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3.00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3.75
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs..	.07 1/2
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.08 1/2
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.08 1/2
(20-lb. boxes 1/4c higher than 40's)	

COW BRAND BAKING SODA
In boxes only.

Packed as follows:

5c packages (96)	\$ 3.20
1 lb. packages (60)	3.20
1/4 lb. packages (120)	3.40
1/2 lb. 60 } Packages Mixed	3.30
1 lb. 30 }	

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case	\$3.25
2 lb. tins, 2 doz. in case ..	3.25
5 lb. tins, 1 doz. in case ..	3.55
10 lb. tins, 1/2 doz. in case ..	3.55
20 lb. tins, 1/4 doz. in case ..	3.50
Barrels, about 700 lbs. ....	.04 1/2
Half bbls., about 350 lbs. ....	.04 1/2
1/4 bbls., about 175 lbs. ....	.05
2 gal. wooden pails, 25 lbs.	1.70
3 gal. wooden pails, 38 1/2 lbs.	2.40
5 gal. wooden pails, 65 lbs..	3.70

LILLY WHITE CORN SYRUP

2 lb. tins, 2 doz. in case	\$3.75
5 lb. tins, 1 doz. in case	4.15
10 lb. tins, 1/2 doz. in case...	4.05
20 lb. tins, 1/4 doz. in case...	4.00

ST. LAWRENCE SUGAR REFINING CO.

Crystal Diamond Brand Cane Syrup

2-lb. tins, 2 doz. in case..	4.80
Barrels, per 100 lbs.....	5.25
1/2 barrels, per 100 lbs.....	5.50

DOMINION CANNERS, LTD. CATSUPS—In Glass Bottles

Per doz.	
1/2 Pts. Delhi Epicure	\$ 1.20
1/2 Pts., Red Seal, screw tops	1.00
1/2 Pts., Red Seal, crown tops	1.00
Pts., Delhi Epicure	1.90
Pts., Red Seal	1.40
Pts., Tiger	1.15
Qts., Delhi Epicure	2.45
Qts., Red Seal	1.85
Qts., Lynn Valley	1.85

CALIFORNIA FRUIT CANNERS ASSOCIATION
CALIFORNIA RIPE OLIVES DEL MONTE BRAND

Size	Mam.	Large	Med.
2 1/2 Can.	\$ 4.75	\$ 3.75	\$ 2.50
No. 1 Tall Can	2.75	2.25	1.60
No. 16 Jar	3.00	2.25	1.80
No. 4 Jar	1.50	1.25	1.15
No. 10 Can ...	14.00	12.00	9.00

YUBA BRAND

2 1/2 Can	\$3.00	\$2.25
No. 1 Tall Can	1.50	1.20
No. 10 Can	9.00	8.00
Picnic Can .....	...	.90

INFANTS' FOOD
MAGOR SONS & CO., LTD.

Robinson's patent barley, 1/2-lb. tins,; 1-lb. tins,; Robinson's patent groats, 1/2-lb. tins,; 1-lb. tins,

STOP-ON POLISHES Doz.

Polish, Black, Tan, Ox-blood and Nut-brown	0.85
Dressing, White, 4-oz. bottle	2.00

NUGGET POLISHES Doz.

Polish, Black and Tan	0.85
Metal Outfits, Black and Tan	3.80
Card Outfits, Black and Tan	3.40
Creams and White Cleanser	1.10

YEAST

White Swan Yeast Cakes, per case, 3 doz. 5c pkgs..	1.20
--	------

IMPERIAL TOBACCO CO. OF CANADA, LIMITED, EMPIRE BRANCH.

Black Watch, 8s, butts 9 lbs.	\$ 0.60
Bobs, 6s and 12s, 12 and 6 lbs.	0.46
Currency Bars, 12s, 1/2 butts, 12 lbs., boxes 6 lbs.	0.46
Currency, 6s, 1/2 butts, 9 lbs. 0.46	
Stag Bars, 6 1/2s, butts, 11 lbs., boxes, 5 1/2 lbs.	0.48
Walnut Bars, 8 1/2s, boxes 7 lbs.	0.64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes	0.68
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes	0.68
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies	0.68
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lb. boxes, 6 lbs. 0.57	
Great West, pouches, 9c.....	0.72
Forest and Stream, tins, 11s, 2 lb. cartons	0.88
Forest and Stream, 1/4s, 1/2s and 1-lb. tins	0.80
Forest and Stream, 1-lb. glass humidors	1.00

ORANGES

CALIFORNIA NAVELS

Now Arriving

Quality Excellent

Have Car this week of
our celebrated

Golden Orange Brand

ALL SIZES

Prices Much Lower

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

Don't Delay Placing Xmas Order

FOR

**Oranges, Nuts, Dates,
Figs, Holly Wreathing,
Grape Fruit, Celery,
Cauliflower,
Malaga Grapes.**

Don't take chances. We can deliver the
goods of finest quality at right prices and
on time.

Also include your Oyster and Fish order.

WHITE & CO., LIMITED

Phone Main 6565

TORONTO



There's no sounder advice which a retailer
can give to a customer, on the point of
economy combined with nutritive value.

MOUNT ROYAL MILLING & MFG. COMPANY

D. W. ROSS COMPANY

AGENTS

MONTREAL

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

*A Reminder from the Old
Country*

Rich Xmas Plum Puddings

The Best on the Market.

**ORDER EARLY
to ensure prompt delivery.**

In Hermetically Sealed Tins, or Basins if required.
Sizes - 1, 2, 3, 4, 5, 6 and 8 lbs. each.
11/6, 21/6, 32/6, 42/-, 52/-, 63/6, 81/- per doz.
Carriage paid to English Docks.

Cases Extra at Cost.

Tuxford & Nephews
Melton Mowbray, - - - England



**It's a friend of
your customer and a
friend of yours**

The packing, the neat, attractive make-up, the quick sales make **WONDERFUL SOAP** a friend that every grocer should get acquainted with.

Its moderate price, its high-grade quality, the results it produces have made **WONDERFUL SOAP** a friend of the housewife.

Here's a combination that will produce rattling good results for you. Why not give it a trial? The profits will please you.

Guelph Soap Company
GUELPH ONTARIO

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“KEYSTONE”
BRUSHES FOR EVERY
HOUSEHOLD USE

From shaving brush to sink brush, every brush and broom used in the household is worthily represented in the Keystone line.

There is only one quality as far as we are concerned—and that is the best that can be made at the figure—the kind that will bring customers back for more.

For prices, etc., address

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Do you need a good man?

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

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

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

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

"Without exception the ablest book ever published on the subject of Coffee."—Mexican Investor.

New and Illustrated Edition

Coffee; Its History, Classification and Description

By JOSEPH M. WALSH

A book of useful and accurate information, and everything pertaining to Coffee, being, at the same time, the fullest and most complete work of the kind ever published. It should be in the hands of every grocer and dealer.

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12mo.

Cloth Extra, Net, \$2.00

By Mail, \$2.10

"A marvelous work, great in conception and great in execution."—*Texas Grocers' Review.*

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"An interesting and instructive work, of the greatest value to every Coffee roaster and dealer in general."—*Trade Magazine.*

"An attractive volume of useful material to the Coffee trade, clear, concise and comprehensive."—*Philadelphia Ledger.*

"We cordially recommend the work to all interested in this indispensable product. Every dealer in Coffee should possess a copy of this valuable book."—*Grocers' Criterion.*

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MacLean Publishing Co., 143 University Avenue, Toronto, Canada

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED—TO HEAR FROM OWNER OF good grocery for sale, Northwestern Business Agency, Minneapolis, Minn.

YOUNG MAN, 27 YEARS OF AGE, WITH 10 years' experience in general store, wishes to become connected with reliable wholesale firm, manufacturing establishment, manufacturers' agency, or brokerage firm. Box 203, Canadian Grocer.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sell's everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

Grocery, Butcher, and Produce business in good Western Ontario town. Good reasons for selling. Box 202, Canadian Grocer.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.
143-153 University Ave., Toronto

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KNIFE
POLISH

JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.
49 DUNDAS STREET, TORONTO

PORT ARTHUR, ONT. MONTREAL, QUE.

FRESH FISH FOR NEXT WEEK

Halibut, Cod, Haddock, Trout,
Whitefish

Price
Quality
Service

J. BOWMAN & CO.
26 Duncan St., Toronto, Ont.

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

Canadian Distributors of
"WASHCLEAN"

Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users)

Direct Supply Association
509 Belmont House Victoria, B.C.

The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered
Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, of an unwavering policy of maintaining the high quality of the goods, and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

FOR SALE

Choice Potatoes, Selected Eggs,
Creamery Butter, Honey,
Fancy Dressed Poultry.
C. A. MANN & CO.
78 KING ST. LONDON, ONT.

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

60-62 JARVIS ST.

TORONTO SALT WORKS
GEO. J. CLIFF

CANADIAN GROCER



A rattling good seller for your tobacco counter

You cannot stock a more popular three-for-a-quarter line than this big, satisfying smoke—*THE ORLANDO INVINCIBLE*. It's a smoke that critical lovers of the "weed" prefer, hence the repeat sales that follow its display.

A trial supply will pull results to convince you that the *ORLANDO* is worth a little space in your tobacco show case.

WEBSTER'S CLEAR HAVANAS is another excellent line to feature. Try it out with your next order.

W. R. WEBSTER & COMPANY, LIMITED
SHERBROOKE, CANADA

AT LAST WE HAVE THEM

*Fibre
Vinegar
Measures*

PINT QUART FUNNEL

\$2.50 per Set

Used and highly commended by the
Grocery Trade in the
United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

WHEN
BUYING
MINCE MEAT
INSIST
ON

WETHEY'S

Still Another Christmas Window Contest

This year *Canadian Grocer* will have as usual a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the contest.

Selling Power, Attractiveness and Originality

will be the basis of judgment. Windows must be trimmed with Christmas goods.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window. Get photograph about 10" x 7" in dimensions.

The Prizes

Towns and Cities over 10,000 Population			Centres under 10,000 Population		
1st Prize	-	\$5.00	1st Prize	-	\$5.00
2nd "	-	3.00	2nd "	-	3.00
3rd "	-	2.00	3rd "	-	2.00

We want to see as many grocers and clerks in this contest as possible. Make it the largest and best in the history of these competitions.

Address:

THE EDITOR CANADIAN GROCER

143-153 University Avenue
TORONTO