

1920 PRICE NUMBER

CANADIAN GROCER

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

Vol. XXXIV.

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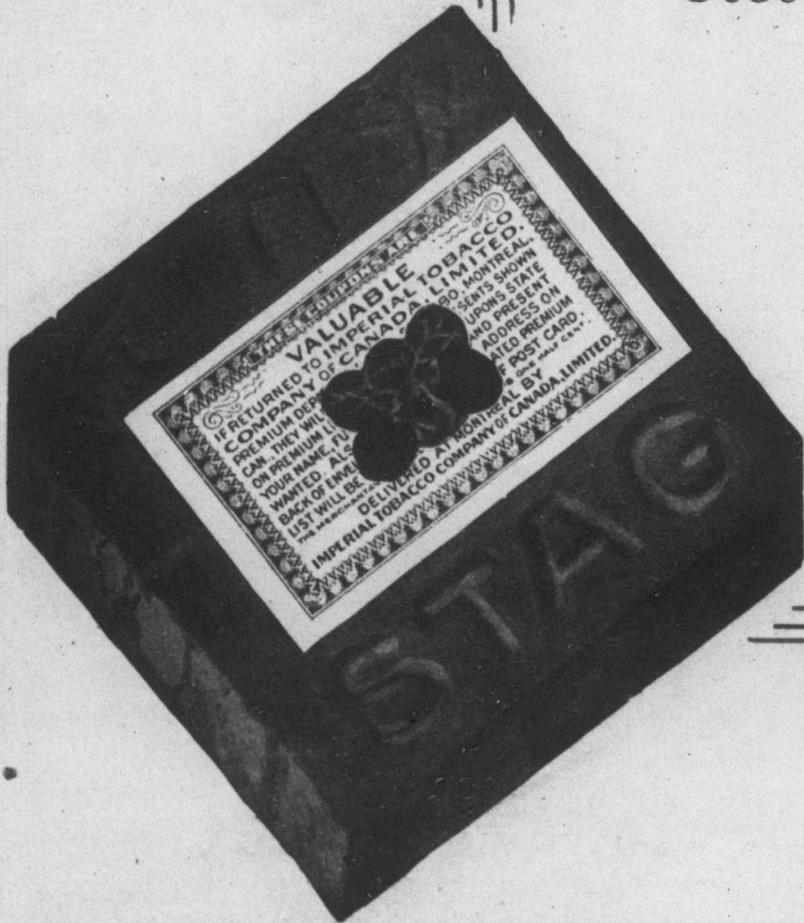
No 2

Let your tobacco department
increase your sales and profits
by selling

STAG

CHEWING TOBACCO

"Ever-lasting-by Good"



Its exceptional
quality pleases
all users.

*Handled by all the
wholesale trade.*



Canadian Housewives Want COWAN'S COCOA

We create a demand for Cowan's Cocoa through extensive and striking advertising. Housewives with their interest aroused want to buy it, and the dealer who carries it finds it in constant demand. Once a housekeeper has tried COWAN'S COCOA she will accept no other. She uses it in a dozen different ways in making cakes, puddings and pies, and finds it delicious and economical. When she wants more, she returns to your store confident that you have it on hand.

Made in Canada

THE COWAN COMPANY, LIMITED - TORONTO

NO INTRODUCTION NECESSARY



The persistent advertising campaign carried on by the manufacturers of Borden Milk Products has made the name "Borden's" a household word throughout Canada. It is so well and favorably known in Canada that products bearing our name sell without urging.

The demand has been created. All the dealer needs to do is to direct a little attention to these "Leaders of Quality" and he will quickly realize the great advantages to be derived from constantly featuring lines whose merits have gained for them world-wide popularity.

If you have not as yet fully tested the selling value of the Borden Milk Products, get a supply now and prove for yourself the many attractive features attached to the stocking of this High Quality Line.

SIX CANADIAN FACTORIES

The
Borden
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER

Just Arrived From Norway

We have received for delivery *six carloads* of small, fat

Norwegian Kippered Herrings

and small smoked

Norwegian Herrings in Tomato Sauce

100 x $\frac{1}{2}$ lb. oval flat tins to case

The quality of these goods is unsurpassed and they are guaranteed to be the finest Norwegian pack.

“Norse Crown” Sardines



These delicious little Norwegian Sardines are carefully selected to insure the perfect condition of each individual fish. They are then lightly smoked and packed in the purest olive oil.

Connoisseurs of fish will greet this announcement with enthusiasm. Book your requirements at once.

The Overseas Export & Import Co., Ltd., Norway

Sole Agents for Canada and Newfoundland:

Stewart Menzies & Company

32 Front St. W. - Toronto

TO THE CANADIAN COFFEE INTERESTS

We aim to fully give you 100% efficiency and service

We are now preparing to obtain a large volume of the Canadian business in 1920 and the moral of our Santos organization will back every one of our efforts.

WE WISH TO START RIGHT. WE WISH TO MAKE RELIABLE SHIPMENTS!

WE WISH TO GAIN THE FAITH AND CONFIDENCE OF THE CANADIAN PEOPLE.

To warrant the uniformity of quality of coffee used in your mills, we suggest that you kindly mail us, with as little delay as possible, the types of any special coffee you are using, so that we in turn can forward them to our Brazilian House as types which you are using, and to which we may refer when shipments are made to you.

In other words, whenever you make us offers, same will be understood—**IN ALL INSTANCES**—to be as nearly as possible equal to your regular Santos types.

J. ARON & COMPANY, Inc.

Importers **COFFEE** *Exporters*

New York
Chicago

New Orleans

Santos
London

Canadian Representatives:

A. T. Cleghorn, Vancouver
Nicholson-Rankin, Limited, Winnipeg

Alex. F. Tytler, London
Lind Brokerage Co., Toronto

R. M. Griffin, Hamilton
Henry M. Wylie, Halifax

Telling Everybody About LANKA

IN launching our new selling campaign on Lanka Tea, we have played no favorites. Lanka is advertised in magazines, in newspapers, in farm papers. At all times in big space with striking illustrations and compelling text.

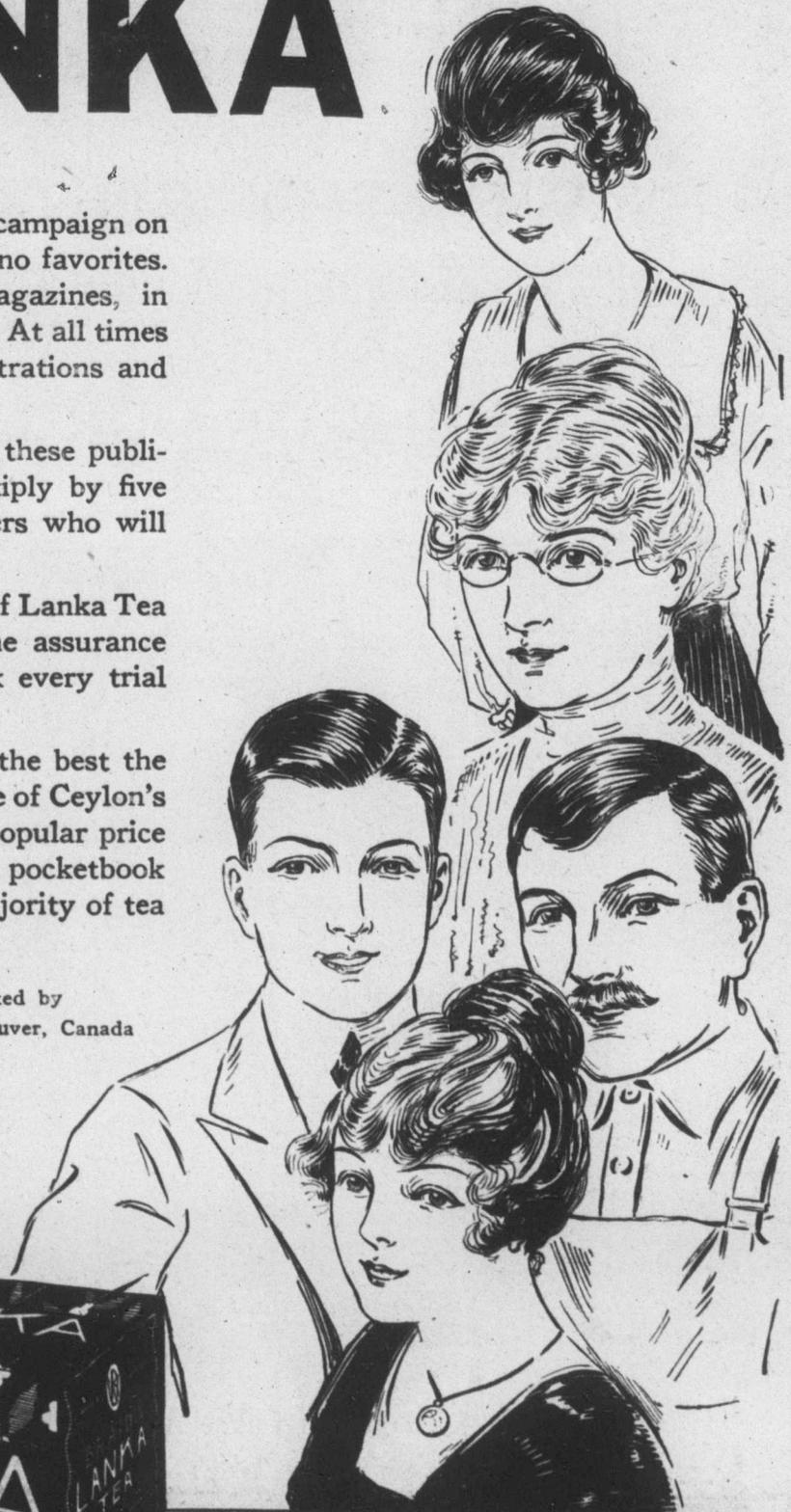
The aggregate circulation of these publications is over a million—multiply by five for the actual number of readers who will learn about Lanka Tea.

Then put in a generous stock of Lanka Tea to meet the demand. With the assurance that Lanka quality brings back every trial customer for a repeat order.

For Lanka Tea is positively the best the world produces—the finest grade of Ceylon's hill gardens. It is sold at the popular price of 75 cents a pound, to suit the pocketbook as well as the taste of a vast majority of tea buyers.

Lanka Tea is imported and packed by
WM. BRAID & COMPANY, Vancouver, Canada

Ontario Agents
S. H. MOORE & COMPANY
704 Excelsior Life Bldg., Toronto



BASKETS

BOXES

VENEER

CRATES

WORTHY CONTAINERS

are a necessity in marketing High Class Products

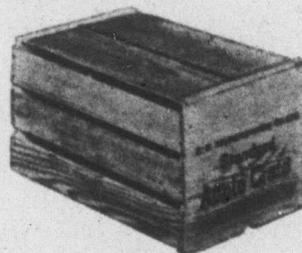
THE SUPERIOR QUALITY OF BRITISH COLUMBIA TIMBER IS WELL KNOWN

THREE OF OUR LEADERS



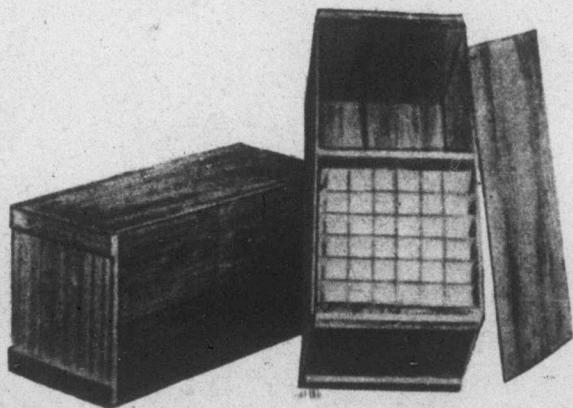
For marketing apples there is no package to compare with the box as shown in accompany cut. British Columbia apples now have a reputation which is unequalled in the market, and a portion of this reputation can be fairly claimed for the boxes. Competition demands the use of the highest standard container for your products.

The accompanying cut illustrates our Standard Apple Crate, which is used for marketing the lower grade apples. Our facilities are the best for giving prompt and careful attention to all orders for this package.



STANDARD COTTONWOOD EGG CASE

This case throughout is made from the famous Fraser Valley cottonwood, which do not confuse with inferior wood of the same name grown in other localities. After being cut by our up-to-date machines, it is thoroughly air dried. It then becomes one of the lightest and strongest of woods and is unequalled for cold storage purposes. This egg case cannot be surpassed. We are prepared to supply this case in carlots at short notice.



British Columbia Manufacturing Co., Limited

NEW WESTMINSTER, B. C.

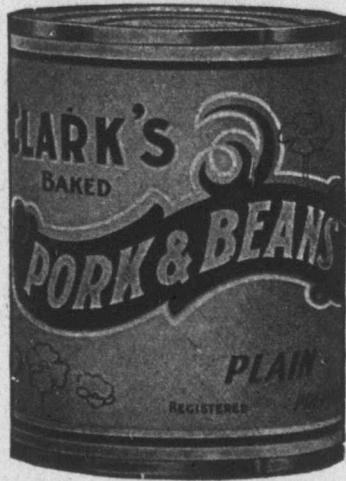
ONTARIO AGENTS

S. H. MOORE & COMPANY

704 Excelsior Life Building, Toronto

Illustrated Catalogue on Request

CLARK'S PREPARED FOODS

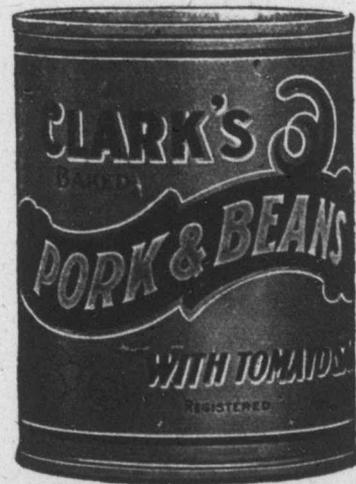


We need scarcely remind you are all the year round **SELLERS** and a well ranged stock is always to your advantage.

CLARK'S PORK & BEANS

Move rapidly at this season. Be sure to have them when your Customer wants them.

Study our list mailed you this week--It is worth while



W. Clark, Limited



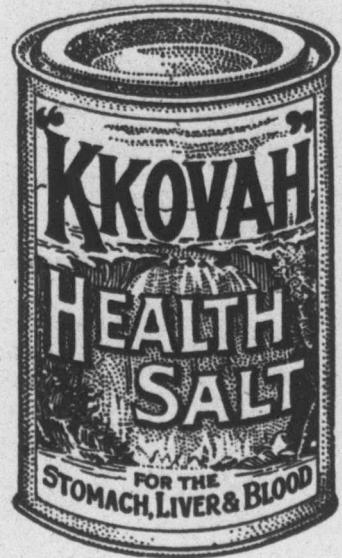
Montreal



“K KOVAH”
CUSTARD
and
“K KOVAH”
HEALTH SALT

Two active sellers that will win you fine profits and complete customer satisfaction.

Their quality and reliability is famous with housewives everywhere in Canada. Stock up with these popular Khovah lines. Their reputation sells them.



Sole Agents for Canada:

MACLURE & LANGLEY, LIMITED

WINNIPEG

::

TORONTO

::

MONTREAL

Big Business in Quebec and Eastern Provinces

MANUFACTURERS

if you want to market your Products in this rich territory, try our service. We guarantee to get distributions for you. Our travellers cover the country thouroughly.

WRITE US TO-DAY

WE CAN DO IT

MARTIN M. SICHELL & CO. REGD.

Merchandise Brokers

212 MCGEE STREET, MONTREAL

Man Left You, Did He?

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

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

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

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

Canadian Grocer Want Ads. 143 University Avenue
TORONTO



Why 1920 Prices cannot tumble

THE general trend of prices on Spices, Coffees, etc., will either advance or remain firm for 1920. There cannot possibly be any avalanche and present indications point to a gradual advance.

Heavy demand, coupled with inadequate transportation facilities, the continuation of high wages for labor, the high prices demanded for raw material by growers and existing exchange difficulties all point to a firm market as the year rolls on.

Our advice, based on our strongest convictions and reliable information is—keep your stocks in good shape.

Grocers everywhere find our *Sweetheart* Brand and *Loyal* Brand Coffee two exceptionally popular lines. *Sweetheart* Brand Peanut Butter is also a remarkably fast seller. Don't fail to get our prices on Mustard, Spices, Baking Powder, etc., before ordering. They'll please you as much as our other products.



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



Just a few of the nationally known products marketed in boxes manufactured by us

Only in British Columbia can we procure the clear, straight-grained timber to make the attractive packages shown.

You use the greatest care in designing the labels on your products—send them out in boxes that will do you credit.

Let us submit quotations on

BOX SHOOKS

for your particular requirement

The Pacific Box Co., Limited

Vancouver, B. C.

You're Next!

The Board of Commerce attacked the Packers, and there was, on the whole, general rejoicing. The Packers were few—those who enjoy bacon many. Doubtless many—in ignorance of the facts—thought the Packers were “gouging.”

Then one of the Commissioners criticized the farmers. It was a false step—a skid which he has probably lamented and has endeavored to repair, for it has lost him much popularity.

Now the Board of Commerce is setting prices for the retailer. It has dealt with some grocery lines—with clothing.

THE FINANCIAL POST brings out the dangers of the Board of Commerce's course. Dealing with this price fixing, THE POST'S expert writes:

“For instance, the percentage of profit on bacon and boned ham is set at 20 per cent. The merchant naturally asks on what basis he is to reckon his 20 per cent., and there is nothing in the published report of the ruling to assist him. Does it mean 20 per cent. on the price he actually pays for the goods? That is probably the viewpoint that any court would take of the matter, yet as every sound merchant knows, 20 per cent. on a buying price is just 16 2-3 per cent. of the selling price, and it is only the profit on the selling price that represents the actual profit to the merchant.

and on bacon selling for 60 cents a pound the retailer on the basis of profit outlined above loses 1 4-5 cents on every pound of bacon sold. If he slices the bacon he is permitted to take 2 cents a pound more; that would seem almost to let him out even.

“The lowest cost of business for such retail stores is between 18 and 21 per cent., according to the class of business done. Take the cost of doing business at the modest average of 19 per cent.

“There is, however, the large element of waste to be considered here; the ends of the ham or bacon must, of necessity, be a complete loss, which the merchant who slices his bacon has himself to meet. That the two cents per pound margin is pitifully small to cover these items of loss is illustrated by the fact that the New York City fair price list sets the margin for slicing bacon at 5 cents a pound, believing that it requires that amount to cover the element of loss in the process.”

If you are a grocer or a clothing merchant you want to follow the actions of this Board—to have the clear light of understanding brought home as THE POST brings it home. If you haven't been touched yet—well, “You're Next” and equally you require to be informed.

To this end subscribe for this business man's paper—

THE FINANCIAL POST

For its wide information on business—for its news on financial matters, but perhaps most of all for its sane, balanced viewpoint THE POST has value for you.

THE FINANCIAL POST dares to stand out against any popular, but unsound movement or action. Those who appreciate courage and conviction appreciate THE POST whether they always agree with it or not.

Make sure of THE FINANCIAL POST for 1920 now by filling in and returning this coupon.

Subscription price \$3.00 per year (52 issues)

THE FINANCIAL POST

143-153 UNIVERSITY AVE., TORONTO

MONTREAL

WINNIPEG

Annual Subscription \$3.00.
THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me a regular subscriber, commencing at once. I forward \$3.00 to pay for my subscription for the first year. enclose

Name

Address

Please write plainly

THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

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

Amongst their greatest favourites are the following:—

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

Representatives :

NOVA SCOTIA and PRINCE EDWARD ISLAND

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

NEW BRUNSWICK

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

QUEBEC

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

ONTARIO

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

MANITOBA, SASKATCHEWAN and ALBERTA

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

BRITISH COLUMBIA

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

NEWFOUNDLAND and LABRADOR

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

HUNTLEY & PALMERS, LIMITED READING AND LONDON, ENGLAND

BLACKWOODS

"Here Since 1876"

During this time we have grown with the West.

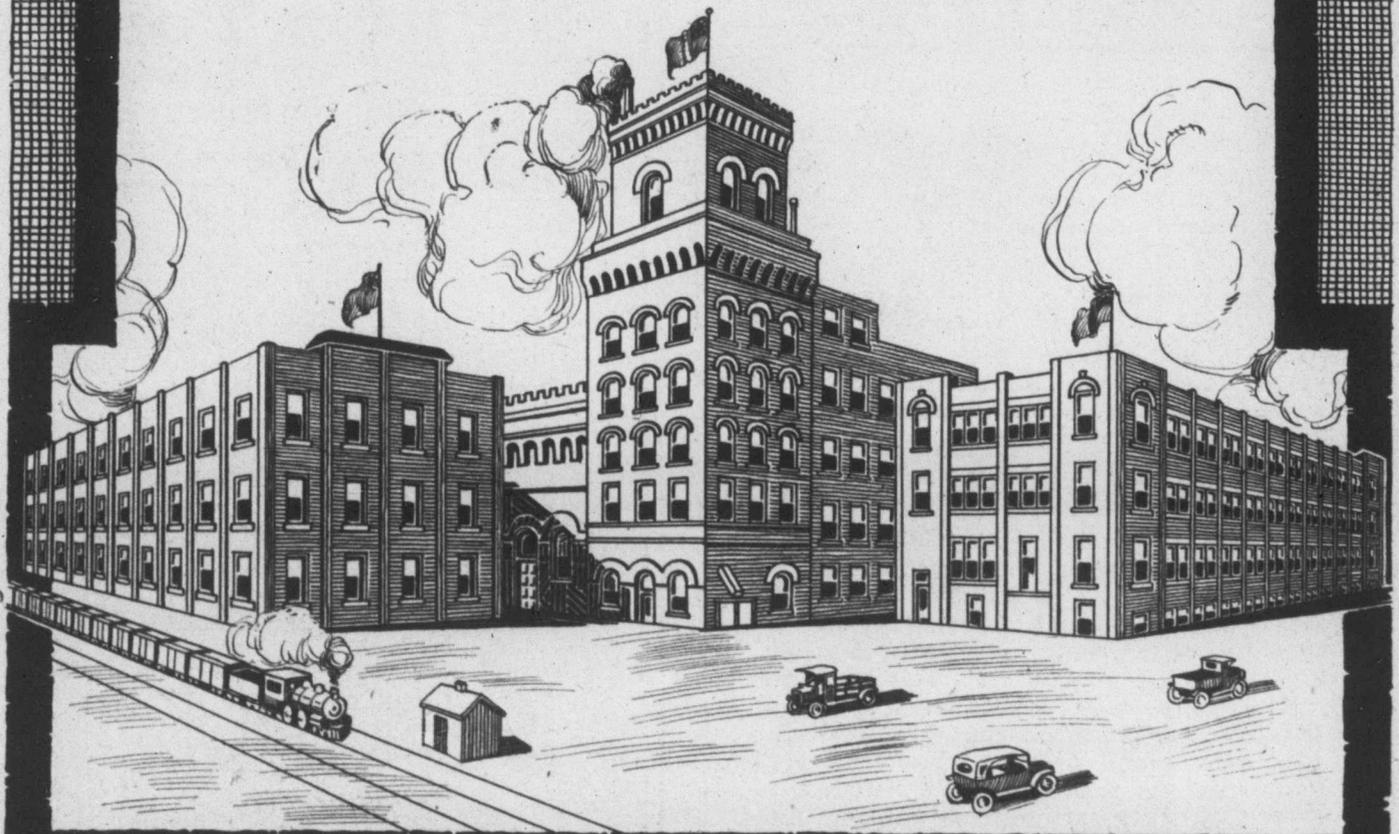
We have developed a line of products that has been a splendid source of supply to dealers in the West. The "B.B." products include—

PICKLES
RELISHES
TEMPERANCE DRINKS
"B.B." SAUCE
BAKING POWDER
EXTRACTS

SAUCES
VINEGAR
VANILLA
LIQUEURS
FOUNTAIN SYRUPS
TEAS, Etc., Etc.

Ask your wholesaler. If he cannot supply you—ask us.

Blackwoods Ltd. Winnipeg, Man.



ROBINSON'S Ice Cream Cones— Means Pure Cones

No colouring—no handling—from the flour and sugar bag to the box without being handled. 'Nuff said.

- ROBINSON'S SPECIAL PURE CAKE
- “ Pure Cake
- “ Favorite Cone
- ROBINSON'S CONE NO. 1
- “ Cone No. 2
- “ Wafers

Nothing just as good nor near as good. Prices and service compare favorable with any others.

Write for samples and prices to

Maple Crispette Co., Limited
Montreal

GENERAL SALES AGENTS east of the Great Lakes and British Columbia.

We are now opening offices in Toronto.

POPCORN PRODUCTS

The famous “Maple Crispette” price bag

- | | | |
|-------------|------------------|-------------|
| | Old Log Cabin | |
| | Maple Crispettes | |
| Write for | Pop Corn Balls | Write for |
| Samples and | Pop Corn Bricks | Samples and |
| Price List | Pop Corn Cones | Price List |
| | Pop Corn Rounds | |

Something New:

“TOOTSIE CRISPS”

the best Pop Corn manufactured anywhere. We also sell “Popping Corn,” finest quality only, guaranteed 90% popping test.

Maple Crispette Co., Limited
Montreal

TOMATO PASTE

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

P. PASTENE & CO., LIMITED

340 ST. ANTOINE STREET - - - MONTREAL, QUE.

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Sell Us Your

JUTE SUGAR

— BAGS —

AND COTTON LINERS

We'll pay you the highest price for them in any quantities, small or large. Just gather them together to-day, tie them up and put a tag on them.



Scientific Reclamation of Commercial Waste

E. PULLAN

TORONTO

WETHEY PRODUCTS

ARE GOOD BUYING TO-DAY

Condensed Mince Meat

Bulk Mince Meats

Pure Jams

Pure Orange Marmalade

Mother's Blended Jams

Each a Leader in its Class

Order from your Jobber.

J. H. WETHEY, LIMITED

St. Catharines, Canada

BEAVER BRAND FINNAN HADDIE BEAVER BRAND MACKEREL

Lenten trade will soon be here and above lines are good sellers. Only limited quantity left and quality is guaranteed.

We consider prices Canned Fish will have advancing tendency. Materials are costing more, also the necessities of life, and we cannot see how any decline can take place. We advise placing order now.

Prices on Application

J. W. WINDSOR, LIMITED
MONTREAL

A Fish Department! Stocked With Watson's!! Two Good Ideas For This Fall

Every grocer has not the facilities to handle meats, but there is no reason why he could not stock our smoked and pickled fish, and sell every family at least once a week. Many families will buy pails of herring at a time.

SMOKED	SPECIAL	PICKLED
Kippers	Feature Herrings	Scotch Cured Herring
Bloaters	in 10-pound pails.	in barrels, half
Boneless Herring		barrels or pails.
Herring Chicks		

The Possibilities in These Lines for You are Well Worth Investigating.

Write for Particulars to

**Watson Bros. Fishing and
Packing Co., Limited**
Vancouver

Western Representatives
Donald H. Bain & Co., Winnipeg

Ontario Representatives:
S. H. Moore & Company, Excelsior Life Bldg., Toronto

The Norcanner Brand



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

Bravo Brand Sild Sardines

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



Your jobber can supply you.

NORCANNERS, LIMITED
STAVANGER, NORWAY

American Headquarters:
105 Hudson Street, New York

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

DESICCATED COCOANUT

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

Our agents are:

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

Dodwell & Co., Ltd.

Importers & Exporters
VANCOUVER

What Raisins Do You Sell?

Begin the New Year by taking an inventory of your raisin stock! You will have food for reflection. Especially if you are not stocking

SUN-MAID RAISINS

Grocers who stock these extensively advertised Raisins and take advantage of our sales helps (FREE) find Sun-Maid a profitable brand to handle.



Our beautiful and compelling advertising appears in the leading national magazines that go into 8,000,000 homes—the homes of your customers. In these homes are 40,000,000 people for whom these women buy foods. It helps them solve the problem of serving new, delicious, and wholesome foods that are welcomed at the table.

Three varieties—Sun-Maid Seeded (seeds removed).
Sun-Maid Seedless (grown without seeds).
Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership 9,000 Growers
Fresno, California



Bring Them Together!

With
Satisfaction
and
Profit For All



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

Though there is no Government Certificate of quality obtainable yet for Canned Goods, the buyer of Herrings can feel sure of getting the best Herrings packed by buying

WALLACE'S HERRINGS

Wallace Fisheries Ltd. :-: Vancouver, B. C.



HOPS

In Quarter and Half Pound Full and Short Weight Packages
BUY DIRECT FROM THE PRODUCER
BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
 Sardis, Agassiz,
 B. C.

Head Sales Office:
 235 Pine Street
 San Francisco,
 California.



Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

You can now make a substantial profit on
FLAT FISH SOLES, BRILLS
 Specify "Rupert" Brand to Your Wholesaler

SPEED UP YOUR FISH DEPARTMENT

It can be made the most profitable one in your store. Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

The World's Largest and Most Modern Fish Cold Storage Plant

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of Winnipeg
 Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg and Points West
 If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

TO THE RETAIL TRADE:
 Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

CANADIAN FISH & COLD STORAGE CO., LIMITED
 PRINCE RUPERT, BRITISH COLUMBIA

A Pink Salmon

Caught in Salt Water
 Is Delicious
 under

HALL PINK Brand

With the Green Trade Mark



Imperial Grain and Milling Co., Limited
 VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

Squirrel Brand PEANUT BUTTER

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

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

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

Say you saw it in Canadian Grocer, it will identify you.

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

Say you saw it in Canadian Grocer, it will identify you.



EVERY MORSEL EDIBLE,
AND DELICIOUS

ALBATROSS PILCHARDS

are not weighed in the scales
THEY'RE SCALED FIRST

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

QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.



DOMINION CANNERS B.C. LTD.
Vancouver, B.C.

OLIVE OIL

PRICES ARE ADVANCING

ORDER NOW

"Purity" Italian Olive Oil
"Pasco" Spanish Olive Oil
Quality Guaranteed

P. Pastene & Co. Limited
340 St. Antoine St. Montreal, Que.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

A. M. Maclure & Co.

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

ALEX. BAIRD LTD.

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

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg
Branches at
Regina, Saskatoon, Calgary, Edmonton

C. H. GRANT CO.

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

F. MANLEY

Manufacturers' Agent
42 Sylvester-Willson Building
WINNIPEG

Mention This Paper When Writing
Advertisers.

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals
Bakers' and Candy Manufacturers' Supplies
533-537 Henry Ave., Winnipeg

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

Herewith are Some Facts on Product Marketing

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

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

Get in touch with us.

Head Office: WINNIPEG

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN CANADA

MANITOBA
SASKATCHEWAN

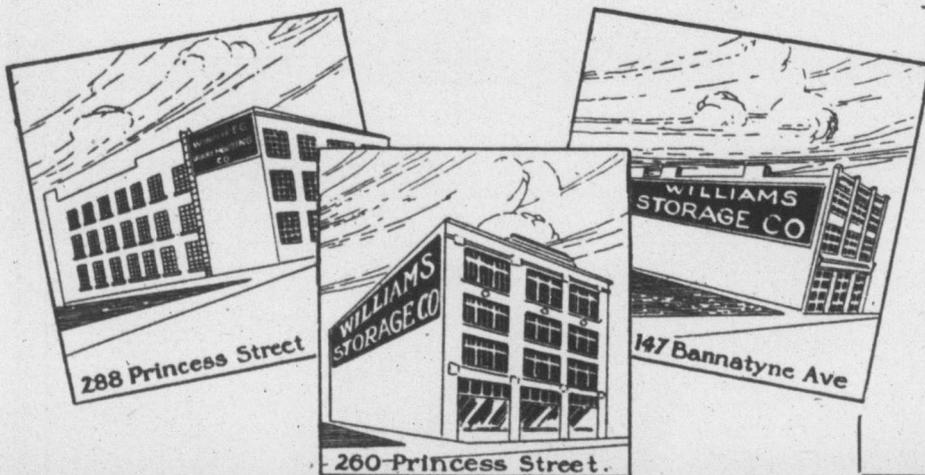
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with an energetic sales force covering all Eastern Canada, selling to wholesalers, want lines of canned goods, jams or any other similar lines on commission basis. Address **Dominion Sales Company**, 412 Birks Bldg., Montreal.

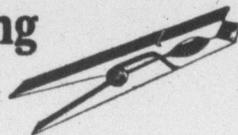
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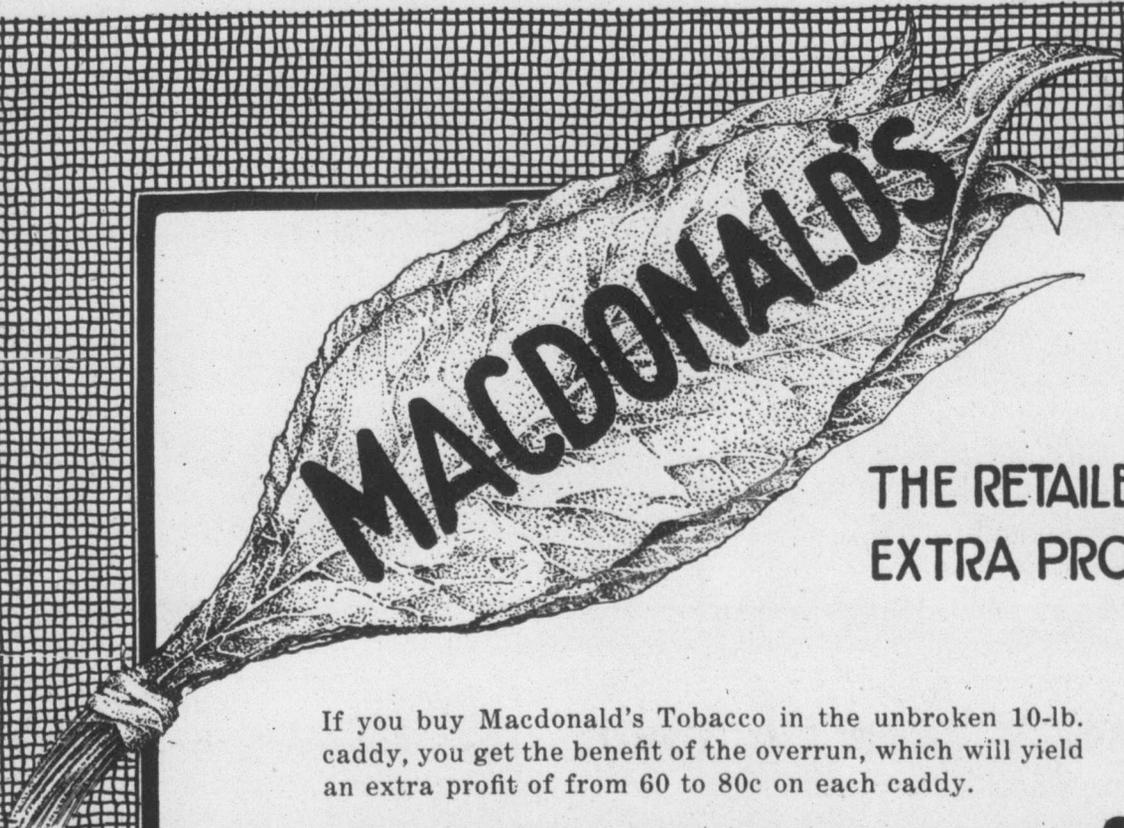
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**ROLLED WHEAT
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STANDARD OATMEAL

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are now arriving
 fresh shipments
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Consult your wholesaler.

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Every Grocer
in Canada
will Share in
the Prosperity
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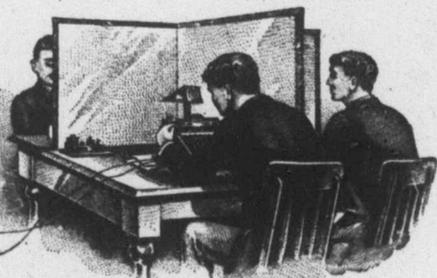
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THE SERVICE BROKERS

CANADA

CANADIAN GROCER

Vol. XXXIV

TORONTO, JANUARY 9, 1920

No. 2



No Ground for Fear in the Coming Days



By J. L. RUTLEDGE

THE impression still prevails in some quarters that pronounced declines in prices are to be expected at almost any time. The advocates of this theory have been vociferously voicing it for several years past. Inexperience in high prices had led many people to believe that these new levels were an impossibility and could not be maintained for any length of time. When the war came to an end in the dying months of last year, there were many men, whose judgment was worthy of consideration, who held that sharp declines were to be anticipated. Basing its judgment on the conditions not only in the food handling trade, but on a wide variety of other industries which the breadth of the MacLean Publishing Company organization made readily available, CANADIAN GROCER took issue with this viewpoint. It could not then see that material declines were a possibility, and the past year has borne out the correctness of this judgment.

Changing Conditions Unlikely

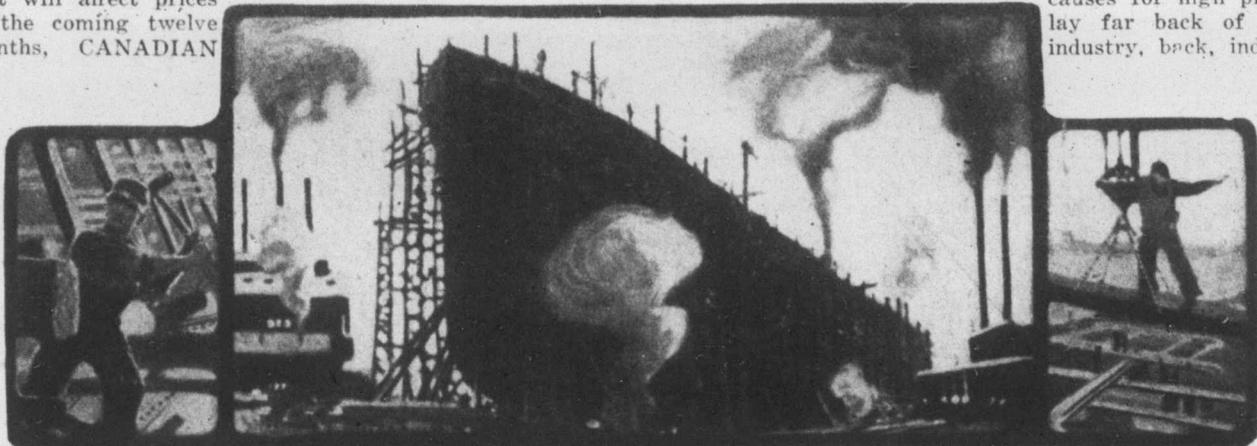
In facing the present year, and in endeavoring to review the conditions that will affect prices in the coming twelve months, CANADIAN

GROCER is constrained, by its judgment of conditions, to believe that in the coming year, as in the past, there is little chance of material changes toward easier prices. Incidental conditions may bring about fluctuations in certain products, but the general tendency in the large majority of products will not be toward lower prices.

There are, of course, a multitude of reasons for any such judgment, but chief among these is the factor of a world shortage of foodstuffs. Canada has not felt the direct results of these conditions in any serious scarcity, and, therefore, Canadians are sometimes inclined to question the facts, and to

blame the manufacturer or distributor for the ever-growing prices. There is no evidence, however, to support this theory. In the United States the great packing houses, which were generally credited with maintaining prices, were compelled by Governmental interference to discontinue a large part of their business. The change that, had the public judgment been correct, ought to have resulted in pronounced price changes did no such thing, because the causes for high prices lay far back of any industry, back, indeed,

"I do not foresee any change from our present measure of prosperity for at least five years, probably for seven. The world is face to face with a famine of essentials. The shelves of the grocer, the draper and the hardware merchant are bare, the ships that we need to bear our trade are yet to build. Everywhere people are needing goods that they cannot buy at any price because the goods are not there to purchase. While these conditions last, while all the world is a buyer, there can be no thought of hard times."—LORD LEVERHULME.



to the stark fact of a world of hungry mouths with too little to feed them.

The Course of Food Prices

Consider the case of some of the staple lines. Pork products have, of course, declined somewhat on a mandate of the Board of Commerce. Such measures, of course, mean only a temporary improvement that may, and probably will, react to the detriment of everyone. For the rest, sugar, one of the most generally used commodities, that is a component in a very large number of food products, is scarcer this year than it has ever been before. A record crop in Cuba is offset by shortages in the Eastern hemisphere which imposes increased demands on this the only large, free source of supply. New crop sugars that last year were purchased at about 6 cents have already reached 8½, and may well, under the urgency of demand, advance beyond these figures. There can be no cheaper sugar during the coming year, and there is the practical certainty of advances. In every commodity in which sugar is used this fact then becomes a factor in price.

Wheat Prices Set a Standard

Recently the Canada Wheat Board advanced the minimum price of hard wheat to \$2.80, to bring it in line with the American market price of \$3.10, and to prevent an export movement that would be dangerous for the Canadian flour industry. As a corollary Government standard spring wheat flour advanced from \$10.90 to \$13.15 at Montreal. Here, again, it is not only in the single product that the result will be felt, but in every product in which flour is used. The price of wheat has always been a determining factor in the prices of all products. Bread, it is expected, will advance about 2 cents a loaf as a result. More than that, this advance in wheat will mean an advance in mill feeds as a direct result, and as an indirect result an increase in oats and oat products, and, in fact, all cereal lines, for no product stands by itself.

With sugar high, molasses must remain high; else the producers would be better paid in selling their product as sugar. And with molasses high and corn high, all other syrups are assured of a firm basis also.

Rices are in demand; other countries are bidding for stocks in Canada, and there are conditions of shortage on most of the producing markets.

Exchange a Factor

The Indian rupee exchange, the basis of exchange for teas, is the highest that has ever been known, which means that Canadian tea buyers have to buy on adverse terms. There can be no declines here, therefore. In coffee, after several years of bumper crops, the world is faced with a merely fractional crop in Brazil, the big coffee market of the world. Brazilian planters have faced lean years during the war; now their chance has come and they are tak-

ing advantage of it to the full, and their advantage means higher prices. There are other general factors that have a marked effect on prices, notably the exchange situation. Not only is Canadian exchange considerably down, but Canadian purchasers through British markets, and much imported goods come this way, are at the disadvantage of the greatly depreciated sterling exchange.

Easier Freights Make No Difference

Transportation charges have been a large factor in increasing prices during the war, and the return to normal, it was confidently expected, would bring about much improved conditions in regard to prices. Conditions are improving daily, yet despite lower freight rates and lower insurance costs, commodities that have been subject to these charges have not responded in lower prices. The imperative call of a hungry world for necessary foodstuffs has far offset any trifling saving to be gained this way.

Labor and Prices

There are still other factors to be considered, and among these is the item of labor costs. Labor costs have advanced with prices, and prices have advanced with labor costs. It is a vicious circle that it is difficult to unravel. Wages cannot well go down while prices remain high, yet wages are one of the large elements in maintaining those prices. The only condition that could produce lower wages would be a glutted labor market, and this, despite the croakings of many calamity mongers, is not a fact. The world needs not only food but a multitude of other things; the world's shelves are bare of almost everything. The firms that four years ago were busily engaged in beating their plows into swords are just as busy today in beating them back to plowshares

again. There is a world need for a world of things. There has, moreover, been a movement of European peoples back to their own country, that has still further depleted the labor market. It is true that Canada has had to assimilate something in the neighborhood of half a million men. It looked like a super-human task a year ago. But to-day it is practically accomplished. There are isolated instances, perhaps, where men are out of work, or where the workers exceed the demand. But it is safe to say that there is no surplus of labor anywhere. More men earning good salaries are producing an increased demand that means more business; so it is everywhere. Men on good salaries will be steady buyers, and while the demand lasts there can be no slump in prices.

A Time For Courage and Optimism

In looking into the coming year we can see little reason for apprehension, little probability of declining prices that would be dangerous to the merchant. Such things may come, but not within the immediate future. It is, we believe, another year of opportunity for the merchant. Not a speculative opportunity as it has been in some of the years that are past, but the opportunity for good sound, profitable business, a business of well-filled shelves and aggressive business methods. It is not the time to cram warehouses with surplus stocks, it is equally not the time to cut stocks to the bare shelf limit. It is unquestionably a time for average sound business buying, and the merchant who buys on the expectation of a keen and buoyant market, without timidity and without bravado, should face another year-end with a better business than he has known before.

Laundry Soaps Advance 50 Cents

Increasing Costs of Raw Materials and the Exchange Situation
Are the Two Factors Contributing to the Higher Prices—
Soap Now More Than Twice Pre-War Figure

LAUNDRY soaps have advanced to new high levels. An increase of 50 cents per case has been named on such well-known lines as Sunlight, Comfort, Surprise and Borax. The present Toronto figure is now \$9.25 per case. The rapidly increasing prices in raw materials, and the exchange situation, are the two factors that have contributed chiefly to the stronger market for soaps. The price of fats rose to high figures in the Summer months, but eased off to some extent in the early Fall, but now are again at very strong prices. Laundry soap is now more than twice the price of pre-war days. The new quotation of \$9.25 compares with \$4.15 per case in the days before the war.

In the values of raw materials, fats that previously cost six and seven cents

per pound are now costing 17 cents. Resin that used to cost four cents per pound is now worth 12 cents. Essential oils are also very much higher. The fact that large quantities of fats, as well as all the resin and essential oils that are used in soap-making are brought in from the United States, renders the cost of production very high, by reason of the position of exchange.

According to the statement of J. E. Ganong, of Lever Bros., soap manufacturers, the present situation in New York exchange, and the depreciation of the Canadian dollar, practically means another 10 per cent. added to the cost of the raw materials. Any easier tendency in the market is not anticipated as long as the present situation in exchange rules.

No British Jams or Peels Expected

James Wagstaffe of Wagstaffe, Ltd., Hamilton, Speaks of the Result of His Observations on a Trip to the Jam and Peel Producing Sections of the Old World. Little Export From These Countries Possible

JAMES WAGSTAFFE of Wagstaffe, Ltd., Hamilton, Ont., has just returned from a trip undertaken for the purpose of getting first-hand information as to the market conditions prevailing in the peel and jam trade, and to discover what chances there were of outside competition in these lines. After visiting Spain, where the Seville oranges originate, Gibraltar, Corsica that provides much of the citron for citron peel, and in Italy visiting the centres of lemon, orange and citron culture, Geneva, Rome, Naples, Massina, Palermo and Syracuse, as well as the factories in England, and having interviewed some of the largest manufacturers of peels, and also the great Grenier peel plant at Leghorn, Italy, Mr. Wagstaffe returned to this country, confident that this new development of Canadian industry had a splendid opportunity to establish itself, because there was little possibility of any real competition from other countries for some years to come.

Cannot Compete With Canadian Product

"Very little, if any peel," says Mr. Wagstaffe, "can be shipped to Canada in a finished state to compete with the Canadian product. Very little American peel either will be brought to this market." The reason, Mr. Wagstaffe asserts, is the same in every case, the acute shortage of sugar. Sugar in these countries is selling at a considerably higher figure than in Canada, which gives the Canadian manufacturer an advantage, while there is also the advantage that the raw product comes on the market duty free, while the finished product has to face a high tariff. Mr. Wagstaffe is confident that for these reasons the peel trade has come to stay in Canada.

Little Import of Jams and Marmalade

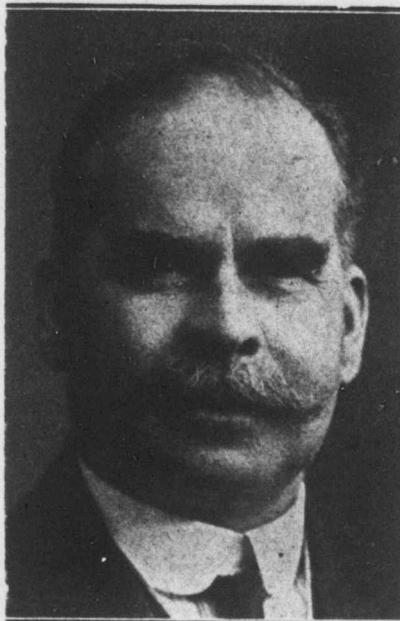
For somewhat the same reasons there is little likelihood of any appreciable exports of British jams and marmalades for some time to come, certainly not until exchange reaches a somewhat more satisfactory basis.

There is another factor and that is the actual scarcity of fruits. This has been a really serious problem with the British jam manufacturer. He has found great difficulties in the past in securing supplies. For the first time in history many of the British manufacturers are going largely into the business of growing fresh fruits for their requirements; especially are they thus providing for their soft fruits.

Materially Increased Consumption

There is another large factor, according to Mr. Wagstaffe, for the firm position of jam prices, and for the probably firmer tendency of these products with

the turn of the year, and that is materially increased demand. "Before the war," he states, "no one would have thought of seeing jam on a foreign rail-



James Wagstaffe, who tells of outlook in jams and peels, following investigations in Europe.

road, now it is seen everywhere, and is very generally used on the continent where prior to the war it was hardly known. An eminent authority also estimates that in the United States the demand for jam has increased 500 per cent.

"This, of course, is largely due to the fact that the men going overseas were made familiar with jam as a food as they never had been before, and had found

it to be an important part of the daily ration. They have returned with a taste developed and as a natural result they are purchasing jam as they never did before."

Mr. Wagstaffe, in commenting on his trip, spoke of the conditions that prevailed in many of the warring countries. England, Belgium and even Germany, he believes, will soon recover from the shock of war, but he believes that it will take some time before France and Italy can return to anything like normal.

To get some idea of the condition in Northern France, Mr. Wagstaffe made a 700-mile trip along the battle area, and was able to see for himself the extent of the devastation occasioned by the warring armies. Leaving Paris by automobile on Saturday morning, his party visited Saignies, Boyelles, Londries, Mercastel, Arras, Vimy, Lens, La Bassee, Douvin, Armentieres, Pont Rouge and Roye, where the party stopped for the night. Continuing the next day, they visited Houplines, Quesnoy, Meaux, Soissons, Moulin de Laff aux, Chemin des Dames, Anizy le Chateau, Coucy le Villers Cotterets, Soissons, Carriers de Chateau, Amiens, Albert, Poizieres, Courcellette, Le Sars, Walencourt, Bapaume, stopping the second night at Lille; the party also visited Douai, Arleux, Cambrai, St. Quentin, Ribemont, Moy, La Fer, Tergnier, Chauny, Ribecourt, Compiègne, Senlis and thence back to Paris.

The confidence of Wagstaffe, Ltd., in the future is well shown in the fact that they are at present time expending \$125,000 in a further extension of their buildings to take care of the anticipated increase in business in jams and peels in the coming year.

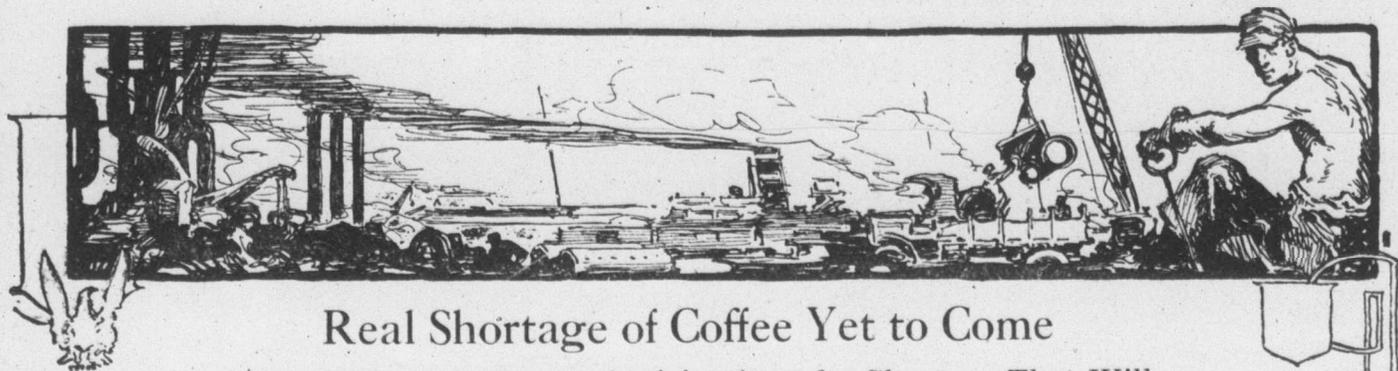
Outlook in Cereals is Very Strong

Grain Futures Are All Showing Higher Tendencies and Spot Prices Do Not Warrant Any Lower Values in Cereals

THAT the action of the Canadian Wheat Board in advancing the price of wheat fifty cents per bushel will have a sympathetic effect in strengthening the values of other cereal grains, seems to be the opinion of some cereal manufacturers. It is generally conceded that prices of rolled oats are not going to be any lower, and higher quotations are predicted. The continued insufficiency of production is having its effect on the market, and until supplies are more equal to the demand, there are bound to be very strong values. With good milling oats costing the millers slightly over a dollar per bushel, delivered at the mills, and little likelihood of this figure declining any on the present

crop, there is absolutely no possibility of rolled oats going to the trade at easier prices. In fact, from what can be learned of conditions generally, the trade is well advised to buy at present quotations.

The grain markets are all very active and strong at the present time. Both corn and oats are advancing for future delivery, and there is a tremendous demand for them. In corn products in cereal lines, prices are very firm, and manufacturers foresee little to warrant an easier market for the first months of the year, at any rate. The trend of the primary markets are all in the other direction, and this largely determines values of the manufactured products.



Real Shortage of Coffee Yet to Come

Recent Advances Due to Anticipation of a Shortage That Will Become an Actual Factor Sometime in July. This Year's Crop in Brazil a Fraction of Normal. Coffee May Show a Further 5 Cents a Pound Advance

COFFEE prices have been advancing sharply of late in the expectation of a shortage that has not yet arrived. The high prices and fluctuations of recent date have been solely due to this cause. But this coming year is going to see the accomplished fact, and there is little doubt that this will mean still further advances. It is probable that the actual shortage will not be felt until July, because there has been a heavy carry-over of coffee from the previous year's crop that will be a protection against a shortage until these stocks are exhausted, which will probably be early in July.

Only Fractional Crop in Brazil

That there is an actual shortage of coffee to be faced is beyond all question. During the last six months of 1919 a total of 4,263,000 bags of coffee were received at the shipping ports of Brazil. In 1918 for the same period the figures were 8,957,000 bags. From this large crop there was a substantial hold-over owing to lack of ocean tonnage and a somewhat circumscribed demand.

Moreover, the crop total for the past years show a most marked decline. In 1917 the figures stood at 15,120,000 bags; in 1918 at 9,140,000 bags, while the present season's crop is estimated at 5,500,000 bags, only slightly more than one-half of the previous year's output, and about one-third of that of the preceding year.

Of course the bumper crop of the year 1917, combined with a largely restricted demand, left a very appreciable carry-over to offset the shorter crops of the last two seasons, but even these reserves cannot last for ever, and the strongly-increased demand of the recent date has rapidly depleted these reserves, so that after the middle of the coming year the world will have to depend on the present year's crop.

Brazil Can Hold Coffee For Its Price

There is another factor that enters into the matter, and that is that probably more than any other country, Brazil has profited by the war. Her huge deposits of manganese were in keen demand by all the belligerent countries, and

have developed immense fortunes. Brazil has taken to speculating in coffee, believing that after the dull years of the war there ought to be a strong demand for this premium product of the country. The country is financially strong, and is ready to hold the stocks for their price. The fluctuations of exchange will have practically no effect, because the Brazilian holder will fix the price so that whatever the rate of exchange it will net him the same in Brazil.

The factor of transportation is not likely to have any effect. That possibility has been already discounted. During the war freight from Santos to New York was \$3.50 a bag. Recently it dropped as low as 80 cents, and is now standing around a dollar, but the cost of coffee still remains firm.

Brazil is the dominating factor in the coffee market, and other sources will largely set their prices on a basis of the Brazilian price. Colombia, too, had a large crop last year, and is likely to be much lighter this season, so that there is no likelihood of aid from any other source to offset the high Brazilian prices.

According to reliable information everything points to higher coffee, with a conservative estimate of the advance setting the probable advance at 5 cents a pound. In any event there is certainly small possibility of declines other than the usual momentary fluctuations of the market, whereas there is every indication that there will be a continuance of the steadily mounting figures till a five cent advance or something of that nature has been reached.

Chocolate Manufacturing and Exchange

Existing Conditions of Exchange Between New York and London Have Important Bearing on Chocolate Market—Prices in First Quarter of 1920 Will be Very Firm

SEVERAL conditions affecting the original cost of raw materials, used in the manufacture of chocolate confections, have become more intensified in the past few weeks. F. McRae, manager of the Hooton Chocolate Company, Limited, told CANADIAN GROCER in the course of an interview. Unquestionably, he said, the variation in exchange in Europe, United States and Canada has a deterrent effect on the export business, which reflects itself on the internal business of both United States and Canada. With what degree of permanency the exchange market will hold the downward tendency is hard to state, but the logical deduction is that the trade balances between the different countries will require to right themselves before sterling can be brought anywhere near a normal basis.

Dual Effect on Canadian Firms

The lower sterling exchange has a dual effect on Canadian manufactures. In the first place, it is necessary to purchase raw materials in the United States,

Mr. McRae pointed out, thereby accepting the terms of exchange between New York and Toronto, which has been as high as 11¼ per cent. Such raw materials as cocoa butter and cocoa beans are largely purchased through United States, as a result of New York produce brokers controlling the medium of distribution of such raw materials as are used. It is difficult to understand why cocoa beans grown in British possessions should find their only trend of distribution through New York, but the explanation appears to be that sellers in British possessions are inclined to sell through New York, and enjoy New York rate, with a distinct preference for this exchange.

A Triangle of Rates

"Canadian exchange on New York figures as a triangle of rates, namely, the sterling rate between London and Canada, the sterling rate of exchange between London and New York, and the dollar rate between Canada and New York," Mr. McRae continued. "Fluc-

tuations in sterling on either leg of that triangle result in equalizing fluctuations in the New York-Canadian rate. This equalizing process tends to make the direct rate of exchange between New York and London equal the indirect rate via Canada. Should the rate drop on the direct exchange, the foreign exchange banks in New York and London would endeavor to make a profit by purchasing the exchange in Canada, with the result that exchange via the latter route would tend to equalize with the

direct exchange. We feel further that the probable course of exchange between United States and Canada depends to a considerable extent upon the outlook of sterling exchange on New York.

"In view of these conditions, we contend that the future of this business will be governed to a considerable extent by what the conditions are between New York and London.

Prices No Lower

"If you will analyze the chocolate Continued on page 34

dominating influence. While it is impossible to buy sugar in any large quantities at the present time, most of the manufacturers had good supplies on hand since 1919, that had been purchased at the lower levels. But any sugar bought in 1920 will only be at a high figure. Mediterranean fruits, almonds and walnuts are fully one-third higher, and shelled walnuts are very hard to obtain. Almonds are fully 15 cents per pound higher than last year.

"In the matter of chocolate, there has been no material advance in 1919. Cocoa beans to import, however, are costing eight cents per pound, all these factors entering into the possibility of a very firm market for chocolates in 1920, with little to indicate any hope of very marked recessions."

During the year 1919, the exports of confectionery from Canada were the heaviest in history, and were in marked contrast to pre-war times. For the first ten months of last year, exports totalled more than \$15,000,000, as compared with \$4,000,000 in 1914. Of course, this export trade will not be permanent as far as this country is concerned. As soon as England and the Old Land generally can get supplies of sugar, and other raw materials, and return to their normal production of pre-war times, a great deal of this business will be lost for Canada.

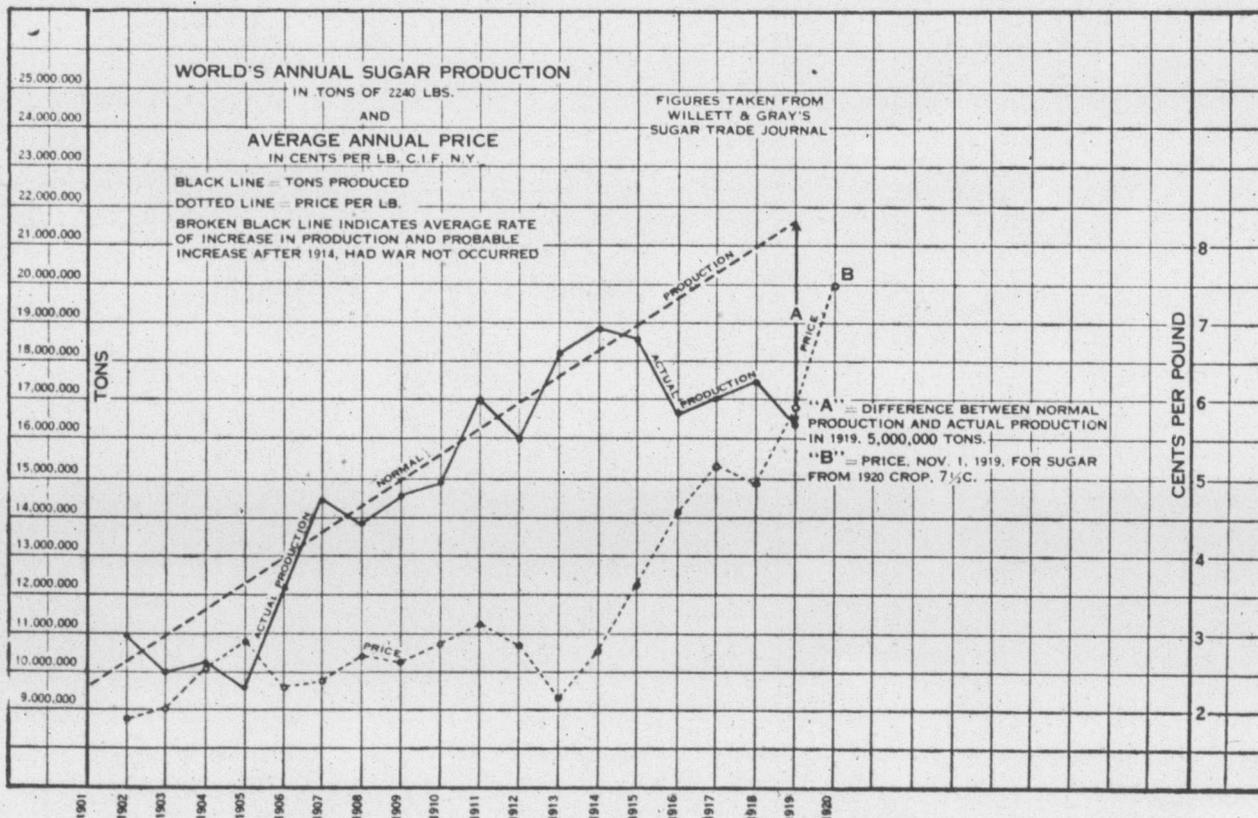
Trend in Candies Likely Higher

Wm. Robertson, of Robertson Bros., Toronto, Sees Little Possibility of Any Lower Prices in 1920—On the Other Hand He Believes Values Will Advance

CANDIES generally are not going to decline, but considerably higher prices will likely prevail in 1920, than are now ruling, according to the opinion of Wm. Robertson, of Robertson Bros., candy manufacturers and distributors, Queen Street East, Toronto. "We were paying 12 cents per pound for sugar at the close of 1919, as compared with 9½ cents the year previous, and we look for 15 cent. sugar before March," Mr. Robertson told CANADIAN GROCER. "I

do not think that the advances in confectionery have kept pace at all with the rapidly advancing markets for the commodities used in their manufacture. As far as our own candies are concerned, there has only been a jump of 1 cent per pound in the past year. But there will be an advance of from three to four cents per pound in 1920. I do not see how it otherwise can be avoided. Everything that is used is mounting higher. The sugar situation is not the only

How World's Demand for Sugar Has Outstripped Supply



This graph, supplied by the Royal Securities, Ltd., illustrates the reason for the present world-shortage of sugar, and incidentally, explains in the main the present high prices for sugar. The demand has been increasing steadily the past twenty years, and the production kept pace until the war broke out. Then it dropped sharply away, chiefly as a result of the lessening of the beet sugar production in Europe. The heavy line "A" indicates the difference between what would have been produced under normal conditions, and the actual production, showing a present shortage of about 5,000,000 tons. The third line marked "price", it will be noted, remained about the same until the lines "normal production" and "actual production" began to part company. Then with a shortage developing the price began to rise, and the more pronounced the shortage the higher the price. Thus, from about 2 cents a pound the price has advanced to about 8 cents, at the point B, a figure for raws f.o.b. Cuba. Supplied by courtesy of Royal Securities Corporation.

All Tendencies Point to High Teas

Higher Prices Are Bound to Rule in the Near Future—London Market Has Opened at Strong Figures—Present Tea Holdings Are Light.

FROM all sources in the trade, reports to CANADIAN GROCER are to the effect that not only is the tea market ruling with the continued strong undertone, but the possibility of higher prices prevailing in the near future is definitely hinted at. The London market has opened and prices there are exceptionally high. Just whether this will have a definite effect upon the Canadian situation is not quite clear at the moment, but the trade feels that any effect would be that of firming the market here.

Scarcity Prevails

The present holdings of tea, by the Canadian trade, are said to be very light. This is true when better grade teas are taken into account and the high grades have been snapped up very quickly when offered. Not only is this true of the Canadian market, but the same situation prevails in the United States, where better grade teas are reported very scarce.

The situation looks as though no drop in prices will be possible, and there is strong probability of advances being made. No one has any tea for sale, and any teas arriving from abroad are snapped up quickly on arrival. The foregoing statement, as expressed by a large factor in the trade operating throughout Canada, indicates clearly what the situation is with regard to quality teas. It bears out what CANADIAN GROCER has already pointed out in previous articles on the tea situation, viz.: that importations of tea, and especially high-grade Japans, have been very quickly absorbed. This has made a situation which may be considered as unusual and has caused a smaller holding of tea stocks than have been recorded for a great many years.

Demands Are Heavy

The demand for tea from all sources of the trade has been responsible, in a large measure, for the extensive absorption of tea stocks. Part of the increased demand is traceable to the prohibition legislation, which has been enacted in so many parts of the country. People have had to use something as a beverage, and the enactment of liquor laws has served to make the tea business exceedingly good. This is a condition that is reported from all sections of the trade and with a demand which, if it has not exceeded the supply, has at least kept pace with the offerings of quality tea. This demand is likely to continue, and with the high-grade teas produced in the Far East very well distributed, and, in some cases, already cleaned up entirely, there seems to be little prospect of lower prices obtaining, or of heavier stocks of

tea being obtainable for a long while to come.

CHOCOLATE MANUFACTURING

Continued from page 33

manufacturing business for the past eight months, you will see that the selling price of the manufactured product is very much lower than the upward tendency of raw material prices would suggest, and the raw material prices today, while lower in New York than two months ago, are considerably higher on delivered basis, when the rate of exchange is taken into consideration. We feel further that the future of the chocolate business during the next few months

is equally precarious to that of any other manufacturing business which secures its raw materials from the four corners of the globe, and we are inclined to predict that chocolate prices for the months of January, February and March will be no lower than they were at the present date, and there is every possibility of a higher ruling price. Sugar will in all probability advance. Assuming that beans and cocoa butter remain firm, their present price does not call for any lowered manufactured price.

Conditions of Labor

"Labor is making demands for higher wages in order to meet the high cost of living, and these demands must be made in an equitable manner. We will be disinclined to suggest taking orders for chocolate materials farther ahead than the end of March, as a reaction is bound to occur in the course of a few months, but we feel that in advising the trade to book further orders up to the end of March, they are pursuing a wise business policy."

Consumption of Teas Increases

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—In discussing the tea outlook for 1920, a prominent Vancouver tea importer brought out information that cannot fail to be useful to the trade in understanding the "why" of tea prices. "For one thing," he said, "we are not alone on this continent, or Europe, with our labor troubles. The various primary tea markets are in a state of labor unrest, which makes the growing and picking of tea uncertain. Labor is higher now than formerly.

India and South Africa Tea Drinking

"Another thing that will have a great effect is the fact that India, with its millions, is beginning to drink tea. If this great mass of humanity ever gets the tea-drinking habit, there will be an added strain on the world's tea production. Then again, South Africa is consuming increasing quantities of tea. Tea is growing in popularity with the higher prices of everything else. It continues to be an economical beverage, when one pound will produce seven-and-a-half gallons of liquor.

Consumption Is Increasing

"The per capita consumption of tea in Canada and the States is increasing. Prohibition has not had anything to do with it. A man that wants whiskey will not take tea instead. The increased per capita consumption, especially in the States, is due to the number of United States soldiers who learned to drink tea when overseas.

"You would also be surprised to know that the States bordering the Persian Gulf are using increasing quantities of tea, and bid fair to become a large market for teas in the very near future. The presence of large numbers of British troops has undoubtedly given a great stimulus to the use of tea by

these peoples. This will serve to give you an idea of what the future holds in the way of demands for tea.

Curtailed Supplies

"When we turn to consider the supply, we find, generally speaking, that the tea gardens of the world have suffered during the war. With prices low, it was a very long-sighted and wealthy grower who could continue paying out wages for the constant attention that the tea shrub requires, when the return would not let him even break even. A few did it, but the majority had to do as the majority in any branch of merchandising would have to do, lay off help, and permit a portion of their gardens to go uncared for, or the whole to be half-looked-after. It is well known, that in the case of a tea shrub, neglect is suicidal. If the leaves are not plucked when they should be, the plant runs to wood very quickly, and the quality of the leaf drops below market standards. This neglect was general, to a serious degree, during the war; and, as it takes new shrubs six years to mature in the valleys and twelve on the highlands, it will be seen that, during the next year and more, some—either old or new tea drinkers—are going to be short—and it looks as if the rest of us cannot expect cheap tea."

WINNIPEG FIRM SECURES AGENCY FOR WESTERN CANADA FOR WELL-KNOWN LINES

Nicholson & Rankin, Winnipeg, have been appointed agents of Clarx Milling Co., of Minneapolis, Wis., for Western Canada, from the Great Lakes to the Pacific Coast. The Clarx Milling Co., manufactures cornmeal and kindred lines. This same firm has also been selected as agents for the Hawaiian Pineapple Co. The leading lines are "Staple," "H. P. Co.," "Ukulele," and "Supreme."

Big Demand for Wooden Shooks

Clearing Out Timber Limits in Southern States Increases Inquiry for B.C. Box Factories' Output

VANCOUVER, B.C., Jan. 8.—"In considering what the future of the wooden shook price is going to be," stated the manager of British Columbia's largest box factory, "there are at least two sides to consider: the demand and the supply. Let us discuss the demand first.

B. C. Shooks For Oil Wells

"The great oil wells of Mexico have been supplied with crates for their oil cans by the Southern mills. They are now coming on to the Washington and British Columbia markets for their shooks. Many Eastern concerns, both in the States and Canada, that always bought their shooks in the East and South are using boxes now, cut in Vancouver and Westminster from B. C. timber, and the reason is, the timber of the Southern States is rapidly disappearing.

Southern Industry Disappearing

"There were about two hundred and fifty mills in the South that went out of business in 1919 because they had cut out all their timber, and the American Government estimated that in 1920 another 700 mills will cease to operate for the same reason. That is making an immense demand for B. C. boxes. California uses an immense quantity of shooks. In one small district in California that I visited this year they shipped 4,500 carloads of melons alone, without citrus fruits and stone fruits. All this fruit is packed in wooden crates.

California Wants Shooks

"The amount of all the fruit in California that is put up in crates is enormous, and the day approaches when they will be coming here for shooks. The export demand for box shooks continues to be huge, and the future seems to hold no slackening of the demand for all wood products. All lumber products are in great demand, and most of the lumber mills are not soliciting further business. It is well known that the buyers are bidding right now for every car of lumber that can be shipped. The change of attitude of the Old Country in favor of wooden houses will give even added impetus to the export trade. Fortunately much of the export business in shooks can be handled at the opposite seasons to the heaviest domestic demand.

Boxes for Fish, Too

"The canned fish business, especially the export business, must have wooden boxes, nothing else will stand the grief. The canned fruit business, both here and down the coast, as it increases, their box requirements increase proportionately. For iced and frozen fish the wood box is the only thing they can use, and the frozen fish trade is increasing in leaps and bounds. So much for the demand.

"Regarding the supply," continued this merchant, "I can tell you that the year 1920 is going to be the biggest year that the loggers will ever cut. But I am going to tell you further that the mills will cut every stick that the loggers can take out. Logs are high. They are three times as high as they were a very few years ago. Of course the logger

says he follows the lumber market, and the lumber man says he follows the price of logs, but the fact remains that logs are high. The loggers' wages are high and lumber is high, and the demand continues far in excess of the supply. One can only conclude that all lumber products will be high until all devastated areas are rebuilt and all stocks are replenished, or the Southern forests are grown again. In the meantime I think I can safely speak for other box manufacturers as well. The Canadian trade will be our first consideration, and in any case our Canadian requirements will be the last to go short."

A Uniform Basis of Payment

Canadian Association of Wholesale Grocers Would Like to See All Terms to the Retail Trade of a Similar Character, Namely, Net 30 Days, With Interest Charged After That Period

THE Canadian Wholesale Grocers' Association has been endeavoring for some time to bring about, within the trade, a uniform basis of selling. In other words, at the present time, there is a great variety of terms, extended to the retail trade by wholesalers, and many of the dealers feel that there should be only one basis of payment, and that, thirty days' net, with interest charged on all accounts, after the expiration of that period. With a wide difference in terms, in the same provinces of Dominion, such conditions do not operate in the best interests of the trade.

There is some difference of opinion as to the workability of a scheme, making the basis of payment a common one throughout the Dominion. The advantage would be in its uniformity, and recommends itself, as some of the wholesalers feel, because of its labor-saving qualities. It would simplify the handling of business in the offices. Many manufacturers are already quoting their products in this way, and the plan is working out quite satisfactorily.

While the majority of the wholesalers are in favor of such a basis for selling their goods, there is a feeling shared by some, that it would not be strictly adhered to, and that the same old discount that they had been giving for years past would still be extended. At present there are a great many

wholesale grocers who give one per cent. for ten days, and in a good many instances, for even a longer period.

The adoption of new terms, net thirty days, with interest charged after that time, would mean that the retailer would have to be more careful on credits and watch his collections with more care. While such a scheme is largely supported by the wholesalers of the Dominion, who would like to see it brought about, there is nothing to indicate that such will be enforced at an early date.

ALSO ENTERTAINED AT CHRISTMAS TREE GATHERING

As a Christmas present to its employees the Palmolive Company of Canada, Ltd., gives each factory employee a life insurance policy, the amount of this policy being graded according to the length of service, and same will increase in value with each additional year of service in the following manner:

"All employees six months and less than one year in service, \$500, with an additional \$100 being added each year until \$1,000 is reached."

However, at this time no distinction was made as to length of service, but each factory employee now on the payroll received a \$500 policy. Those in the service more than one year, however, received the additional amounts.

New Buying of Spices is Higher

ACCORDING to advices from primary markets, quotations on spices are not going to be any lower, and buying of new goods is costing more than present spot prices. All import prices are fully three and a half cents higher than quotations on spot. The market in cloves is very uncertain, and Ceylon cinnamon is practically un-

obtainable. Allspices are very steady and firm. Mace is scarce, as most of the offerings are being absorbed in the English market. The same applies to nutmegs, and any quantities are hard to buy, and the same is only possible at very strong levels. Cream of tartar is not at all in plentiful supply, and prices are holding at very firm levels.

Conditions Will Keep Condiments Up

Late Deliveries, Higher Labor Costs, Higher Container Costs, All Mean Price Maintained at a High Level.

WITH deliveries six months late, with labor fifty per cent. higher than in pre-war days, with British freight rates increased from twenty-five to one hundred per cent., with containers almost double the price they were four or five years ago, and with the very labels that are used thirty per cent. higher than they were three years ago, there is little chance that condiments can come down in price for many months to come. Such at least is the opinion of Mr. Bowman, of Holbrooks, Ltd., Toronto, when asked if prices of their goods are likely to take a drop during the present year. He cannot see it himself; the only thing he can see with regard to prices is mostly in the other direction.

"The only thing that will bring down prices will be competition," said Mr. Bowman, "and the more people who offer goods for sale, that is, goods that are reliable and of first quality, the quicker will prices fall."

Things That Have Advanced

Nearly all the goods handled by Holbrooks, Ltd., are manufactured in Birmingham, England, as are also many other condiment lines, and the conditions surrounding labor enter largely into their manufacturing costs. These conditions have been so unsettled that it is impossible to tell what a day may bring forth. In the Canadian factory the same is about the case. Labor is nearly fifty per cent. higher than in 1914, when a girl for labelling used to be paid \$8 a week, now she gets \$14 or \$15 and works fewer hours during the day. British freight rates have just been advanced from 25 to 100 per cent. It now costs more to sell goods than it used to; a traveller on the road now pays more than twice as much as he did four years ago for his hotel accommodation, and his salary has also been advanced about double.

Advance on Containers

Where they used to use tin plate for container, now they are using cardboard because of the scarcity and increased price of the former. These are for their powdered goods. Cartons for vinegar that used to be 22 cents are now 36 cents, and wood boxes have advanced from 35 cents to 60 cents. One look at the price of lumber, said Mr. Bowman, was enough to scare one. Manufacturers of these cartons had recently told him that they did not want any more orders because they now had more than they could attend to. It was next to impossible to get wood boxes at all.

Mr. Bowman did say that their supply of vinegar for the coming year was assured and that the Canadian market would be well looked after by Holbrooks. He believed there was an increasing demand for imported goods, due not only

to the quality of the goods, but, for the time being, on account of the exchange rate. Mr. Bowman stated that they hoped to keep prices firm during the coming year but he could see no indication of a decline.

Shortage of Raw Materials Make Gelatine High

Gums, Starch, Glue and Flour All Reach High Levels—Slow Deliveries Still Further Complicate Situation.

WORLD shortage, in other words, international rather than purely local conditions, is the creator of prices. That is the opinion of R. Ellis, of the Cannon Manufacturing Co., Toronto, manufacturers of gelatines. Everybody in the market for goods is willing to pay the price if they can get them, but "getting the goods" is the chief difficulty.

"It is not a question of prices at all," said Mr. Ellis to CANADIAN GROCER, "but of getting the stuff. We can sell our whole 1920 output at a premium right now." But then again, as Mr. Ellis says, how do they know what their 1920 output is going to be when they, themselves, cannot get the raw materials.

Canvassed European Markets

The centre of manufacturing for the Cannon products is Lincoln, England. The scarcity of raw materials, however, has meant that they have canvassed the European markets for the manufactured article, hoping to be able to meet the requirements of their customers. They have had replies from French, Belgian and even German firms, in which regret is expressed that they are unable to fill their orders. There is, says Mr. Ellis, a shortage all over the world which will take years to overcome.

Not Boosting Prices

"Nobody is boosting prices," said Mr. Ellis, "the stuff is simply not to be had." Our prices are about the same level as a year ago. If we wanted to get more money for the goods we could get it, but we much prefer that prices come down and that conditions become more normal. There is no money in making long profits on small sales."

Materials High; Deliveries Late

Gums, starches, glues, flour—all the raw materials entering into the manufacture of their gelatines, have advanced in price and are advancing still higher. Mr. Ellis cited the case of wheat that had just advanced 50 cents per bushel, which meant that flour would advance correspondingly.

Moreover, deliveries were very late.

OLIVE SHORTAGE IN SPAIN

The decided crop shortage in olives in Spain, and the holding off of exports by Spanish growers, awaiting higher prices, is the situation which prevails in the olive industry to-day. Old crop stocks are rapidly cleaning up and there have been few olives received in this country. This was counted upon a big year in production, but the Spanish crop will not be over one-half of the early estimates. In the meantime present holdings are advancing materially in price.

Transportation space from Liverpool to New York was plentiful enough, but to Liverpool and from New York here was inadequate and disturbed. Mr. Ellis read a letter, recently received, in which regret was expressed that an order for 60 tons of stuff placed six months ago had not yet been shipped.

EXCHANGE ENHANCES COST OF COFFEES

Chase & Sanborn, Montreal, outline the coffee situation as follows:

"Available supplies of coffee are gradually increasing, and quotations are now lower for future delivery. But these deliveries will not be available for Canadian roasters until next April or May.

"The Brazil visible supply is now about five million bags, against nine million at the same time last year. It is reported that desirable selections of Santos are now difficult to obtain, and that old crops of coffees of 1918-19 are practically exhausted.

"As a general rule, Brazilians announce early in January the average estimate of the Rio and Santos crops the current year. There are no indications, up to the present, concerning the production of Rio, but some estimates have been given to the effect that the Santos crop will be from seven to eight million bags, or twice as large as during the previous crop year. With such a production from Brazil, and an average crop from other coffee-growing countries, there should be ample coffee for the world's consumption; but it is not likely there will be any great surplus.

"There is also the factor of increased demand from Europe during the next year, and it can hardly be expected that there will be much decline in present quotations at primary markets. The coffee grower, like everybody else, has to pay twice as much for everything he buys, and present quotations are about as low as he can accept and show any profit on his business.

Much Higher Prices For Paper Boxes Manufacturers Flooded With Orders Which Cannot Be Filled For Months—Cannot Get Machinery For More Than Year.

(Staff Correspondence, Canadian Grocer.)

MONTREAL, Jan. 8.—“Increased output is the only solution. Uncertainty of improvement in the matter of getting material is holding back industry. One large industrial concern about to manufacture a line of ‘wearables’ found, recently, upon investigation, that it would take fifteen months to provide them with the necessary special machinery required to make packages for these goods. (Of course this investigation was conducted after it had been found impossible to get guarantee of delivery from the manufacturers of paper boxes.)”

There, in the words of the vice-president of a Montreal paper box manufacturer, is a bird's-eye view of a few of the difficulties confronting the trade today, as it relates to the box-making trade.

Prices Up Again

“The outlook for raw material is very difficult, and prices have just advanced again for cardboard from 12½ to 15 per cent. There is no guarantee of delivery, or of price, possible.

“There is no question but that manufacturers will have to pay more for boxes. We are now paying labor forty per cent. more than we were paying them twelve months ago.”

Prices have been advanced from time to time during the past year all around. The higher costs are traceable to increased wages, higher cost of pulp, and in some cases to the erratic hours of labor observed by some of the piece workers, who lose interest in their production occasionally, with the result that machines costing several thousand dollars are allowed to stand idle. Both piece and regular hour production are followed.

Another interesting statement made to CANADIAN GROCER was: “We were able to fill only 50 per cent. of our Christmas orders. This was due to a shortage of raw material and also to shortage of operators. And, if we didn't accept another order our orders now on file would keep us running to capacity for four months.”

Other reports received by CANADIAN GROCER from various manufacturers who use quantities of fibre and paper boxes, indicate that difficulties connected with obtaining their requirements have been serious, and that these difficulties have increased rather than decreased in recent weeks and months.

Investigation of the container situation, as affecting these necessities, reveals several reasons for the shortage. In the first place the paper mills have had difficulty, it has been asserted, of procuring the needed labor to work in the woods. While machinery has been developed to a high degree for treating the pulp wood no means has been discovered of felling the trees and starting

them on their way to the mills, and it is doubtful if the woodsmen required to perform this initial work will ever be materially displaced. Lured by the promise of more lucrative wages elsewhere, removed from an occupation through the calls of the war, many of these men returned to Canada or elsewhere and entered other fields of work.

Then, again, the demands made upon the increased output of pulp mills (for there has been a big increase in the capacity of the mills of late, and new mills, as well, have sprung up) have been very great. Timber has been increasingly hard to obtain, of several desired woods, and an immense new demand has been made upon the materials used for paper and heavy fibre boxes, and has come, in large measure, owing to the adaptability of these latter materials for carrying many classes of light goods.

What This Means

Box manufacturers (by this term reference is made to those manufacturing the packages made of paper pulp, mostly), have increased in number within the past few years, and yet, in nearly every case, the firms catering to the trade simply cannot meet the requirements of their customers. Orders have been placed, in some instances, many months ahead.

In one instance coming under the observation of the writer, a large Canadian manufacturer of candy and cocoa products had found it necessary to place his order ahead for many months, and, as a matter of fact, the terms attached to the order, CANADIAN GROCER was informed, were such that no specified price could be secured, and no actual delivery date. In the meantime it was only the wise and extremely heavy buying of the manufacturer previously, that gave him anything like adequate supplies of containers. If the delivery of the orders for several carloads, above referred to, were materially delayed it would cause added anxiety and eventual shortage.

Investigation in another quarter revealed the fact that a prominent Canadian candy maker who sells tons and tons of candy in Canada, and whose sales are naturally heavy at the Christmas season, had hundreds of orders on his books which simply could not be filled. Portions of various grades of goods were sent out to branches, but these, compared with the booked orders, were little more than a sop, in many cases. Orders had to be scanned and allotment of small quantities made in relation to these bookings. Disappointing as the shortages have been under the present circumstances, and with a “sweet tooth” trade eagerly asking for more candy and sweets, the retailers have been glad to take “pot luck” and get what they can.

What of Prices?

Each succeeding week adds to the difficulties of making anything like a definite forecast of the probable price trend on these goods. Of one thing there is little doubt, and that is that prices will rule high. The demand for these necessary packages is keen from all sources, and with travellers out on the road again and likely to obtain large orders for innumerable kinds of goods for shipment within the next few months, with probable chances of improvement in the production of pulp small, how can prices decline? There is, rather, a strong probability of higher prices obtaining, for the labor costs are bound to be held high, with demands heavy and factories working to capacity.

Following what has already been said regarding the placing of “blanket” orders, it is obvious that costs are one of the less important considerations, where, under normal operating conditions, they are a primary consideration. For some months, at least, there is slight indication of reduced costs applying.

Packing Cases, Etc.

An item of importance, which has materially advanced in price of late, is that of wooden packing cases. These, a jobber and manufacturer pointed out a few days ago, have increased in price as much as 50 per cent.

Excelsior, so extensively used for certain classes of goods, has risen to \$35 per ton, and this is equal to an increase of 20 per cent.

Salt Advances 5 Cents a Gunny

(Staff Correspondence, Canadian Grocer.)

VANCOUVER, Jan. 8.—There are large quantities of Californian salt used in British Columbia. There has been a recent advance of only 5 cents a gunny. The largest factor in making this small advance necessary does not pertain to salt at all, but to the packages. The paper cartons have advanced, and also the wooden boxes are costing considerably more. Nails, for nailing up the box shooks, are also high, and scarce. It seems almost incredible, but a broker recently returned from San

Francisco advises that, while he was in the office of a manufacturer in that city, the manager was trying to get nails for nailing up boxes, and on that day, about three weeks ago, all he could procure, by scouring the city, was SEVEN KEGS OF NAILS. The Leslie Salt people, of San Francisco, are increasing their plant, and in two months' time will have doubled their present capacity. At present, they are reported to be about 60 days behind their orders.

Small Pack of Sockeye in 1920

Canners, However, Are Predicting a Heavy "Run" of Pinks This Year—Little Gambling on Prices, as These Will Altogether Depend on Costs

VANCOUVER, Jan. 8.—Lower prices in canned salmon for the year 1920 do not seem very likely. The run for the present year does not present the same possibility as to size as last year. The cost of packing is likely to be higher, and the public is demanding the higher grades and higher-priced goods.

"We cannot see any possibility of lower prices," stated the British Columbia Packers' Association to the CANADIAN GROCER, "but feel sure that still higher ones must prevail. However, grades other than Sockeye, Red Spring and Cohoes, can be bought now at prices actually below cost, and surely lower than they can be packed next season. These lower grades have been neglected. They are good food, the principal objection being the lack of color, and the general desire of the buying public to want high-priced goods.

Can't Forecast the "Run"

"It would, of course, take even more nerve than a Californian amateur astronomer to forecast how the fish are going to run," stated the manager of one of the large canneries; "but, as the sockeye run in cycles of four years, and we have their past performance to guess by, I would say that there will be a small pack of sockeye in 1920. It would be a miracle if the pack equalled 1919. On the pinks, though, judging by the runs in the last twenty years, we would be justified in expecting a big pack of pinks.

"There are, however, a few more or less fixed charges that enter into the salmon pack that we have an idea of for the future. For our own part, we bought and received our shipment of tinplate for 1920 pack just recently. The price was slightly lower than last year, and the exchanges wiped out, not only the difference, but left us a little worse off than in 1919. The rate we paid, at that time, was 8 per cent. We will have all our supplies bought in another thirty to sixty days, and, no matter whether the rate goes up or down, we will be dealing with one actuality in figuring what our cost will be."

Cost of Packing High

The British Columbia Packers' Association, in referring to the increased cost of packing, stated that "most all supplies necessary have been purchased, and the cost will exceed last year's high prices. Tin plate will all come from the United States. Exchange will likely be, say, 8 per cent. Freight, more than double, or 82 cents per one hundred pounds more than last year—8 per cent. duty, which is a new charge. Cotton twines and lines are 20 cents a pound more—nothing cheaper. Labor will be higher, and more than likely higher

prices will be paid for fish. Just how much more it will cost we are unable to say, but the additional cost will be considerable." This Association also states that many inquiries have come from English buyers for next year's pack. So far as is known, no price has been named, but they feel sure that they could sell at better prices than last year. Buyers from the United Kingdom are fully aware of the increased cost, but, in spite of this, are asking for the higher grades.

Won't Gamble in Salmon

It is stated by the manager of a

cannery above referred to, that packers were not going to gamble on salmon this year, or hereafter; that there would be very little of the best salmon sold in advance—that is, naming a price. There will likely be some future business done in pinks; but, in most cases, it is expected that the price will be fixed when the cost is definitely known.

Contractors for Chinese labor are demanding an advance of 20 cents a case, and it is believed that they will get it. Cases will probably cost six cents and a half more than last year. It was expected that, as the exchange rate was in favor of Canada as against Scotland, where they are bought, the nets would be cheaper; but the fact seems to be that, if the exchange rate had not been in favor of Canada, the price would have been raised in Scotland.

All Merchants Must Keep Books

New Bankruptcy Act Includes Advanced Insolvency Legislation—Comes Into Force on July 1—Provisions of Act Are Fair to All

OTTAWA, Jan. 5 (Special).—An order-in-council has been passed setting July 1, 1920, as the date on which the Bankruptcy Act, passed at the 1919 spring session, is to go into force. This act was passed after many years of fighting by those who considered that abuses had grown alarmingly under the old conditions. The bill was not allowed to go into effect at once, as it was desired to give the business community a year or more to adjust itself to the new situation.

There are several important features in the new Bankruptcy Act, which has been declared by merchants and others to be the most advanced piece of insolvency legislation on the continent.

It provides that all assignees must be appointed by the various Provincial Governments, and that they must be capable men, who will be bonded for the work they are to perform.

Open to Private Citizens

Another provision is that the benefits of the act are open to men in business, or private citizens, if the latter so de-

sire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action.

When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent, if his statement justifies this being done.

All Must Keep Books

Another important feature of the new act is that all persons carrying on business must keep books showing the record of all their transactions. This becomes compulsory from the date of the act coming into effect, on July 1 next.

In outlining the above features, which are of particular interest to business men, E. M. Trowern, Dominion Secretary of the Retail Merchants' Association of Canada, said that the news that the act was to be effective soon would be well received. As it passed the House, the measure had the support of business and professional men of all classes, and its provisions were equally fair to those in all lines of trade, as well as farmers and private citizens.

Ten Thousand Tons Raw Sugar Reach Montreal

COUNTING the arrival of two Government steamer loads of raw Cuban sugar last week, and one that was expected to arrive at the end of the week, a total of ten thousand tons of sugar is said to have arrived at the port of Montreal within a week's time. This large amount will serve to relieve, to some extent at least the present great shortage of refined sugar once the refiners have been able to melt the sugar. The "Canadian Volunteer," one of these

vessels, unloaded at the St. Lawrence Sugar Refinery, while the other, the "Canadian Warrior," is discharged at the Canada Sugar Refinery, Windmill Point.

While the sugar situation remains rather acute because of the using up of supplies throughout the country, it would seem that the refiners are doing their utmost to supply the trade with at least some sugars. A great deal, from this time forward, depends upon transportation conditions.

Materials for Biscuits Tend Higher

Manufacturers of Plain and Fancy Biscuits Can See Little Possibility of Lower Prices in 1920—Trend of All Ingredients is Towards Stronger Levels

BISCUIT manufacturers are not anticipating any lower prices in 1920, and in substantiation of that belief, point to the growing strength of the markets for the various products that enter into their manufacture. "It is evident to everyone," John Edmunds, sales manager of the Christie Brown Biscuit Co., Toronto, remarked to a CANADIAN GROCER representative, "the trend prices are taking in almost every line. Everything we use is certainly not receding, and we can't see where prices in 1920 are going to be any lower. Take any commodity we use, and the price we are paying to-day for it is considerably higher than it was a year ago. We are producing only at a greatly increased cost. Labor is high, and it certainly does not look like as if men and women are going to work for less money than they are receiving at present.

"Then in the matter of the various foodstuffs that enter into the manufacture of our biscuits, it is readily seen how the prices are tending. The sugar situation, while possibly not the dominating influence in gauging biscuit prices, combines with many others in determining values. All indications point to higher quotations on sugar in 1920, and it seems to be a safe prediction, according to those in close touch with conditions, that sugar will reach record figures in the early part of 1920. Refiners are paying strong prices for raws, and advances to higher levels for the refined articles are inevitable. Flour, of course, is the chief ingredient, and the recent announcement of the Canadian Wheat Board, advanced the price \$2.25 per barrel. With the removal of the embargo on flour entering the United States, and the opening of that market again, there will be a very heavy demand for Canadian flour.

"In the manufacture of fancy biscuits, jams figure largely in the same. Before the close of 1919, the association of jam manufacturers announced a general advance in all jams. These quotations

are now in effect, and largely owing to the sugar situation are liable to change higher levels, stronger prices on jams are inevitable. Then again butter and shortening are still at record figures. Large quantities of both are used in biscuit making. Nuts and cocoanut are very strong, and some varieties of the former are very hard to obtain. Cocoanut is very high at the present time, and the unsweetened is selling as high as the sweetened.

"With the prices of most commodities advancing to new high levels, it can hardly be expected that biscuits will sell

High Peanut Prices Purely Speculative

Some Large Operators Hold That Peanut Market Does Not Warrant Present High Quotations—Peanut Butter Prices Controlled Largely By Peanut Market.

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—The opinion of some of the largest operators seems to be that the peanut market does not justify the high prices that are being quoted. Some of the largest handlers on the Pacific Coast are advising their clients to postpone their buying for a few weeks. It is noted that a contemporary paper advises to buy nuts at once, but those best posted among the United States firms, as well as the Canadian importers, do not consider the present peanut price, or the quotations for delivery, in line with what supply and demand would justify. The price of peanuts is very closely related, of course, to the price of peanut oil. The peanut oil prices are affected by the market price of olive oil, cotton seed oil, etc., and everything considered, some of the largest operators in oils and peanuts think that the high prices on Japanese

lower than they are at present. On the other hand, with a gradual strengthening of markets involved, even higher quotations on biscuits are not unlikely."

MIDDLEMAN PROVES TRUST-WORTHY

Referring to the integrity of the fruit jobber, G. Harold Powell, general manager of the California Fruit Growers' Association, told an audience of fruit growers that he "would trust one of the so-called 'middlemen' with his pocket-book as quickly as he would the representative of any other trade."

"In the last sixteen years," said Mr. Powell, "the Exchange has returned \$317,000,000 to California, and on this tremendous business the losses through uncollected debts and all other causes has been approximately \$3,000, or about one four-hundredth of one per cent."

peanuts are maintained by speculators and are not justified.

Of course, naturally, the main factor in peanut butter prices are peanut prices. However, to-morrow's peanut prices, up or down, will not affect to-morrow's peanut butter—but eventually it will. The only other ingredient in peanut butter is salt. There has been an advance on California salt of 5 cents a gunny; this is too small to make any difference to the selling price, but it is indicative of the many petty advances that contribute to the higher cost of various commodities, where there is no one thing that seems to justify the increase. The price of wooden boxes will, in all probability, be higher within the next few months. One encouraging feature is that the price of the lithographed containers is not expected to advance. There has been no hint of this, at any rate.

Big Export in Beans Is Looked For

(Staff Correspondence of Canadian Grocer.)

VANCOUVER, Jan. 8.—In discussing beans, each authority is keenly conscious of the fact that the best thought-out forecasts, and the most logical expectations, have been very wide of the mark. Beans, as they sell to-day, are considered, by all authorities, to be very cheap food. All the bean operators say, is that when the States finally arranges for shipping and credits with all the European nations, there is likely to be a large export in beans from New York. The first good shipment from

New York will give the San Francisco market one of its periodical thrills, and the market on beans will rocket. The San Francisco market is considered particularly excitable. Whether there will be sufficient export to justify the high price and it will stay high, or whether the price will fall again to meet its level with fair stocks, is merely a conjecture; but it is not considered that the price of good beans will remain at the present level when there is any freedom of export.

TURKEYS AND CHICKENS WERE EASILY REMOVED THROUGH AN OPENING IN THE WINDOW

Gordon Charlton's grocery store and butcher shop at St. Thomas, Ont., was entered on the Monday night preceding Christmas, and three or four large turkeys, one dozen chickens, and several pails of lard were carried away by thieves. The theft was an easy one, the west glass in the window having been broken the night of the hurricane, and had never been repaired. The opening was protected only by the corner of an egg crate. The burglars just pushed this back, and began to pilfer the stock on display.

Records of Staff Conferences

Cowan Salesmen Convention

Miniature Grocery Store is Installed in Convention Room for the Sale of Cowan Products—Staff Enjoys Hospitality of Firm in "At Home" and Banquet

TORONTO. — A most enthusiastic year-end sales' convention was held by The Cowan Co., Sterling Road, on Dec. 17, 18 and 19, at which selling representatives of this company from all parts of Canada were present.

The convention was opened the morning of December 17, with an address of welcome by H. N. Cowan, the general manager. H. P. Cowan, the sales manager, then gave a "Sales Review and Forecast." After an open discussion, resulting from his address, J. G. Gordon, manager of the Montreal office, spoke to the meeting upon "Cocoa, Its Food Value and Commercial Possibilities." He was followed by W. T. Gregory, the advertising manager, who discussed "The Publicity Plans of the Cowan Company for the Coming Year."

The meeting adjourned at noon and

proceeded to the lunch room, where a cocoa luncheon was served. The principal items on the menu were made with Cowan's Cocoa, and the variety and delicacy of the dishes served were a source of much favorable comment.

At the afternoon session, R. M. Fahey, secretary-treasurer, spoke to the meeting upon "How the Credit Man Can Assist in Sales Development." After an open discussion, special addresses were delivered by outside speakers. Frank E. Mutton, vice-president and general manager of The International Business Machines, Ltd., gave a very inspiring and interesting talk upon "Salesmanship," while Mr. Pearce, of A. McKim Limited, discussed the comprehensive advertising of the company throughout Canada, and emphasized the assistance this publicity

was to the salesman in marketing the lines he carries.

In addition to the work done, there were some enjoyable social gatherings. On the evening of December 17, the sales force was entertained at a banquet given by the company in the ball-room of the King Edward Hotel.

Have Miniature Grocery Installed

A most instructive feature introduced to the convention, on the second day, was a miniature grocery store erected in the convention room. This was the scene of many an oratorical battle, when various members of the selling staff were pitted against one another in the sale of the various Cowan products. The idea was to illustrate some of the best methods of interesting the retailer to get behind these products.

On Friday night, the salesmen were guests of the office staff at an At-Home. The main office was very tastily decorated, and served as the ball-room, while the advertising and sales offices were the scene of progressive euchre, and here the guests regaled themselves with a most appetizing repast. In the early hours of the morning, when the motor cars were ready to whisk the guests homewards, Mr. Davidson, one of the Western representatives, moved a hearty vote of thanks to the ladies for the splendid entertainment given, and stated that the event must now be considered an annual one.

The salesmen have expressed themselves as being delighted with the helpfulness of this convention, and greatly appreciated the cordiality of the reception given them at headquarters.

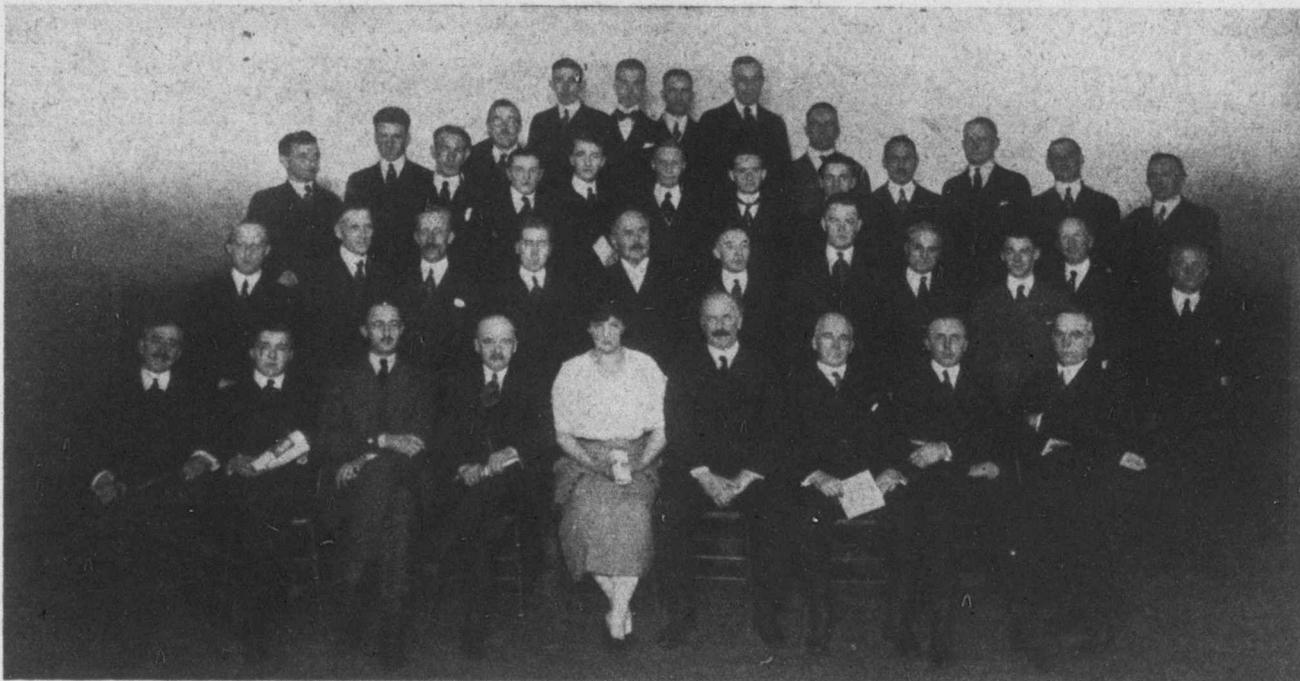
GIVEN CLOCK AND ADDRESS

F. E. Robson, manager of the Loblaw Stores, Toronto, was presented with a handsome Westminster Chimes clock on Tuesday evening by the store managers of the various stores throughout the city. The presentation was made at a very enjoyable gathering held in the Masonic Hall at Gerrard St. and Logan Ave. Dancing and cards were the order of the evening. The store managers were all present with their wives and friends, about two hundred altogether. Mrs. Robson was presented with a basket of roses.

An address was also given to Mr. Robson, which he prizes very highly. It indicated the splendid co-operation of every member of the Loblaw Stores' staff towards the success of the business. Those who took part in making the presentations were G. E. Fitzgerald, S. Tod, S. Score, W. J. Pentland, and Miss MacInnis.



This illustration shows the miniature grocery store established as a feature for the Cowan salesmen's convention. One salesman had to show another the merits of the Cowan products to induce him to stock them.



Sales staff of the Cowan Company. H. N. Cowan is sitting in the front row, the fourth from the right.

Wm. Davies' Sales Staff in Convention

Sales-Managers Conduct Practical Discussions in Connection With Work of Various Departments—Dance and Euchre a Happy Conclusion.

THE annual convention of the sales staff of the William Davies Co., Ltd., was held at the head office of the company at Toronto during the week of December 29, and was attended by representatives of the firm from all parts of the Dominion. A well-planned series of conferences was conducted under the direction of Mr. A. J. Burbidge, sales-manager, and Mr. W. J. Robertson, assistant sales-manager, some very practical and profitable discussions following in connection with the work of the various departments of the organization.

Visitations to the plant, coupled with demonstrations explaining the different processes employed in the manufacture and preparation of the company's products, were followed with keen interest and proved most interesting and helpful. At the close of the conference Mr. Joe Burt, seconded by Mr. R. W. Boyd, expressed on behalf of their fellow salesmen, appreciation of the close sympathy and co-operation existing between the sales force and the various departments, and also of the encouragement and support they had received through this series of gatherings. Mr. Davis, from New Glasgow, N.S.; Mr. Chant, from Sydney, N.S., and Mr. W. G. Stevens, one of the senior salesmen, who had been associated with the company for twenty-one years, also spoke of the pleasant relationship which had always existed among the officials of the company and the traveling salesmen, which cordial feeling had become even more firmly cemented as a result of this convention.

Mr. Burbidge and other officials of the company responded, complimenting the salesmen on their splendid past year's record, and expressed the hope that 1920 would prove a banner year.

The convention concluded with a very pleasant and successful dance and euchre held in the Masonic Hall, and provided an opportunity for the representatives

of the company to renew friendships and make new acquaintances, many of the salesmen being accompanied by their wives. A most entertaining dance programme was provided, while for those who preferred cards, tables were arranged for progressive euchre. Several old-time and novelty dances were featured during the evening, and light refreshments were served. A piano duet by Mr. and Mrs. Raymond and solos by Miss Mary Butler were appreciated. The winners of the euchre drive were Mrs. Archie Smith and Mr. Chisholm. The gathering was in every respect a particularly happy and memorable one.

Returned Men Are Honored

Veterans in Employ of H. P. Eckardt & Co. Occupy the Head Table Seats at the Annual Eckardt Gathering—Many Stories From the Front.

ASERIES of conferences by the salesmen of H. P. Eckardt Co., wholesale grocers, Toronto, during the Christmas holidays was followed, on Tuesday night of last week, by a delightful dinner at the Ontario Club, given to the employees by Mr. Eckardt. The honored guests of the evening were about 15 young men who had left the Eckardt establishment during the war and gone overseas to do their bit, and returned again. The various dinner courses and speeches were interspersed with popular songs, which made the evening a bright and lively one and enjoyed by everybody.

H. P. Eckardt presided, and in his amiable manner introduced the speakers. He referred feelingly to the absence of those members of the staff who had gone

overseas not to return. A silent toast was drunk to their memory. The veterans who had come back each contributed interesting stories of life at the front in France and the Old Country—stories of humorous happenings that befell the youthful veterans that do not usually find their way into print. They were none the less interesting, and were listened to with a great deal of pleasure by the 75 or more guests of the House of Eckardt. Solos were sung by members of the staff, including "Bob" McCrea, one of the travelling salesmen of the firm. Mr. McCrea also had a new story to tell—just ask him about it next time you see him.

Ed. Cutmore, of Brantford, Ont., was another of the guests of the evening. Mr. Cutmore referred, in a reminiscent

mood, to conditions in the trade 20 and 25 years ago, and told some amusing incidents of his early days in the produce business.

In proposing a toast to CANADIAN GROCER, Mr. Eckardt pointed out that he recently had been looking through a copy of that paper, printed about 30 years ago, and recalled how, at that time, eggs could be bought at 9 cents per dozen, and butter about 10 to 12

cents a pound. The market was weak, at that, and liable to go lower. This toast was responded to by B. T. Huston, representing CANADIAN GROCER.

The toast to the ladies was heartily drunk, and responded to by Bert Brown and C. F. Richardson, of the office staff of the company, and the gathering dispersed at midnight, after singing "Auld Lang Syne" and the National Anthem.

Gunns, Ltd., Entertain Staff Members; Presentations Take Place

Salesmen and Heads of Departments Are Dined at King Edward.

AT the King Edward Hotel, December 30, the annual banquet was given by Gunns, Limited, Toronto, to the salesmen and heads of departments. This was undoubtedly the most successful banquet in the history of the company. Promptly at 7 o'clock, nearly two hundred guests, representing Ontario, Quebec and the Maritime Provinces, assembled in the rotunda, headed by a piper in Highland costume, marched into the banquet hall in single file. Each man took his place as he reached his allotted place at the table. This seemed to create a feeling of good-fellowship among the guests, and there was never a dull moment from then until the gathering dispersed. A. C. MacVicar, general sales manager, was in the chair, taking the place of F. M. Moffat, managing director, who, unfortunately, was compelled to be out of the city. H. B. Clemes, manager of the City Produce department, very capably acted as Toast Master.

A toast was proposed to the management, which was responded to by Mr. Smith, Mr. MacVicar and Mr. Taylor. M. E. Smith, secretary-treasurer, dealt chiefly with the future of the company.

Mr. Taylor, manager of the Beef Department, was presented with a pipe in a silver case by the men in his department as a token of their esteem. Mr. Taylor thanked them sincerely.

Harper R. Gray, of Gunn, Langlois, Montreal, also addressed the gathering, on behalf of the representatives of the province of Quebec.

A cablegram was received from Gen. J. A. Gunn, president, who is at present in England. The reading of this message by the chairman received an ovation from the men. A suitable reply was framed and dispatched by Mr. MacVicar.

During the evening each guest received a silver pencil engraved with the name "Gunns" as a souvenir of the occasion.

Various original stunts and jokes were perpetrated on a few of those present. H. Horton, the factory superintendent, was assailed by a supposed workman who demanded money due for overtime in the factory making Gunns' Easifirst Shortening. Mr. Horton car-

ried the would-be actor out of the hall in his arms.

Mr. Perry, the chemist, was once more reminded of a joke against him, when he tied his car to a tree with a rope to keep it from being stolen. The page, calling his name, brought in an old automobile wheel and told him that his Ford had got away.

The gathering was joyously proceeding when a young lady pushed her way past the waiters at the door, and demanded to see E. H. Duncan. She appeared to be excited and insisted on knowing why Duncan had kept her waiting so long, as she had an appointment with him. The excitable female was impersonated by one of the young men in the office.

The musical part of the program was well handled by Harvey Lloyd, the well-known comedian, and an orchestra of five, along with Mr. Leslie, who sang. Many choruses were sung during the evening. One of the salesmen from Montreal gave a selection on the ocarina, which was quite a novelty.

PAPER PRICES WILL BE MAINTAINED

VANCOUVER, B.C., Jan. 8.—In speaking to one paper merchant in Vancouver he advises CANADIAN GROCER that of the three paper companies that he represents, one has withdrawn quotations and the other has advanced prices. These are United States paper merchants, and they give as one of their greatest difficulties a scarcity of raw material, shortage of pulp. Most of this is obtained from Canada, and there is at this time an unprecedented demand for all wood products. Labor difficulties have also contributed to their difficulties, but it is hoped that the coming year will not again add to their troubles.

Twine

The twine most of interest to the trade is the ordinary cotton twine. In order to forecast probabilities on cotton twine, each merchant may watch the cotton market. It is expected by the cotton people in the United States that as soon as shipping and credit arrange-

ments can be completed with various of the European nations a large share of the available cotton will be absorbed by that market, with a consequent strengthening of the cotton market. Cotton twine cannot remain undisturbed if cotton advances.

U. S. IMPORT OF BRAZILIAN COFFEE LOWER

Imports of coffee from Brazil, amounting to 75 per cent. of the commodity used by the United States in 1914, dropped to 54.3 per cent. in 1919, according to the Department of Commerce. The loss was partially compensated by the increases in the imports from Central America and the West Indies. The report declares that the United States is the largest coffee consuming country in the world in the aggregate, though not per capita, although an increase in the per capita consumption has been noted since nation-wide prohibition went into effect.

During the fiscal year ending June 30, 1919, Brazil sent 571,921,573 pounds of coffee to the United States; Colombia sent 121,416,418 pounds; Venezuela 85,007,446 pounds; Central America 158,343,135 and Mexico 21,963,490 pounds.

EXIT J. BARLEYCORN, ENTER—?

Chemists are in some doubt about the physiological affinity between high balls and bon-bons. Of course they admit there is a chemical affinity for anything that contains sugar or will ferment and produce alcohol.

They admit, as a fact of observation, that when the high ball goes the bon-bon becomes, at least for a time, more popular. But they are not so sure as to how much or exactly what parts of the appetite left behind by the departing high ball may be filled with candy or other confections.

The candy trade is inclined to discount the suggestion that prohibition will turn the biggest portion of liquor's freed millions into their coffers. They present results of investigations that give body to their contentions. Those researches indicate that instead of candy being the favored heir to the riches that crossed the bars, it will rank fourth. Savings banks, say the researches, will come first. Next after the banks will come candy's liquid cousins—soft drinks and ice cream. The third beneficiary will be the movies. And, following candy, will be tobacco, and after that many things, depending largely on conditions that vary in different localities.—The Nation's Business for October.

WINDOW DISPLAYS SELL GOOD

"Windows are the quickest way of advertising goods to one's trade," said E. Goom, of Queen East. "On Saturday recently, I found a case of a certain brand of macaroni among my stock which had not been moving freely. I put a few samples in the window late Saturday afternoon, and before closing I had disposed of all but three cartons."

Grocer for 26 Years Becomes Editor

J. L. Wyckoff, Window Trimmer, Show-Card Writer, Writer of Retail Advertisements, Etc., Clerk, Store Manager and Later in Grocery Business For Himself, Joins Canadian Grocer Staff—Early Experience a Varied One—Will Make Close Study of Grocery, Fruit and Produce Markets.

BEFORE the next issue of CANADIAN GROCER comes out, J. L. Wyckoff, who has been in the retail grocery business in London, Ont., for a quarter of a century, will join the staff as editor of this paper. He succeeds J. L. Rutledge, who will in the future write special articles for CANADIAN GROCER and other papers published by MacLean Publishing Co.

Mr. Wyckoff is known to a good many merchants in Canada personally, but perhaps he is better known across the country by the articles he has written for CANADIAN GROCER during the past ten or twelve years. He has been a contributor during that time on a great many subjects. These included window display, show-card writing, buying systems, business management, methods of increasing business in certain departments of the store, retail salesmanship, retail advertising, etc., etc. For this reason he becomes associated with the staff of CANADIAN GROCER with not only a thorough knowledge of the grocery business but as a writer on practical grocery subjects as well.

A Grocer for 26 Years

It was in 1894 that Mr. Wyckoff launched out in his grocery career. He was then connected with the store of W. H. Branton of London, Ont. The Branton store was located near the market and had an extensive farm trade. This meant, as all merchants know who deal direct with farmers, a big trade in farm produce.

Huge quantities of butter, eggs, etc., had then to be disposed of through channels other than the regular city customers of the store. At that time, Mr. Wyckoff points out, butter could be purchased during the spring and summer months at 8 cents a pound, and eggs at the same price per dozen. During the winter months the price would reach about 12½ to 15 cents, with potatoes at 25 cents per bag. He has been closely in touch ever since with the increases in prices and the principal causes for the increases.

Five years were spent as a clerk with Mr. Branton, after which Mr. Wyckoff became head clerk in the store of James Wilson & Co., London, who enjoyed a high-class trade and who also did considerable business in jobbing and selling to bakers, hotels and small stores. He

called on these various places once a week for business, in addition to his other duties. One of the hobbies of this firm was their tea and coffee. They bought tea in quantities of 100 chests at a time, and coffee always in ton lots in green state. The blending was done



J. L. WYCKOFF.

Who joins CANADIAN GROCER staff as Editor, on Monday, after 26 years in the grocery, fruit and produce business.

in their own store, the work being accomplished chiefly by Mr. Wyckoff under the supervision of Mr. Wilson, who at that time was considered one of the best judges of tea and coffee in Canada. Of course since then an extensive trade has developed in tea and coffee in packages, but his early training along this line has naturally been a great help to him in his grocery career. Among his other duties was charge of the window trimming, show-card writing and the store advertising. Wilson & Co. often used half-page advertisements in the daily paper, and very rarely less than quarter pages. He was with this firm for three and a half years until they retired from the grocery business.

Becomes a Branch Manager

Mr. Wyckoff next went with T. A. Rowat & Co., London, Ont., a firm that

sold many exclusive and high-class lines, and still sells them. In recalling his introduction to the Rowat store, he states he was amazed at the great variety of goods—goods that he never thought existed, and yet which were every-day sellers. In 1908 Rowat & Co. opened a branch store in South London, and Mr. Wyckoff was given the managership. He remained there until 1912, and in 1914 he entered the grocery business for himself. It was in January, 1909, while he was with T. A. Rowat & Co., that Mr. Wyckoff wrote his first article for CANADIAN GROCER. This was on show-card writing. He had had an all-round experience in selling all classes of customers.

Will Study Market Conditions

He has disposed of his business to join the CANADIAN GROCER staff, and takes up his duties on Monday as editor. He will pay special attention to market quotations, and as he has been buying grocery lines in large quantities during his long experience as a grocer, he will be in a position to give retail merchants the very best service possible. Retailers, wholesalers, manufacturers' agents, brokers and manufacturers will be called on every week for not only market news but information and methods of doing business with a view to making CANADIAN GROCER still more valuable in a practical way.

CANADIAN GROCER is one of sixteen publications published by the MacLean Publishing Company, whose service to subscribers extends across Canada.

CANNED GOODS ARRIVE FROM BELGIUM

CANADIAN GROCER is informed that the shipment of Belgium peas, in cans, has just arrived and is now being distributed by Canadian jobbers. It is stated that this is the first shipment to come forward in five years, and as there was always a ready demand from the trade for these products, the jobbers are expecting a wide distribution of this first allotment. It is stated that supplies are now expected to come forward in more or less regular fashion and that the Belgian canners are in a position to undertake shipment of considerable quantities. This is an indication of the rapidity in which some of the industrial concerns are coming back to undertake export trade.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

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AN UNWORTHY PRACTICE

INQUIRIES among wholesalers and manufacturers indicate that some members of the trade have gotten into the habit of repudiating orders for goods which they have already confirmed. The selling agents of a large Old Country firm showed CANADIAN GROCER an order confirmed by a retailer for a certain quantity of goods with the retailer's signature which had been later cancelled. The agent was told that goods of another line had been purchased and the merchant could not handle the goods ordered and signed for.

There is too much of this sort of business altogether to be found among the trade. It does not apply only to the grocery trade; it applies to others; also to some wholesalers as well as retailers. Business men owe it to their own good business integrity to play fair in the matter of accepting goods which they have ordered and confirmed. They should look at the matter in the same light as if they had sold goods to a customer which were returned to them without any good reason.

WHAT IS SALESMANSHIP?

"A REAL salesman sells goods at *his* prices and on *his* terms. Anybody can cut prices; anybody can make sales at cost. It has been well stated that salesmanship begins where price cutting leaves off. Every man who cuts prices below the fair level admits that he does not know how to sell. He doesn't know how to say *no*."

The above quotation from *Printers' Ink* draws a sharp line between real salesmanship and merely handing out the goods. Cutting prices is the last

resource of the inefficient. The merchant or clerk who knows his business, who knows his goods, and is informed on the factors that go to creating the price of the commodity in question, does not need to adopt any such practice. Most people in the world are reasonable, and can readily be convinced of the justice of the price, if they should ever question it. The salesman whose only method of encouraging purchases is the cut-price idea had better look elsewhere for a lifework, for he is not a salesman, for salesmanship is creating a desire in the purchaser that makes the matter of price only a secondary consideration. Any man can do this if he has the moral courage, and if he has the knowledge.

ADVERTISING FOR GOOD WILL

THERE has been a general tendency of late to blame the grocer and others for all the ills of high prices. Of course the grocer and the retailer generally is as little to blame for high prices as anyone, but the public does not know the facts and the public always wants a scapegoat, and the nearer the scapegoat the better, so naturally the retailer is sacrificed to public opinion. Of course, while this is an injustice, it is one in regard to which the retailer himself is largely to blame. The man who sits still under unjust accusations can not well complain if his silence is misunderstood.

In Atlanta, Georgia, the retail grocers and butchers have adopted a far different attitude. They have struck straight back with an advertising campaign in which the space was devoted to making clear every detailed fact in the retail grocery and meat business involved. They took, as a definite instance, a bag of flour. They told to the cent what the farmer got for the wheat that went into it. They told what the mill paid its employees and what its costs were to grind that one bag of flour. They told what the freight to Atlanta was, what the wholesaler paid for it, and explained in detail the expense of handling it down to the last expense of the retailer, that of delivering the bag at the customer's kitchen door.

In similar manner they discussed every factor entering into the situation of high food prices.

They used a third of a newspaper page for each message, and the cost divided among them all was small, and if there was any consumer in Atlanta who still believed the absurd stories of profiteering by grocers and butchers after a dozen or so of the advertisements had appeared, it was because he could not read, or lacked the normal human function of reason.

In most Canadian cities the trade is organized, and a similar campaign could be readily inaugurated, and if the trade is falling into disrepute, it is simply because people have not been made to understand. It is worth while to direct advertising toward securing good will as it is toward securing customers.

Doing Business on 10 Per Cent. Expense

Knowing Where You Stand All the Time Analyzing a Business Closely—An Interesting System

CERTAINLY it is a pleasure to run across a grocer who forges steadily onward, does it logically, and knows all the time precisely where he stands. I have the record of one in a mid-western city which shows all these things. I have had the great good fortune to know him rather well for upward of ten years. I know that always he keeps digging into the facts of his own store. He seeks facts, facts, facts always, and never tires of seeking. Consequently he grows in size and efficiency every year. We'll call him Jim Sweeney, for that's the kind of man he is—a red-headed hustler from 'way back, who cuts out all frills and is down to plain business every day.

Jim is strong on the fruit department. He knows that, if run right, it pays big money and also draws trade as nothing else will. That is why he writes about its details. He says:

"I am enclosing a detailed report of the month of June business; also a record of the sales and number of sales for June of last year. This June I sold fifteen boxes of lemons, 300 size, at forty-nine cents, that cost me \$6.50 a box; twenty boxes of oranges that cost \$6.50, at seventy-eight cents; 120 cases of strawberries, twenty-four quart size, costing an average of \$5.75, at \$7 per case.

"This May our sales were \$10,000, on ten per cent. expense. That month we sold forty boxes oranges which cost from \$5.50 to \$6 at sixty-nine cents a dozen, and nine boxes lemons, 300 size, that cost \$5.50 to \$6, at 39 cents per dozen.

"Business going big and growing steadily."

Business Closely Analyzed

To show how Jim analyzes his business, his cashier hands him every morning a slip from her adding machine, which shows the cash sales, credit sales, number of cash customers and credit customers, amount received on account, and anything else for which he may ask. Then we have a monthly review like this of April of last year:

Cash customers	1 035
Credit customers	1 012
Cash sales	\$2 222 24
Credit sales	\$2,368 26

Then a year later, he notes April of this year and he compares the two—always this year with last to note progress and keep close tab on the business. So here is April of a year later:

Cash customers	7 529
Credit customers	1 002
Cash sales	\$2 051 20
Credit sales	\$2 216 69

Now let us compare the two June months. Here is June last year:



HENRY JOHNSON, JR.

Cash customers	6,342
Credit customers	1,296
Cash sales	\$4,578.09
Credit sales	\$2,943.80
Here is June of this year:	
Cash customers	8,215
Credit customers	1,159
Cash sales	\$7,195.07
Credit sales	\$2,629.02

Now compare April with April and see the distinct progress. Same with June and June. But then compare April last year with June last year and see how much bigger June is, then compare that June with this April, and see further progress. In fact, every month shows up better than the preceding month and each year ahead of the previous year. Much, indeed most, of this progress is due, I am sure, to the constant watchfulness of Jim himself.

The Multi-Column Journal

Jim employs an expert auditor, a woman who comes in for certain hours each day, for he has the wisdom to know that he has no time to fool away keeping books. He is busy selling goods, and he knows the value of a man in any business lies in his ability to sell, so likewise he fools away little time buying.

The auditor keeps a sixteen-column journal, carrying each amount into the proper subdivision just when the entry is made, so the monthly totals can go to the general ledger in a very few minutes at the end of each month. I have a transcription of the June, this year, totals, as follows:

Received on account	\$2,926.02
Cash sales	7,195.07
Cash paid out	1,473.35
Deposits	10,962.35
Checks issued	10,797.30
Personal (Jim)	75.63
Merchandise	11,432.10
Salaries sales force	373.82
Selling expenses, misc. ...	101.69
Salary delivery force	40.00

Delivery, misc.	28.40
Salaries office force	77.75
Office supplies	1.64
Light, rent, telephone	124.81
Gen. expenses, misc.	15.66
Store No. 2	4.15

Very Low Expense

Jim has been shortening up on the credit business for the past few years, keeping on with only old customers whom he knows well as being reliable, and not soliciting new credit trade. Yet you will note that the credit sales show almost a consistent growth, and the number of credit customers enlarges almost every month.

I like that feature. I think it shows that Jim is not a plunger, does not "go off at the handle" on a notion just because he has it, but makes haste slowly, making changes without disturbance of his business. Result is that his cash business has grown very rapidly; he has his money in hand at all times, yet he retains a nice slice of the best kind of customers—those who will not pay cash but who do pay their bills promptly and buy good things.

I have not checked over the auditor's figures, nor shall I do it, for I know they are right. She has noted on her transcript:

"You will notice that the gross expense was \$839.40; also that the expense was eight and one-half per cent., including \$200 salary for Mr. Sweeney."

I am accepting her figures, as I say, at 8½ per cent. expense for June as it stands. But there is no allowance for interest on invested capital, nor for annual depreciation. Therefore I have assumed a business of \$120,000 a year. On that I take one and a half per cent., or \$1,800 for the items I indicate, and arrive at ten per cent. total expenses on this grocery business—a record for which any merchant might well be proud.

Average Sales Per Customer

A few years ago when a merchant got a dollar into his till he had made three sales to get it there. Probably the average sale is more like 40 or 45 cents to-day. Some high-grade merchants tell me that it runs to around 87 cents in their stores.

But here is Jim Sweeney, with sales in June of \$9,824.09, sold to 9,374 customers. So Jim sold on the average over a dollar and four cents—nearly a dollar and five cents—to each customer! That looks pretty good to me. How do your individual sales compare?

It is hard to carp and find fault with such a record but it is my business to pick flaws where I can, and besides, Jim would not thank me to throw garlands

Continued on page 54

Future of Sugar Depends on Producers

Canadian Market Is Almost Bare of Excess Supplies—View, However, Is Expressed By a Large Importer of Raws, That There Must be Considerable Refined Sugar Held By Ultimate Buyers, But the Visible Supply Is Nevertheless Very Small.

MONTREAL, Jan. 8.—In considering the future basis of price likely to obtain for refined sugar, there are a great many factors to be considered. In the first place the Canadian market is apparently bare of any excess supply at the present time. On the other hand, information secured by CANADIAN GROCER is to the effect that there must be considerable supplies of sugar somewhere in the country. The import of raw sugar and the refining of the same has been very heavy during the past year, and imports have exceeded those of the previous year, and imports continue to increase.

In conversation with a very heavy importer of raw sugar a few days ago, CANADIAN GROCER was informed that the view was held in trade circles, that considerable refined sugar was being held by ultimate buyers. However, this may be, the fact remains that the visible supply of refined sugar is a very limited one.

Exceptional War Profits

It was pointed out in an interview which the writer had with this importer that the war profit secured by the producers of cane sugar were very large. In some cases these profits have been so large as to create a number of millionaires, and who are now in a position to sit tight, if they so desire, when they have sugar to offer and the price offered them for the product does not meet with their own ideas.

Under these circumstances it is obvious that the producer will sell where he chooses, and it is quite evident that his stock will be sold where it brings him the largest returns.

U. S. Will Pay the Price

It is pretty generally agreed that United States' buyers will pay the price for a given commodity, providing it is to be had and they want it. The matter of supply has become far more important with them than the matter of price. For instance, when a certain commodity exceeds a certain price, the Canadian buyer, or probably the English buyer, will simply decide to go without an article, whereas the United States buyer will pay the price. This is expected to be a condition in connection with raw sugar purchases by the United States refineries during the coming season.

While power has been vested in the President of the United States to deal with the matter of price-fixing on raw sugar, a great many feel that no action will be taken and that there will be, therefore, no likelihood of buying prices being fixed as they were last year. This being the case and with an open market

prevailing, the price trend will take its own course.

Europe as a Buyer

The production of beet sugar in Continental Europe has been very much less for some time than it was before the war. It is pointed out that the German grower has had very little inducement handed out to him to grow this product, and that, as a consequence, there will be little or no sugar for export from that country. This will serve to indicate that there will be no sugar supply available from that source for this country, and it may be that considerable export of raw sugar to Continental Europe will be undertaken.

In view of what has already been said regarding the independence of the raw sugar producer on this side of the water, it is quite probable that he may be offered a good price for his raw sugar from the European market. This will have an effect upon the situation here, and the price basis would, in all probability, be enhanced. But to definitely forecast a price tendency is a difficult problem at the present time and none of the importers seem inclined to go on record as to what prices are likely to be. There is this to say, however, that most of them agree that prices will not decline, and that they will probably be higher before any length of time. Much will depend on the attitude of Cuban and other producers.

Two Big Factors

There are two important factors which are responsible for the much-increased consumption of refined sugar. In the first place, the demand for sugar on the part of confectionery manufacturers and candy makers has been exceedingly heavy. They have used larger quantities than ever before, and still are always crying for more. This demand has been created to a certain extent, it is thought, through the enforcement of temperance legislation in various countries, and which has thrown a great demand upon candy makers for their products.

In the second place, the fact already pointed out, namely, that of European production being limited during the past year, may be taken as an important factor in consideration of the price basis for refined sugar. It is simply a question of "who will pay the highest prices" for raw, and if the competition is speeded up, very high prices may be looked for. Europe may become a very heavy buyer, too.

Production Is Heavy

The production of raw sugar, both in Cuba and in Peru, and in other countries, is reported to be very heavy. It

would seem that, with refiners now rather short of supplies, there will be some difficulty in satisfying their immediate requirements, and this will make a very busy time for the early months of 1920.

The present price for refined sugar, viz., \$12.00, is said to be less than present prices for import would justify. Not only so, but CANADIAN GROCER was informed by a producer of raw sugar that this price, as charged by the refineries, is less than they could purchase raw sugar for and refine it, without a cent of profit added. It is obvious that the price of \$12.00 is, therefore, based on sugar which was bought some time ago.

An interesting observation made was that regarding the holding of raw sugar for a period of several years. Reference was made to a shipment of raw sugar which arrived at Montreal, and was held for over four years before the same was refined. This sugar did not test so high when it was finally used, as had it been used sooner, but it made quite as good a quality of sugar, there having been a loss only in the content of the raw sugar. However, this does not bear with very much force upon the consideration of price basis, but simply goes to show that the producer can hold off selling his stock, if he does not get the price he demands.

Shipping To Be Plentiful

This informant is very hopeful regarding improvement to be anticipated in the shipping situation. He believes that within a period of twelve months the situation will be so improved as to enable carriers to handle cargoes promptly, and that they will be able to give reduced freight rates. As a matter of fact, he felt so confident regarding this phase of the matter, that he believed there was reason to look forward to keen competition as between the various ocean transportation companies. He even went so far as to suggest that the condition of rate wars might again be introduced.

In this connection, Great Britain was coming back strong, and he believes that she will hold her pre-war supremacy as a commercial carrier of freight upon the high seas. The United States are making a strong bid for first place, but quite a number of factors go to show that Great Britain was still on top, and would continue to be. Her shipping is of a very staunch character, and she is increasing her tonnage again very rapidly. She also has the advantage of building her tonnage at a reduced price, it was pointed out.

CURRENT NEWS OF THE WEEK

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

MARITIME

The grocery of Mrs. Capt. Mosher, Souris, P. E. I., was burned recently.

QUEBEC

Henry B. Thomson, ex-Food Controller, was in Montreal early this week.

W. H. Halford, managing director of the Murai Trading Company, spent several days this week in New York.

M. Nozaki, C.P.R. agent at Yokohama, Japan, and Mr. Mochizuki, tea exporter of the same city, are visiting Montreal.

Percy Kent (returned soldier) has been appointed to represent in Nova Scotia and Prince Edward Island, the Montreal firm of S. H. Ewing and Sons, coffees, spices, etc.

The F. W. Woolworth 5c, 10c and 15c Stores, located at 489 St. Catherine Street East, were damaged by water on Saturday night last, when a fire, which had broken out in the premises above the store was being fought by the city fire brigade.

ONTARIO

The F. F. Long, Ltd., of Campbellford, has been granted a charter.

Wm. J. Fawcett, Toronto, has been succeeded by James Q. Tamblin.

Wm. Leary, Parkhill, is offering his grocery and flour and feed business for sale.

The grocery store of Miss Maud Addison at Athens, Ont., was recently damaged by fire.

W. H. K. Ostrom, of Rednersville, Ont., has sold his general store to Alex. Gilmore of the same town.

J. J. Lavadiere, of Toronto, has disposed of his grocery business to Prentice and Forrest of the same city.

The Gipe-Hazard Store Service Company, Ltd., has taken over the business of the Gipe Carrier Company, and also that of the Hazard Store Service Company, in Toronto.

Duncan H. McKenzie, for the last 25 years has been connected with Snet-singers' General Stores at Moulinette, Ont., died quite suddenly Sunday morning, Dec. 14. Interment took place at Lancaster, Ont.

James Kyd has severed his connection with the F. J. Castle Co., Ltd., wholesale grocers, Ottawa, to enter the wholesale grocery brokerage business in that city. His office is in the Citizen Building.

J. G. Wallace, who has been in the grocery business in Brantford, Ont., for

the past forty years or so, has disposed of his business and sold the building to the Hydro-Electric for office purposes. Mr. Wallace is retiring after a long and honorable grocery career.

The 50th anniversary of the founding of the H. J. Heinz Co.'s pure foods industry at Pittsburgh, Pa., was celebrated by holding a banquet in that city recently. The Leamington factory was represented at the function by R. A. Logan and H. J. Barmby.

WESTERN

Zacour Bros., Winnipeg, have disposed of their stock.

Mrs. K. Bertram, of Saskatoon, has sold her business to W. G. Whidden.

C. F. Julien, of Edmonton, has been succeeded by H. Beltier of the same city.

The Western Canada Flour Mills, at Edmonton, recently suffered loss by fire.

H. D. Sullivan, of Edmonton, has disposed of his grocery business to C. E. Stranger.

Stewart & Rutledge, of Unity, Sask., have been succeeded in the grocery business by C. F. Carsen.

Johnson Bros. have sold their grocery business at 215 Johnson Avenue, Winnipeg, to Frank Roberts, who is putting in a new stock and generally renovating the store.

David Ross and Wm. T. White, of Winnipeg, have exchanged stores, Mr. White taking over the grocery and confectionery business of David Ross, and Mr. Ross assumes the proprietorship of Wm. White's store.

NEW MANAGER OF CANADA DRUGS, LTD.

W. H. Reed, of Winnipeg. Will Take Charge of Yorkton's Latest Wholesale Business

Mr. W. H. Reed, of Winnipeg, has accepted the position of manager of Canada Drugs Ltd., the new wholesale drug company recently organized, with headquarters at Yorkton, Sask.

Mr. Reid was formerly manager of the mercantile department of the Saskatchewan Grain Growers at Winnipeg, and is well qualified for the position he has assumed. He anticipates big business and will extend the activities of Canada Drugs, Ltd., to all parts of Canada.

WAS THE WRITER'S OPINION ONLY

CANADIAN GROCER has a letter from George I. Harnish, Leguille, N. S., in reference to a recent article by Henry

Johnson, Jr., in regard to taking stock on Sunday. In his letter Mr. Harnish says that success depends on doing right. "If I cannot make a living without breaking God's command in regard to keeping the Sabbath day holy, I will give up the grocery business. If we do what is right in the sight of God our barns will be full to overflowing. Any merchant that breaks the Sabbath day is no better than a burglar, and deserves all the punishment that will come upon him. Had the business men the world over served God as diligently as they have served their business, the world would not be in the condition it is to-day."

Readers, of course, understand that the opinions and ideas expressed by Henry Johnson, Jr., and other writers under their own names in CANADIAN GROCER are theirs and do not necessarily coincide with those of CANADIAN GROCER. We have never suggested editorially and would not suggest that any merchant should take stock on Sunday—the day of rest from the labors of the week.

SAYS POISON SCARE OVERDONE

The botulism poisoning scare has gone beyond all reasonable bounds, and wholesale seizure of olives has not been justified by investigations made by bacteriologists, Fred L. Woodworth, Michigan state food and drug commissioner, says.

"I doubt that in the thousands of cans seized in Detroit, a single instance has been found where botulism germs were present. The germs in the only harmful can found were not those of botulism, and the investigations carried on by the Department of Health laboratories indicate that they would not cause death.

"The suspicion raised against canned fruit and vegetables as a result of the death at Grosse Pointe is detrimental to public health. There is no more wholesome or safe food than canned fruits."

CALENDARS 1920

The California Fruit Growers' Exchange, Los Angeles, has issued a very attractive calendar to its many patrons. It constitutes a picture of the well-known Sunkist oranges, in the natural color, against a background of blue and green, the effect being an altogether pleasing one.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

MARKETS generally throughout the Dominion, in grocery lines, are very active and from all reports the price trend is chiefly towards higher levels. There is a big demand for goods and some lines are in small supply. A number of advances are shown this week.

MONTREAL—At the time of going to press there is no change in the price of sugar, but, owing to the higher levels of raws, advances are inevitable. Canned goods are selling freely. Heavy export business with European markets is expected when exchange rates become more settled. Prunes have advanced 1 cent per pound. Other fruits are selling readily. Small shipments of shelled walnuts are arriving in this market and Bordeaux shelled are selling at 85c per pound. There is an active demand for corn syrup and the undertone is firm. Flour is selling steadily at recent advances. Spices are firm. Rolled oats are firmer and are selling from \$4.70 to \$5.25 per bag. Oatmeal sells freely at from \$5.50 to \$5.75 in 98's. Rice remains very steady and no changes are expected in price basis for some time to come. Hay has advanced from \$1 to \$3 per ton. There is a great scarcity, owing to the farmers' failure to deliver. Oats also are scarce.

TORONTO—The grocery markets this week are for the most part very strong. There is nothing to indicate any easier tendencies in values at the present time and even at the high levels prevailing there is a continuance of the active trade that characterized business prior to the holiday season. The sugar market is steady and firm with not much improvement in supplies. Excess stocks of refined

sugar in Canada are apparently not large. New raws should be available at an early date, when it is expected that supplies will show expansion. Advices from primary markets point to higher prices for new molasses, when shipments of the new crop are ready for this market. Cereal prices are very strong and higher figures are named for some cereals this week. The trend is towards stronger quotations. Higher prices are named on baking powder this week, the advance amounting to 10 cents per case on some brands. Soap, too, has advanced, laundry varieties being quoted 50 cents per case higher. The increasing cost of raw materials and the exchange situation are advanced as the reason thereof. New Manchurian shelled walnuts are on the market and are quoted to the trade at 68 cents per pound. Other lines are steady. Raisins are still very scarce, although some recent arrivals have helped the situation somewhat. All indications point to strong prices for raisins and buying now, where available, is good business, as prices are bound to be higher in the spring.

The tendency in the market for live hogs is towards lower prices. Fresh pork and pork products, however, are steady and strong. The market for butter, cheese and eggs is strong and unchanged.

WINNIPEG—The markets this week are very strong and in a number of instances advances are reported. Trade has been very active, even after the rush of the holiday season. The feature of the markets this week has been the advance in the price of sugar by B.C. refinery. Quotations are up one dollar per cwt. Soaps have also advanced. Raisins are still very strong, although Grecian currants are slightly easier. Canned milk shows a tendency to go higher. The hog market is very firm.

QUEBEC MARKETS

MONTREAL—Provision markets are ruling steady with some changes. Select weight hogs are commanding higher prices, as much as \$19 per cwt. being paid last week. Barrel pork is lower, and sausage, hams and tongue are all marked down from previous levels. The butter market is steady and unchanged. Cheese is a seller to the domestic trade on an unchanged basis. Lard sells well at maintained prices, and margarine and shortening command a fair sale to the trade. New-laid eggs are freer in supply, and the price is reduced to 95c per dozen, while selects are also down. Poultry undertone is easier and prices may be expected to decline, the receipts having improved, and demand being somewhat less. The fish trade is quite active, and supplies are selling well of fresh frozen varieties.

Pastes, Dyes, Special Cheese Up

Montreal.
PASTES, DYES, SPECIAL CHEESE.
—"Splendour" pastes have advanced 30c per box of 20 pounds. Selling price is now \$2.30. Diamond dyes are now selling at \$13.56 per gross, less 5 per cent. trade discount. There is an advance of 1c on the special 20-lb. cheeses which is now selling at 34c per pound.

Sugar Very Firm; Advances Likely

Montreal.
SUGAR.—Although there is no change in the present price basis at the time of

going to press, an early advance seems inevitable owing to new high levels for raws. Adequate supplies will not be available until next month. Meanwhile there is an active demand for the small amounts that are being refined by the various companies.

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

Canned Goods

Selling Freely

Montreal.

CANNED GOODS.—Canned goods are selling freely and prices are unchanged. It is stated that a big export trade will be done in the European markets whenever exchange rates settle down. There are adequate supplies to meet the demands for these commodities.

CANNED VEGETABLES

Asparagus (Amer.), mammoth green tips	4 50	4 85
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	1 50	1 50
Succotash, 2 lb. doz.	1 80	1 80
Do., Can. (2s)	1 80	1 80
Do., California, 2s.	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	1 45	1 50
Tomatoes, 1s	1 45	1 50
Do., 2s	1 80	1 85
Do., 2½s	1 90	2 15
Do., 3s	6 50	7 00
Do., gallons	1 50	1 55
Pumpkins, 2½s (doz.)	1 85	1 90
Do., gallons (doz.)	1 92½	2 05
Peas, standards	3 00	3 00
Do., Early June	2 00	2 00
Do., extra fine, 2s.	1 57½	1 57½
Do., Sweet Wrinkle	2 75	2 75
Do., fancy, 20 oz.	27 50	30 00
Do., 2-lb. tins	23 00	23 00
Peas, Imported—	6 25	6 50
Fine, case of 100, case	1 40	1 65
Ex. Fine	2 20	2 20
No. 1	1 80	1 95
Apricots, 2½-lb. tins	6 75	6 75
Apples, 2½s, doz.	5 25	5 75
Do., new pack, doz.	0 95	1 00
Do., 3s, doz.	2 40	2 45
Do., new pack	1 85	1 90
Do., gallons, doz.	4 00	4 05
Blueberries, ½s, doz.	16 00	16 00
Do., 2s	4 80	5 15
Do., 1-lb. talls, doz.	20 00	20 00
Do., black, 2s, doz.	4 75	4 80
Do., gallons, doz.	4 60	4 75
Cherries, red, pitted, heavy syrup, No. 2½	2 75	2 75
No. 2	4 75	4 80
Do., white, pitted	4 60	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	2 75

CANNED FRUITS

Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	10 00
Do., gallon, table	4 25	4 50
Pears, 2s	5 25	5 25
Do., 2½s	1 90	1 90
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	2 30
Do., 2-lb. talls, doz.	4 00	4 50
Do., 2½s	2 00	2 20
Plums, Lombard	2 40	2 45
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 40	2 45
Gages, green, 2s	4 50	4 60
Raspberries, 2s, black or red, heavy syrup	4 50	4 65
Strawberry, 2s, heavy syrup	2 25	2 25
Rhubarb, 2-lb. tins		

CANNED FISH, MEATS, ETC.

Salmon—		
Chums, 1-lb. talls	2 00	2 00
Do., ½s, flat	1 20	1 20
Soakeye, 4s, 1s, doz.	2 50	2 50
Do., 96, ½s, doz.	4 00	4 30
Red Springs, 1-lb. tall.	2 00	2 00
Do., ½ lb. flat	3 75	3 75
Cohoos, 1-lb. tall	1 90	1 90
Do., ½ lb. flat	2 55	2 55
Pinks, 1 lb.	1 30	1 30
Do., ½ lb.	2 00	2 00
White Springs, 1s	2 00	2 00
Chums, 1 lb. talls	1 10	1 10
Do., ½s, flat	2 25	2 25
Gaspe, Niobe Brand (case of 4 doz.), per doz.	3 60	3 60
Labrador, 1-lb. flat	4 25	4 50
Alaska, red, 1-lb. tall.	3 25	3 25
Herrings, imported, tomato sauce	2 85	2 90
Do., kippered	1 85	1 85
Do., tomato sauce, ½s	1 50	1 50
Do., kipp., Canadian, 4s, 1s.	6 75	6 75
Do., plain, case of 4 doz.	1 65	1 65
Do., ½s	1 00	1 00
Haddies (lunch), ½-lb.	2 25	2 35
Haddies, chicken (4 doz. to case), doz.	6 25	6 75
Canadian sardines, case	2 00	2 00
Whale Steak, 1-lb. flat	1 90	2 00
Pilehards, 1-lb. talls	24 00	25 00
Norwegian sardines, per case of 100 (¾s)	2 60	2 60
Oysters (canned), 5 oz., doz.	4 20	4 20
Do., 10 oz., doz.	3 40	3 40
Lobsters, ¼-lb., doz.	5 50	6 00
Do., ½-lb. tins, doz.	12 00	12 00
Do., 1-lb. talls	6 00	6 00
Do., ¾-lb., doz.	12 00	12 00
Do., 1-lb. flats	2 40	2 40
Lobster pas', ¼-lb. tins	14 50	14 50
Sardines (Amer. Norweg'n style)		
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case	24 00	24 00
Scallops, 1-lb., doz.	3 25	3 25
Do., Eastern trade	2 65	2 65
Do., Winnipeg and Western	2 85	2 85
Scotch Snaek, No. 2, doz.	4 60	4 60
Shrimps, No. 1	2 40	2 80
Do., 1½s	4 50	4 50
Crabs, No. 1 (case 4 doz.)	6 75	6 75
Crab meat (Japanese), doz.	6 50	6 50
Clams (river), 1 lb., doz.	1 90	1 90
Scotch Snaek, No. 1, doz., Montreal	2 85	2 85
Meats, English potted, doz.	2 00	2 00

Cold Weather is Help on Bean Sales

Montreal.
BEANS, PEAS.—Sales of beans are naturally more active since the arrival of cold weather, and prices are firmly held, but without change. A good sale obtains for boiling peas, and split peas also.

BEANS—		
Canadian, hand-picked, bush	5 10	5 40
Japanese	5 40	5 25
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
PEAS—		
White soup, per bush	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10½	0 11

Prunes Advance 1c; Other Fruits Steady

Montreal.
DRIED FRUITS.—Prunes have advanced from ½c to 1c on all grades.

There is a steady demand for all other fruits at an unchanged price basis, and satisfaction is generally expressed with present trade conditions.

Apricots, fancy	0 36	0 36
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 23½	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.	0 23	0 23
Pears, choice	0 26	0 26
Drained Peels—		
Choice	0 26	0 26
Ext. fancy	0 30	0 30
Lemon	0 45	0 45
Orange	0 46	0 46
Citron	0 68	0 68
Peels (cut mixed), doz.	3 25	3 25
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateles, 2 crown	0 16	0 16
Do., 1 Crown	0 17½	0 18
Do., 3 Crown	0 18	0 19½
Do., 4 Crown	0 19½	0 20
Cal. seedless, cartons, 16 oz.	0 23	0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded	0 17	0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 22
Do., Greek, 15 oz.	0 25	0 25
Dates, Excelsior (36-10s), pkg.	0 15½	0 15½
Fard, 12-lb. boxes	3 25	3 25
Package only	0 19	0 20
Do., Dromedary (36-10 oz.)	0 19	0 19
Package only, Excelsior	0 20	0 20
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2½s, lb.	0 45	0 45
Do., 2½s, lb.	0 48	0 48
Do., 2½s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	0 14
Figs, Turkish, 3 crown, lb.	0 44	0 44
Do., 5 Crown, lb.	0 46	0 46
Do., 7 Crown, lb.	0 52	0 52
Figs, mats	4 75	4 75
Do., 23 8-oz. boxes	3 50	3 50
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s (25-lb. box)	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17½	0 17½
100-120s	0 16	0 17

Shelled Walnuts Are Arriving

Montreal.
NUTS.—Small consignments of shelled walnuts are arriving in this market. Bordeaux shelled walnuts are selling at 85c per pound in one quarter, which is an advance over previous prices. Supplies are limited but large dealers state that an equal distribution of available supplies materially helps the situation.

Almonds, Tarragona, per lb.	0 35	0 36
Do., shelled	0 60	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 26	0 26
Chestnuts (Canadian)	0 27	0 27
Filberts (Sicily), per lb.	0 28	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo	0 35	0 35
Peanuts, Jumbo	0 24	0 24
Do., "G"	0 19	0 20
Do., Coons	0 16	0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16½	0 19
Do., No. 1 Virginia	0 14	0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 33	0 33
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 60	0 60
Walnuts	0 29	0 35
Do., new Naples	0 23	0 25
Do., shelled	0 82	0 85
Do., Chilean, bags, per lb.	0 38	0 38

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

Rice Market
Remains Firm

Montreal.
RICE.—The rice market remains very firm, and it is stated that everything indicates a firm market at present quotations for some time to come. There is a fairly active demand.

RICE—

Carolina, ex. fancy	17 50	20 00
Do. (fancy)		17 00
Do., No. 2		16 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14 1/4	0 15 1/2
Broken rice, fine		7 00
Do., coarse		9 00
Tapioea, per lb. (seed)	0 12 1/2	0 16
Do. (.earl)	0 12 1/2	0 14
Do. (flake)	0 11	0 13

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

Active Demand
For Corn Syrup

Montreal.
SYRUPS.—There is manifest at the present time a very active demand for corn syrup. It is stated that the shortage of sugar is responsible for this situation. Prices remain unchanged, but there is a decidedly firm undertone in this market.

Corn Syrups—

Barrels, about 700 lbs., per lb.	0 08 1/4
Half barrels	0 08 1/2
Kegs	0 08 3/4
2-lb. tins, 2 doz. in case, case	5 45
5-lb. tins, 1 doz. in case, case	6 05
10-lb. tins, 1/2 doz. in case, case	5 75
20-lb. tins, 1/4 doz. in case, case	5 70
2-gal. 25-lb. pails, each	2 60
3-gal. 33 1/2-lb. pails, each	3 85
6-gal. 65-lb. pails, each	6 25

White Corn Syrup—

2-lb. tins, 3 doz. in case, case	5 95
5-lb. tins, 1 doz. in case, case	6 55
10-lb. tins, 1/2 doz. in case, case	6 25
20-lb. tins, 1/4 doz. in case, case	6 20

Cane Syrup (Crystal) Diamond—

case (2-lb. cans)	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal

Barbadoes Molasses—

Punchoons	1 25
Barrels	1 28
Half barrels	1 30

Fancy Molasses (in tins)—

2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

Note.—Prices on molasses to outside points average about 2c per gallon less. In gallon lots 2c above 1/2 barrel prices.

Teas Still Move;
Basis Very Firm

Montreal.
TEAS.—An unusually active tea market has ruled here for some time, and the tonnage passing to the jobbing trade has been heavy. Prices are ruling firm, the cabled advices pointing to the cleaning up of supplies of better grade teas in Japan. Arrivals are now reported from India and Ceylon.

JAPAN TEAS—

Choice (to medium)	0 65	0 75
Early picking	0 65	0 70
Finest grades	0 80	1 00

Javas—

Pekoes	0 42	0 45
Orange Pekoes	0 46	0 45
Broken Orange Pekoes	0 43	0 46

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Future Coffee Firmed
After Lower Basis

Montreal.
COFFEE, COCOA.—Prices declined on Santos coffee for import, but firmed again, and are now back near the previous price basis at points of growth. The local markets are steadily unchanged, movement to the trade being reported as seasonably good. The cocoa basis is firmer, with some mark-ups here and there, while others are still selling at unchanged prices. There is an export demand for these products, and some are preferring, they state, to sell to the Canadian trade, although export prices offer an inducement.

COFFEE—

Rio, lb.	0 35	0 87 1/2
Mexican, lb.	0 44	0 46
Jamaica	0 42	0 45
Bogotas, lb.	0 46	0 48
Mocha (types)	0 45	0 48
Santos, Bourbon, lb.	0 44	0 47
Santos, lb.	0 43	0 45

COCOA—

In 1-lbs., per doz.	5 50
In 1/2-lbs., per doz.	2 90
In 1/4-lb., per doz.	1 55
In small size, per doz.	1 15

Self-raising Flour
is Marked Higher

Montreal.
PACKAGE GOODS.—Self-raising flour (3 lb. package) has advanced to \$2.25 per dozen, and 6 lb. size to \$5.80. Trade is stated to be very good. A firmer tone is manifesting itself, and this is due to the difficulty, in part, at least, of obtaining supplies of packages. Advances are anticipated on cereals.

PACKAGE GOODS

Breakfast food, case 18	2 85	
Cocoa nut, 2 oz. pkgs., doz.	0 78 1/2	
Do., 20-lb. cartons, lb.	0 36	
Corn Flakes, 3 doz. case	3 50 3 65 4 15 4 25	
Oat Flakes, 20s	5 40	
Rolled oats, 20s	5 60	
Do., 18s	2 00	
Do., large, doz.	3 00	
Oatmeal, fine cut, pkgs., case	6 75	
Puffed rice	5 70	
Puffed wheat	4 25	
Farina, case	2 35	
Hominy, pearl or granu., 2 doz.	3 65	
Health bran (20 pkgs.), case	2 60	
Scotch Pearl Barley, case	2 60	
Pancake Flour, case	3 60	
Pancake Flour, self-raising, doz.	1 50	
Buckwheat Flour, case	3 60	
Wheat food, 18-1 1/2s	3 25	
Wheat flakes, case of 2 doz.	2 80	
Oatmeal, fine cut, 20 pkgs.	6 75	
Porridge wheat, 36s	6 45	
Do., 20s	6 25	
Self-raising Flour (3-lb. pack.) doz.	2 95	
Do. (6-lb. pack.), doz.	5 80	
Corn starch (prepared)	0 11 1/4	
Potato flour	0 16 1/2	
Starch (laundry)	0 12	
Flour, Tapioca	0 15	0 16

Flour Steady At
Recent Advance

Montreal.
FLOUR.—There is a very heavy demand for flour at the present time, and the supplies are found quite adequate to meet the heavy business. The market is ruling firm at the advances of last week.

Standard Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	13 25
Per bbl., in (2) cotton bags, 98 lbs.	13 40
Small lots, per bbl. (2) jute bags, 98 lbs.	13 55
Winter wheat flour (bbl.) jute bags	10 20

Firm Feed Markets;
Much Feed Absorbed

Montreal.
FEEDS.—No changes have been made in the basis for bran and shorts. The sale of these has been very heavy but demand has somewhat subsided. The undertone on barley feeds is not only firm, but there is difficulty in getting the product, so that quotations are temporarily withdrawn.

FEEDS—

Bran, mixed cars	45 00
Shorts, mixed cars	52 00
Crushed oats	60 00 68 00
Barley chop	
Special Middlings	
Feed Flour, 98 lbs.	3 75
Gluten Feed—	
F.o.b. Cardinal	64 00
F.o.b. Fort William	62 00

Spices Are Firm;
Import From Britain

Montreal.
SPICES.—Although the spice market is very firm there are no alterations in prices. CANADIAN GROCER learns from a big importer that it is hoped to establish a more extensive trade between Canada and the Old Country. It is only in its initial stage at present, but results show that trade can be done as profitably, as cheaply, and as quickly with the British markets as with American firms. Spices have already come here from Britain in three weeks.

Allspice	0 22
Cassia (pure)	0 33 0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 20
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Cloves	0 85
Cream of tartar (French pure)	0 75 0 80
American high test	0 80 0 85
Ginger	0 40
Ginger (Cochin or Jamaica)	0 31
Mace, pure, 1-lb. tins	1 00
Mixed spice	0 30 0 32
Do., 2 1/2 shaker tins, doz.	1 15
Nutmegs, whole	0 60 0 70
64, lb.	0 45
80 lb.	0 45
100, lb.	0 40
Ground, 1-lb. tins	0 65
Pepper, black	0 38 0 40
Do., special	0 32
Do., white	0 50
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 30
Paprika	0 65 0 70
Tumeric	0 25 0 30
Tartaric acid, per lb. (crystals or powdered)	1 00 1 10
Cardamon seed, per lb., bulk	2 00
Caraway (nominal)	0 30 0 35
Cinnamon, China, lb.	0 30
Do., per lb.	0 35
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 75 0 80
Pimento, whole	0 15 0 20

For spices packed in cartons add 4 1/2 cents a lb., and for spices packed in tin containers add 10 cents per lb.

Prices Vary
On Rolled Oats

Montreal.
CEREALS.—Rolled oats were quoted this week at prices ranging from \$4.70 to \$5.25 per 90-lb. bag, and oatmeal is marked from \$5.50 to \$5.75 in 98's. Trade in all cereals is very good and the supplies compare favorably with those of last week.

Cornmeal, golden granulated	5 50	6 25
Barley, pearl	7 00	7 50
Barley, pot. 98 lbs.	6 00	6 50
Barley (roasted)		7 50

Buckwheat flour, 98 lbs. (new).....	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl, 98 lbs.	6 45
Graham flour	5 75
Oatmeal (standard-granulated)....	5 50
5 75	
Rolled oats, 90-lb. bag	4 70
5 00-5 25	

**Hay is Advanced;
Barley and Oats**

Montreal.
HAY AND GRAIN.—Hay has advanced from \$1 to \$3 per ton owing to scarcity because farmers are not delivering. Oats are marked up 3c to 7½c per bushel. There is a good demand for these commodities, in fact it cannot be met. Oats are very scarce, and it is stated that the farmers have barely sufficient for their own needs. Straw has also advanced \$3 per ton.

Hay—	
Good, No. 1, per 2,000-lb. ton	26 00
Do., No. 2	25 00
Do., No. 3	23 00
Straw	15 00
Oats—	
No. 2 C.W. (34 lbs.)	1 11
No. 3 C.W.	1 08
Extra feed	1 02½
No. 1 feed	1 06
No. 2 feed	1 03
Barley—	
No. 3 C. W.	
No. 3	
No. 4 C.W.	
Feed barley	1 60
Prices are at elevator.	

**Potatoes, Onions,
Tomatoes Higher**

Montreal.
VEGETABLES.—Potatoes are marked up to \$2.75 per 90-lb. bag, and New Brunswick have advanced to \$2.75. Onions, yellow and red, are both advanced to \$6. Hothouse tomatoes are selling at 65c per pound, which is a very high price. There is active demand for all lines of coarse vegetables.

Artichokes, bag	2 00
Beans, new string (imported) hamper	7 00
1 50	
Beets, new, bag (Montreal)	4 00
Cucumbers (hothouse), doz.	0 75
Chicory, doz.	8 00
Cauliflower, Am., doz., dble. crate	4 00
Do., single crate	3 50
Cabbage (Montreal), barrels	1 25
Carrots, bag	

Celery, Canadian, doz.	1 00
Do., California, 5-7 doz. crate	13 00
Garlic, lb.	0 25
Horseradish, lb.	0 40
Lettuce (Boston), head crate	3 25
Leeks	2 00
Mint	0 60
Mushrooms, lb.	1 50
Do., basket (about 3 lbs.)	4 00
Onions, Yellow, 75-lb. sack	6 00
Do., red, 75 lbs.	6 00
Do., crate	2 75
Do., Spanish, case	7 00
Oyster plant, doz.	0 50
Parsley (Canadian)	0 60
Peppers, green, doz.	0 50
Parsnips, bag	1 50
Potatoes, Montreal (90-lb. bag)	2 75
Do., New Brunswick	2 75
Do., sweet, hamper	3 50
3 75	
Radishes, American, doz.	0 75
Spinach, box	1 50
Turnips, Quebec, bag	1 50
Do., Montreal	1 25
Tomatoes, hothouse, lb.	0 65

**Apple Market Has
Been Ruling High**

Montreal.
FRUITS.—Much heavy selling of fruits was characteristic of the holiday period, and while this has now quieted down considerably there is ready sale for many items in the list. Prices are steadily firm, and the apple market, in particular, and for best grades, is ruling very firm.

Apples—	
Baldwins	7 50
8 00	
Ben Davis, No. 1	6 00
7 00	
MacIntosh Red	12 00
15 00	
Fameuse, No. 1	14 00
7 50	
Greenings	8 00
5 00	
Gravenstein	5 00
10 00	
Spies	6 50
7 00	
Winter Reds	3 75
4 00	
Apples in boxes	6 00
6 75	
Bananas (as to grade), bunch	12 00
13 50	
Cranberries, bbl.	0 75
2 50	
Do., gal.	3 50
3 50	
Holly, doz. bunches, doz.	13 00
8 00	
Grapes, Tokay (box), 30 lbs.	4 25
4 25	
Grape, Emperor, kegs	3 00
3 00	
Evergreen, bundle	4 25
4 25	
Grapefruit, Jamaican, 64, 80, 96.	6 00
6 50	
Do., Florida, 54, 64, 80, 96.	6 50
6 50	
Lemons, Messina	3 00
2 75	
Pears, Cal.	5 00
6 25	
Pomegranates (boxes of about 80), box	7 00
4 00	
Keiffer Pears (box)	
5 00	
Pears, Cal., Valencias	
7 00	
Cal. Navels	
4 00	
Florida, case	

ONTARIO MARKETS

TORONTO, Jan. 9.—The after-holiday business in the grocery trade has been on the whole very active, and prices continue at very strong levels. Changes this week are not numerous, but the tendency in most lines is upward. Sugar is firm, but the supplies do not show any noticeable increase. New supplies of molasses are likely to be higher, as indications from primary markets are very strong. Cereals are also very firm, and teas and coffees are tending higher.

**Little Improvement
In Sugar Supplies**

Toronto.
SUGAR.—No changes are reported in the market for sugar this week. Supplies are about as usual, and values are very strong. New raws should be coming along in a fortnight. However, lower prices are not anticipated, although there should be some improvement in supplies. At the present time some of the refineries are not operating. Sugar

is quoted on the basis of 12.21 per cwt. Toronto delivery.

St. Lawrence, extra granulated, cwt.	12 21
Atlantic, extra granulated	12 21
Acadia Sugar Refinery, extra granulated	12 21
Can. Sugar Refinery, extra granulated.	12 21
Dom. Sugar Refinery, extra granulated.	12 21
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10, 50c; cartons, 20/5s, 60c; cartons, 50/2, 70c	
Yellows same as above.	

**New Molasses
Will be Higher**

Toronto.
CORN SYRUPS, MOLASSES.—The market for molasses at the present time is very strong. There is no new molasses on the market yet, but indications point to higher prices ruling on new shipments. Quotations on old stocks are unchanged at the advance early in December. Corn syrups are firm and are in good demand.

Corn Syrups—	
Barrels, about 700 lbs., yellow	0 08½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbl	
Cases, 2-lb. tins, white, 2 doz. in case	5 05
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, ½ doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, ½ doz. in case	5 75
Cane Syrups—	
Barrels and half barrels, lb.	0 06
Half barrels, ¼c over bbls.; ¼ bbls., ½c over	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 40
Choice Barbadoes, barrels	1 20
West India, bbls., gal.	0 40
0 45	
West India, No. 10, kegs	6 50
West India, No. 5, kegs	2 75
3 00	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	5 50
Tins, 3-lb. table grade, case 2 doz., Barbadoes	7 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
4 00	
Tins, No. 3, baking grade, case of 2 doz.	4 70
6 50	
Tins, No. 5, baking grade, case of 1 doz.	3 75
6 20	
Tins, No. 10, baking grade, case	4 60
0 05	
West Indies, 1½s, 48s.	3 60
6 00	
of ½ doz.	

**Package Goods
Firm and Steady**

Toronto.
PACKAGE GOODS.—Package goods are generally very strong, and dealers state that higher prices on rolled oats shortly are not unlikely. There is a very active demand for practically all lines just now, and particularly the cereals.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
4 25	
Porridge Wheat, 36s, regular, case	6 00
Do., 26s, family, case	6 30
Cooker Package Pens, 36s, case	4 20
Cornstarch, No. 1, lb. cartons	0 11½
0 11½	
Do., No. 2, lb. cartons	0 10½
0 10	
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 13½
Do., in 6-lb. wood boxes	0 13½
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s.	3 30
Buckwheat flour, 24s.	3 30
White flour, 24s	5 50
Graham flour, 24s	5 75

**Baking Powder up;
Christie Biscuits Higher**

Toronto.
MISCELLANEOUS.—New prices are

named this week on both Royal and EggO baking powder. The advance amounts to ten cents per case. Christie's sweet biscuits are also higher, the advances ranging from one to three cents per pound, according to the grades. Grapenuts are also higher at \$3.85 per case.

Cereals in Bulk

Tend Higher

Toronto.

CEREALS.—There is an active inquiry for cereals in bulk, and quotations are very strong. The tendency of the market is towards higher levels. Graham flour in 98s is selling at \$6.60, and farina in bulk is quoted at \$6.20. Split peas are very strong at 8½ cents.

	Single Bag	Lots
	F.o.b.	Toronto
Barley, pearl, 98s	7 00	7 50
Barley, pot, 98s		6 00
Barley Flour, 98s		4 50
Buckwheat Flour, 98s		6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 70	5 80
Oat Flour		
Corn Flour, 98s		5 50
Rye Flour, 98s		5 90
Rolled Oats, 90s	5 00	5 25
Rolled Wheat, 100-lb. bbl.	6 50	7 25
Cracked wheat, bag		6 50
Breakfast Food, No. 1		6 25
Do., No. 2		6 25
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08½
Blue peas, lb.	0 09	0 10
Marrowfat green peas		0 11½
Graham Flour, 98s		6 60
Farina, 98s		6 20

Canned Fruits

Sell Freely

Toronto.

CANNED GOODS.—The demand for canned vegetables is inclined to be a little quiet. Prices are steady. Fruits are selling more freely, and prices of the same are very strong. New prices of jams are now ruling, as was announced in CANADIAN GROCER a couple of weeks ago.

Salmon—		
Sockeye, 1s, doz.	4 75	
Sockeye, ½s, doz.	2 75	
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Cohoos, ½ lb. tins	2 00	2 10
Do., Red Springs, 1-lb. talls	3 75	4 25
Do., White Springs, 1s, doz.	2 30	2 35
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 50
Lobsters, ½ lb. doz.		6 00
Do., ¼-lb. tins		3 25
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Beets, 2s, dozen	1 45	
Tomatoes, 2½s, doz.	1 95	2 00
Peas, standard, doz.	2 00	2 50
Do., Early June, doz.		2 40
Do., Sweet Wrinkle, doz.	2 45	2 50
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus, tins, doz.	3 85	4 25
Asparagus butts, 2½s, doz.		2 50
Canadian corn	1 75	2 10
Pumpkins, 2½s, doz.		1 25
Spinach, 2s, doz.		2 15
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Pineapples, sliced, 2s, doz.	4 50	4 75
Do., shredded, 2s, doz.	4 50	4 75
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard 10s doz.		5 90
Apples, gal, doz.		6 25
Peaches, 2s, doz.	3 55	3 90
Pears, 2s, doz.	3 00	4 25
Plums, Lombard, 2s, doz.	3 10	6 25
Do., Green Gage	3 25	3 40

Cherries, pitted, H. S.	4 35	4 40
Blueberries, 2s	2 25	2 40
Strawberries, 2s, H. S.		5 25
Blueberries, 2s	2 10	2 36
Jams—		
Apricots, 4s, each		1 08
Black Currants, 16 oz., doz.		4 60
Do., 4s, each		1 15
Gooseberry, 4s, each		0 98
Do., 16 oz., doz.		4 10
Peach, 4s, each		0 97
Do., 16 oz., doz.		4 00
Red Currants, 16 oz. doz.		4 15
Raspberries, 16 oz., doz.		4 50
Do., 4s, each		1 15
Strawberries, 16 oz., doz.		4 70
Do., 4s, each		1 20

California Raisins Are Still Very Scarce

Toronto.

DRIED FRUITS.—Shipments of raisins have arrived from California that have somewhat eased the situation here. But the Thompson's seedless raisins are still in very small supply. Prices of raisins promise to be very high in the spring, and buying now, if possible, is advisable. Prunes are beginning to sell, as are also apricots and peaches. There is a normal demand for dried fruits now, following the heavy inquiry before Christmas.

Evaporated apples	0 22	0 22
Apricots, cartons, 11 oz., 48s.		4 55
Candied Peels, American—		
Lemon	0 44	0 46
Orange	0 44	0 46
Citron		0 75
Currants—		
Grecian, per lb.	0 22	0 23
Australians, 3 Crown, lb.	0 22	0 23
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. in case.		7 00
Fard, lb.	0 28½	0 29½
New Hallowee dates, per lb.		0 19½
Figs—		
Taps, lb.		0 17
Malagas, lb.		
Comarde figs, mats, lb.		
Smyrna figs, in bags	0 18	0 19
Cal., 4 oz. pkgs., 70s, case.		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, 25s		0 31
40-50s, 25s		0 28
50-60s, 25s		0 24
60-70s, 25s		0 22
70-80s, 25s		0 21½
80-90s, 25s		0 17½
90-100s, 25s		0 16½
Sunset prunes in 5-lb. cartons, each		1 15
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled.	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Raisins—		
California bleached, lb.		
Extra fancy, sulphur blech., 25s		
Seedless, 15-oz. packets	0 21	0 22
Seeded, 15 oz. packets		0 20½
Seedless, Thompson's, bulk e.	0 23	0 24
Crown Muscatels, No. 1s, 25s.		0 23
Turkish Sultanias	0 25	0 27
Table raisins, 20-lb. pkgs	7 50	10 50

No Changes in Nut Quotations

Toronto.

NUTS.—No changes are reported in the market for nuts this week. Prices are holding steady and firm. Shipments of Manchurian walnuts have been received, and are offered to the trade at 68 cents per pound. There is a very good demand for all shelled nuts. Coconut is steady at 45 cents per pound.

Almonds, Tarragonas, lb.	0 31	0 33
Butternuts, Canadian, lb.		0 06
Walnuts, Cal., bags, 100 lbs.	0 40	0 45
Walnuts, Grenobles, lb.		0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.		0 25
Pecans, lb.	0 30	0 32
Cocoanuts, Jamaica, sack		10 00

Cocoanut, unsweetened, lb.		0 45
Do., sweetened, lb.		0 45
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, large, lb.		0 32
Mixed Nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 62	0 65
Filberts, lb.	0 50	0 55
Walnuts, Bordeaux lb.	0 88	0 90
Do., Manchurian		0 68
Peanuts, Spanish, lb.		0 25
Do., Chinese, 30-32 to oz.	0 18	0 19
Brazil nuts, lb.		0 88
Pecans, lb.		1 30

Teas on Spot

Are Not Heavy

Toronto.

TEAS.—Teas on spot are not in heavy supplies. Shipments of new teas are coming forward regularly, but stocks are not at all in large quantities. If sterling exchange was not as low as it is, teas on spot would be at least ten cents per pound higher. Exchange on Ceylon is very high, but the effect of the high cost of importations is really not indicated in spot prices as yet.

Ceylons and Indians—		
Pekoe Souchongs	0 48	0 54
Pekoes		0 60
Broken Pekoes	0 56	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 46	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Primary Coffees

Look Strong

Toronto.

COFFEES.—All reports from New York indicate a very firm market in coffees, and the likelihood is that higher prices are bound to rule on spot coffees. Prices at present are steady and very firm. The demand is fair for coffees, but well-advised importers state that it is a good time to buy, in view of the strength of the market.

Java, Private Estate	0 51	0 58
Java, Old Government, lb.		
Bogotas, lb.	0 48	0 50
Guatemala, lb.	0 49	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	0 45	0 46
Blue Mountain Jamaica		0 53
Mocha, lb.		0 55
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 46	0 47½
Ceylon, Plantation, lb.		0 54
Chicory, lb.		0 25
Cocoa—		
Pure, lb.		0 31
Sweet, lb.		0 31

Spices Strong; Market Advancing

Toronto.

SPICES.—The market for spices is very strong, and prices this week, in some instances, show advances. Advices from primary markets all point to very strong figures ruling on spices in the next few months. Cream of tartar is also firm, but showing no change, as compared with a week ago.

Allspice	0 20	0 22
Cassia	0 33	0 40
Cinnamon		0 55
Cloves	0 80	0 90
Cayenne	0 38	0 37
Ginger	0 30	0 40
Herbs — sage, thyme, parsley.		

mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 30
Mace	0 85	0 95
Peppers, black		0 40
Peppers, white	0 50	0 51
Paprika, lb.	0 75	0 80
Nutmegs, selecta, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 20	0 40
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Tumeric, whole	0 25	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test, bulk	0 75	0 80
2-oz. packages, doz.		1 75
4-oz. packages, doz.	2 75	3 00
8-oz. tins, doz.		5 75

Rice Receipts
Quickly Absorbed

Toronto.
RICES.—There are no Japanese rices coming to the Canadian market at all, and this country is practically dependent on the Southern rice. Southern rice is very strong just now, and importers are not looking for any easier prices. Shipments are quickly bought up. Tapioca, too, is selling freely around 14½ and 15 cents per pound.

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

Bean Quotations
Steady and Firm

Toronto.
BEANS.—Quotations in beans are unchanged. There is only a moderate demand for the same, and prices are steady and firm.

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

Honey Prices
Hold Steady

Toronto.
HONEY, MAPLE SYRUPS. — The market for honey is steady, with a very fair movement of supplies to the trade. Maple syrup is now pretty well cleaned up, as far as wholesalers' stocks are concerned. It is mostly in the hands of the retail trade.

Honey, Clover—		
5-lb. tins		0 28
2½s. tins		0 29
10-lb. tins		0 25
60-lb. tins		0 25
Buckwheat, 50-lb. tins, lb.		0 16
Comb, No. 1, fancy, doz.		4 50
Do., No. 2, doz.		
Maple Syrup—		
8¼-lb. tins, 10 to case, case		18 00
Wine qt. tins, 24 to case, case		23 00
Wine, 1 gal. tins, 6 to case, case		24 00
Imp. 5 gal. cans. 1 to case, case		20 00
Maple Sugar—		
60 1-lb. blocks to case, lb.		0 29

Grapefruit and
Oranges Active

Toronto.
FRUITS.—Quotations on fruits show little change, as compared with a week

ago. Oranges are selling freely, as are also grapefruit and lemons. Box apples are steady and are selling well. Apples in barrels are bringing strong prices, but there is a good movement of the same. Spanish, Malaga and Emperor grapes continue to have a brisk inquiry.

Bananas, Port Limons		0 08
Valencia Oranges—		
100s, 126s, 150s, 176s, 200s	5 50	6 75
216s, 250s, 288s, 324s	5 50	6 75
Cal. Navel—		
100s, 126s, 150s, 176s, 200s	6 00	6 50
216s, 250s, 288s, 324s		6 75
Lemons, Cal., 300s, 360s	5 00	5 50
Lemons, Messinas, 300s		5 00
Grapefruit, 54s, 64s, 70s, 80s, 96s	4 50	5 00
Apples—		
Ontario Spies, bbl.		10 00
Blenheims, bbl.		7 50
Winesaps, box		4 25
Delicious, box		4 75
Kings, box		3 25
Spys, Ont., box		2 75
Rome Beauty, sizes 82s, 96s, 104s, 113s, 125s, 138s, 150s	3 75	4 00
Cal. Pears		5 50
Florida Tangarines, 144s, 168s, 196s, 216s, 224s	3 50	5 00
Grape, Cal., Emperor		
Drums	7 75	8 00
Do., Spanish Malagas, keg	13 00	15 00
Cranberry, Cape Cod, bbl.		14 00
Do., half bbl.		7 50
Do., boxes		4 50
Pomegranates, boxes		4 00

Potatoes Again
Show Advance

Toronto.
VEGETABLES.—Quotations on potatoes have advanced again this week. Dealers are now asking \$3 per bag for both Ontarios and Quebec. Onions are firmer, and the Yellow Danvers and the Spanish onions are bringing \$7.50 per

case. Turnips are \$1 per bag. Hothouse tomatoes are having an active sale at from 30 to 40 cents per pound.

Cabbage, bbl.	2 75
Carrots, per bag	1 75
Parsnips, bag	1 75
Lettuce, Cal., head, crate 8 doz.	9 00
Hothouse Tomatoes, lb.	0 30
Onions, Yellow Danvers, 100-lb. sacks	7 50
Do., 75 lbs.	4 50
Spanish Onions, large cases	7 50
Do., small crates	2 75
Onions, white, large sacks	7 50
Green Onions, doz. bunches	1 00
Celery, 8 doz.	7 00
Cauliflower, Cal., case	6 25
Potatoes—	
Ontario, 90-lb. bags	3 00
Quebec, 90-lb. bags	3 00
Jersey Sweet Potatoes, hamper	2 75
Do., bbl., double headers	7 50
Turnips, bag	1 00
Mushrooms, 4-lb. basket	3 50

Flour Active
At New Prices

Toronto.
FLOUR. — Flour continues on the same basis as was announced a week ago, the cotton bags selling at \$13.40 per barrel, and the jute bags at \$13.25. Ontario winter wheat flour, in carload shipments, on track, in cotton bags 13 40
Do., in jute bags 13 25

A Good Demand
For Millfeeds

Toronto.
MILLFEEDS.—There is an active demand for millfeeds, and prices to the trade continue on the same basis.
MILLFEEDS—
Bran, per ton 45 25
Shorts, per ton 52 25

WINNIPEG MARKETS

WINNIPEG, Jan. 9—The markets this week show advances in a number of lines and the general tendency is very strong. The B.C. refinery has advanced sugar one dollar per cwt. Soaps are higher. Syrups and molasses are in heavy demand.

Sugar Advanced
By B. C. Refinery

Winnipeg.
SUGAR.—British Columbia Sugar Refinery has advanced the price of sugars \$1 per 100 pounds. They are not offering sugar for Manitoba territory. As pointed out last week, the sugar market is very strong, and general advances are looked for. There is very little sugar offered for January delivery.

Soaps Advance;
Tallow High

Winnipeg.
SOAPS.—Sunlight and Royal Crown soaps have advanced 75 cents per case; Lifebuoy 35 cents per case. Advances in all lines of laundry and toilet soaps are expected. As reported some time ago, tallow is now higher than it has ever been known to be. Glycerine is almost unprocurable; this, added to the labor situation, helps explain the advance.

Syrups and Molasses
in Heavy Demand

Winnipeg.
MOLASSES, CORN SYRUPS.—Both sugar syrups, corn syrup and molasses are in heavy demand. Market is very firm, with indications of an advance. Sugar and containers are both higher.

Sugar Syrup—		
2-lb. tins, 2 doz. to case, case		6 35
5-lb. tins, 1 doz. to case, case		7 40
10-lb. tins, ½ doz. to case, case		7 00
20-lb. tins, ¼ doz. to case, case		6 90
Corn Syrup—		
Half barrels, 350 lbs., per cwt.		9 15
2-lb. tins, 2 doz. to case, case		5 75
5-lb. tins, 1 doz. to case, case		6 40
10-lb. tins, ½ doz. to case, case		6 15
20-lb. tins, ¼ doz. to case, case		6 15
Pure Maple Syrup—		per case
Quarter tins, 2 doz. to case		19 30
Half gals., 1 doz. to case		17 50
Gal. tins, ½ doz. to case		16 35
Quarter bottles, 2 doz. to case		18 55
Pint bottles, 3 doz. to case		15 60

Tapioca Shows
Slight Decline

Winnipeg.
TAPIOCA.—Orders now being placed for this spring's delivery of tapioca are

being booked at the lowest price of any time since last winter. It is expected that this tapioca will go to the trade at about 10½ cents per pound.

Beans Are

Again Firmer

Winnipeg.

BEANS.—The bean market is slightly firmer. Present offerings are mostly old crop Japanese. The new crop seems to be held in anticipation of the market reaching higher levels. American shippers are holding, expecting a large export demand. This is only deterred by the present high rate of exchange.

Canned Milk

Likely to Advance

Winnipeg.

CANNED MILK.—There is a heavy demand for canned milk of all varieties. Spot stocks and a general shortage is reported by manufacturers. You will be well advised to stock freely as advances are looked for.

Cereal Market

Very Firm

Winnipeg.

CEREALS.—The cereal market is very firm, with advances showing on rolled oats and corn meal.

Pot Barley, Ont., 98 lb. sacks.....	6 25
Do., 49 lb. sacks.....	3 15
Do., 24 lb. sacks.....	1 60
Pearl Barley, 98 lb. sacks.....	8 00
Do., 49 lb. sacks.....	4 95
Do., 24 lb. sacks.....	2 05
Buckwheat grits, whole, 100-lb. sacks.....	10 90
Do., coarse, 100-lb. sacks.....	9 90
Do., fine, 100-lb. sacks.....	9 90
Cornmeal, yellow, 49-lb. sacks.....	2 40
Do., 24-lb. sacks.....	1 25
Do., 10-10 to bale.....	5 60
Lentils, Chilean, full sacks, lb.....	0 16
Do., broken, per lb.....	0 16½
Oatmeal, granulated, 98-lb. sacks.....	6 00
Do., 49-lb. sacks.....	3 10
Do., 24-lb. sacks.....	1 55
Do., Standard, 98-lb. sacks.....	6 00
Do., 49-lb. sacks.....	3 08
Do., 24-lb. sacks.....	1 55
Roll'd oats, 80-lb. sacks.....	4 25
Do., 40-lb. sacks.....	2 20
Do., 20-lb. sacks.....	1 13
Peas, yellow, whole, per lb.....	0 04
Do., green, whole, per lb.....	0 10½
Do., split, yellow, 98-lb. sack.....	8 00
Do., 49-lb. sack.....	4 05
Wheat granules, 98s.....	6 00
Do., 49s.....	3 05
Do., 24s.....	1 55

Grecian Currants

Slightly Easier

Winnipeg.

DRIED FRUITS.—Grecian currants are slightly easier. Shipments of the last few weeks have been bought at lower levels than opening prices.

The California Prune Association are only offering two sizes, 70-80s and 80-90s. All large sizes are cleaned up. The retail trade report that prunes are being bought very freely by the public, which are demanding the larger sizes.

The raisin market is very strong, supplies are very scarce, and much higher prices are looked for. Within the past week American buyers have been trying to purchase from local jobbers at a premium in order to fill their orders; Thompson seedless especially are in big demand.

Several Lines

Show Advances

Winnipeg.

MISCELLANEOUS.—Kraft paper has advanced ½ cent per pound. All paper is held at very firm prices with advances looked for in manila paper and paper bags. It would not be surprising to see an advance in cotton twine also.

Beef extracts are in very heavy demand and a shortage is reported in the large sizes. Market is very firm, with slight advances on a few lines.

A number of lines of peanut butter have advanced recently. A general advance is looked for.

Further advances in cigars and cigarettes are looked for in sympathy with the recent advance in tobacco. Raw tobaccos are reported as being very firm.

Potatoes \$2.00

and \$2.25 Bushel

Winnipeg.

VEGETABLES.—Potatoes are selling here at from \$2 to \$2.25 per bushel, and turnips are \$2.50 per cwt. Other vegetables are steady.

Potatoes, per bushel.....	2 00	2 25
Turnips, per cwt.....	2 50	
Carrots, per cwt.....	4 00	
Beets, per cwt.....	3 00	
Cabbage, per cwt.....	4 00	
Man. Onions, per cwt.....	5 00	
B.C. Onions, per cwt.....	6 00	
B.C. Apples, per box.....	3 25	3 50
Ont. Apples, per bbl.....	7 00	12 00

(According to grade.)

DOING BUSINESS ON TEN PER CENT. EXPENSE

Continued from page 45

of flowers at him and not point out where he can improve.

Margins Too Wide Slow Up Sales

Because Jim does not state the sizes of oranges he handled, I cannot check his margins, but I can check him on strawberries and lemons. Strawberries were handled at 18 per cent.—terribly narrow margin for fruit so risky, but rendered needful, probably, by competitive conditions. Also probably this was profitable because of large volume of daily turnover.

But Jim is making no record at all as a lemon seller, because he is charging margins that are scandalous! He got 41 to 47 per cent., or between 16 and 20 per cent. too much. Had he priced them at 25 per cent., which is the right margin, he would have sold forty or fifty boxes in May and forty-five to sixty boxes in June. Thus he would have done a vastly larger business, more in keeping with his other turnover, and would have made much more clean, net money.

In fruit handling you must so regulate things that the stock will move freely. Then you have turnovers and profits instead of leftovers and loss.

But Jim's a prize merchant—look him over and see.

How to Pay Clerks a Bonus

I am asked this question again, though I wrote on it exhaustively only a few

months ago. I shall try to restate it briefly.

I paid my cashier a minimum salary, yet what looked to her to be fair and equitable. She had three telephone lines to her desk. I paid her two per cent. bonus on all sales in excess of \$350 per week, the amount which had been coming in that way before she came to us. Her excess earnings used to run to about a third of her salary additional.

I pursued the same plan with two other girls I had on the floor. It worked out very well; got them interested in the goods—really to know about them—and they sold much high-class merchandise. They earned a nice bonus and were well pleased—and so was I. With the men I was just about to experiment exhaustively, though I will say that the few trials I had given men had not as yet proven satisfactory.

ADVERTISING THE COST OF COFFEE

Coffee has lately received much publicity. In the flood of advertisements there are a number which stand out boldly. Of this number there is an interesting newspaper advertisement of M. J. B. Coffee which appeared in San Francisco. In that particular advertisement the cost of coffee per cup was given in comparison with the cost per portion of various every-day foods. Coffee at one cent a cup, two cents with cream and sugar, was cheaper than a portion of vanilla ice cream, mashed potatoes, spinach, spaghetti, lettuce or apple sauce. Of course it put small steak, broiled mackerel, Irish stew and Spanish omelet out of the low cost race. —“Printers' Ink.”

WHAT ABOUT SUGAR SUPPLIES?

A manufacturer doing a very large business on this continent and operating in a New England State city, stated that he was absolutely out of sugar. It is understood that this manufacturer ordinarily has a source of supply which makes him rather independent of refiners, but the short supply of raw sugar has confronted him with this condition.

This is one case to indicate how very serious the sugar supply situation has become in United States. Enquiry from jobbers and others in Canada reveals the fact that, while supplies have been temporarily held back, nearly all dealers have secured amounts from day to day, or week to week, to afford a certain amount of stock to meet the needs of their trade. It would seem from inquiries that the situation has been better here than in outside points. Investigation reveals that the refiners are doing their utmost to meet the situation, with which they have been confronted, and while supplies are likely to be short for some time to come, it is expected that the turn of the year will bring some relief in the situation.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

VANCOUVER, B.C., Jan. 8.—(Special.)—Since Christmas, nearly three hundred cars of potatoes have been sold from here for Seattle, at a price of \$70 per ton. Celery here is \$3 per case. Local leaf lettuce is \$1.70 per case. Tomatoes are \$5 per lug. Soap is up 40 cents per case. Various biscuits are up from one to five cents per pound, and marmalade has advanced 25 cents a case. California cucumbers are about \$3.50 per dozen. Sugar has advanced a cent. Local cheese has advanced to 33½ cents, and fresh eggs are 76 cents per dozen. The best Prairie butter is 73 cents, and margarine is 42 cents. Grapenuts have advanced from \$3.10 to \$3.80 per case.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta, Jan. 6.—Soap has advanced. Royal Crown 5s are up 40 cents; 6s, 70 cents; Sunlight, 75 cents; Gold, 25 cents. B.C. sugar is \$1 a hundred higher. Crisco is 15 cents higher. Sweet biscuits have advanced 2 cents per pound. Sodas in bulk 1½ cents, and family packages 25 cents per dozen. Grapenuts jumped 80 cents a case, while most lines of macaroni show increases. Eggs are easing off at from \$19 to \$20 per case. Dairy butter is from 57 to 60 cents per pound. The peak is probably reached on creamery. Tomatoes 2s and ½s are from \$4.30 to \$4.75. Oranges are from \$6 to \$6.50. Lemons are from \$6.25 to \$7. Grapefruit is from \$6 to \$6.50.

Flour, 96s, per bbl.	12 95
Beans, B.C.	7 50 9 00
Rolled oats, 80s	4 60
Rice, Siam	12 75 14 75
Japan, No. 1	17 00 18 00
Tapioca, lb.	0 14
Sago, lb.	0 13½ 0 15½
Sugar, pure cane, granulated, cwt	0 31
Cheese, No. 1, Ontario, large	0 33
Butter, creamery, lb.	0 70
Do., dairy, lb.	0 57 0 60
Lard, pure, 3s, lb.	0 32 0 32½
Eggs, Lew-laid, local	0 80 0 85
Do., No. 1, storage, case	19 00 20 00
Tomatoes, 2½s, standard, case	4 30 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22½ 0 25½
Do., 2s, lb.	0 26½
Peaches, evaporated, lb.	0 25½
Do., canned, 2s	7 50

Prunes, 90-100s	0 16
Do., 70-80s	0 17
Do., 50-60s	0 20
Do., 30-40s	0 26
Do., 20-30s	0 21
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 21
Do., package, 11 oz.	0 16½
Filiatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	65 00
Oranges	6 00 6 50
Lemons	6 25 7 00
Grapefruit	6 00 6 50
Pears, evaporated, lb.	0 33½
Pineapples, 2s	6 20
Do., 2½s	7 90
Spanish Malaga Raisins, 5½-lb. trays	0 23
Do., Crowns, 21 lbs.	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 6.—The dairy market is firm. Creamery butter is retailing at 85 cents. Eggs are 85 and 90 cents. B.C. refinery notified local wholesalers of an advance of \$1 per cwt.; this is the only firm supplying the local market with granulated sugar now. Manufacturers state soaps are due to advance almost immediately. Pipe tobaccos have advanced from 25 to 35 per cent. Prices of feed are also expected to advance.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11¾
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	12 50
Cheese, No. 1, Ontario, large	0 33
Butter, Creamery	0 85
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 85 0 90
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96 4 67
Peas, 2s, standard case	4 80
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	17 80
Salmon, pink, tall, case	10 25
Peaches, Cal., 2½s	7 00
Potatoes, bag	1 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Jan. 6.—The market is generally unchanged. Business is starting well for the new year. Flour is now selling at \$14.75. Rolled oats are higher at \$11.75. Corned beef is easier at from \$4 to \$4.20. Apples (gallon) are easier at from \$4.75 to \$5. Evaporated apples

are 22½ and 23 cents. Eggs are little more plentiful. Fresh eggs are 80 cents. Storage eggs are 63 cents. Potatoes are becoming scarcer and are very firm at \$5. Onions are \$7. Several changes are reported in the fruit market. Lemons are from \$5 to \$6. Oranges from \$6 to \$7.50, and grapefruit \$5.50. Western apples are from \$4.75 to \$5.

Flour, No. 1 patents, bbls., Man.	14 75
Cornmeal, gran., bags	6 00 6 10
Cornmeal, ordinary	3 85 3 90
Rolled oats	11 75
Rice, Siam, per 100 lbs.	13 00 13 50
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 25
Sugar—	
Standard, granulated	12 10
No. 1, yellow	11 60
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 80
Eggs, fresh, doz.	0 68
Eggs, storage	0 68
Breakfast bacon	0 38 0 40
Butter, creamery, per lb.	0 70
Butter, dairy, per lb.	0 65
Butter, tub	0 60
Lard, pure, lb.	0 32 0 32½
Lard, compound	0 30 0 30½
American clear pork	60 00 65 00
Beef, corned, 1s	4 00 4 20
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40 4 45
Peaches, 2s, standard, case	7 25 7 35
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	19 50
Salmon, Red Spring, flats, cases	11 00 11 50
Pinks	15 00 15 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22½ 0 23
Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bbl.	5 00
Onions, Can., 100-lb. bag	7 00
Lemons, Cal., case	5 00 6 00
Oranges, Cal., case	6 00 7 50
Grapefruit, Cal., case	5 50
Apples, Western, box	4 75 5 00
Bananas, per lb.	0 09 0 10
Grapes, Malaga, keg	11 00 13 00

HELPFUL ARTICLES IN FALL NUMBER

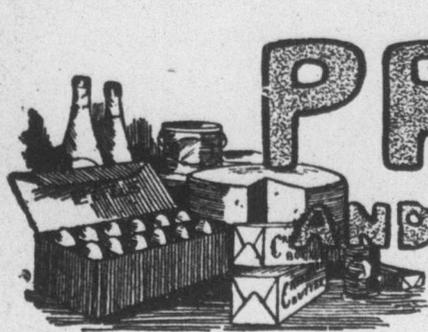
"There are some very interesting helps in your Annual Fall Number which, I consider, a very good issue. The articles on window displays, store displays, and store advertising were perhaps the most important."—D. A. MacKenzie, Souris, Man.

THE RETAILER'S BIBLE

Editor, CANADIAN GROCER:—Your Fall Number CANADIAN GROCER arrived yesterday. Many thanks.

I assure you it's a delightful number, full of merit, nicely arranged, and a work of the printer's art. Congratulations.

You call it the CANADIAN GROCER, but you left out one word. It ought to be called the Canadian grocer's "Bible." It is worthy of the name.—PARSONS & SCOVILLE.



PRODUCE AND PROVISIONS

1920 Hog "Run" Will be Short, Lower Prices Not Expected

"Unless There is a General Decline in the Values of All Essential Commodities, I Look for Higher Quotations on Pork Products in 1920," E. C. Fox, General Manager of Wm. Davies Co., Told Canadian Grocer

Cost of Labor Will Maintain Prices

THE outlook for the coming year in so far as prices for bacon, pork, ham, lard and shortening are concerned, does not lend encouragement to the idea that they will be appreciably lower. With a view to getting some general idea of what prices will be in 1920, judging from present and immediate conditions affecting the situation, the CANADIAN GROCER interviewed a number of packers, both large and small, asking them their views of the whole matter. Owing to the activities of the Board of Commerce, they were somewhat diffident about expressing their opinions, but there was no difference of opinion among them as to the outlook. Lower prices they cannot see at present, but they all were careful to emphasize that it was next to impossible to estimate what the future will be. Primarily, the whole situation hinges on the hog run. All packers state that the run in 1920 will be short. One other most important consideration is labor costs, and there are no indications that these will be lighter during the present year. A still further important factor is the high price of feed, the result being that many farmers feel that it does not pay to raise hogs.

Hog Run to be Short

"The hog run in Canada," said one packer to CANADIAN GROCER, "is going to be short. The indications are, however, that the American run will be larger, and that will have the tendency to pull our price down in spite of the short run." This packer did not mean to infer that this would mean lower prices, but that it would prevent a too rapid increase in prices of hogs.

It was pointed out by another packer that it was hard to sell the bacon from the American hog in Canada.

So far as butter, eggs and cheese were concerned, it was stated by packers that there would be the usual seasonal reduction within a few months. They did not believe that there would be a great change in the price of lard or shortening. One large packer stated that, with the prospects of a poor run of hogs, he did not see how some of the big packers could possibly keep going during the whole of the year. Among the smaller packers the opinion was tersely expressed by one who said that, while it would be difficult for the big packers to get all the hogs they wanted, the "little fellow could slip in and get the crumbs that fell from the rich man's table."

General Manager of Davies Co.

The general manager of the William Davies Co., E. C. Fox, made the following statement on the outlook for the coming year to CANADIAN GROCER:

"Relative to to-day's price of other essential commodities, livestock prices are lower than they have been any time in fifteen years, particularly has this been true with respect to the value of grains. As livestock in this country is largely dependent on grain for feed, it follows that the keeping of livestock these last few months has not been profitable. Under such conditions a liquidation of livestock usually takes place, and I look for a firmer tendency of values for 1920, unless there is a general decline in the values of all essential commodities.

"2. I have given you under section one reasons that lead me to this opin-

ion, namely, that taking the relative value of livestock to other essential commodities any time within the last fifteen years that livestock stands low, and that it stands particularly low with respect to grain commodities, which are essential for the successful feeding of livestock.

"3. I know of no factors of business costs that are likely to lower during the year; it seems to me that essential commodities' prices have to come down before labor comes down, and I see no early prospect of this.

"4. Lard is relatively cheaper than shortening to-day. Owing to the comparative shortage of the cotton crop, cottonseed oil is scarce, with the result that the cost of shortening stands abnormally close to lard. This will place larger than normal consumption on lard. Oils and fats are relatively very high, owing, in a large measure, to the scarcity of them in Europe. If you will notice the normal scale of lard and shortening to the value of live hogs you will see they are very much up in price.

"As to the future of these, it is impossible to forecast the future value, but much depends upon the international exchange situation. I believe unless credit is given by the United States to many of the European countries, that lard is bound to come down, as there is certainly more being produced than can be consumed in the United States and England."

ANOTHER BOUQUET

Editor, CANADIAN GROCER:—We consider your fall number was exceptionally strong, both in advertisements and in reading matter. If manufacturers realized the value of good strong advertisements, especially when placing new lines and specialties on the market, they would not hesitate to place advertising with the CANADIAN GROCER, which we consider is the best trade journal published in its line in Canada.—WOODMAN & MCKEE, Coaticook, Que.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 7.—While the movement in the Montreal market is not as brisk as was reported during the recent holiday season, it is still very good. There are a number of advances this week and a general firming tendency.

Hog Situation Strong; Price Basis Unchanged

Montreal.
FRESH MEATS.—There has been considerable firmness to the market for live and dressed hogs, and prices are up to \$18.50-\$19.00 for selects. There is an active demand, as is to be expected at this time of year.

FRESH MEATS—	
Hogs, live (selects)	18 50 19 00
Hogs, dressed—	
Abattoir killed, 65-90 lbs.....	25 00 25 50
Fresh Pork—	
Leg of Pork (foot on).....	0 81½
Loins (trimmed)	0 35
Loins (untrimmed)	0 32
Bone trimmings	0 18 0 21
Trimmed shoulders	0 25
Untrimmed	0 23
Pork sausage (pure)	0 23
Farmer sausages	0 18

Fresh Beef—		(Cows)		(Steers)	
\$0 19	\$0 22	Hind quarters..	\$0 26	\$0 28	
0 12	0 14	Front quarters.	0 15	0 17	
0 27	0 27	Loins	0 38	0 38	
0 22	0 22	Ribs	0 25	0 25	
0 12	0 12	Chucks	0 14	0 14	
0 18	0 18	Hips	0 19	0 19	
Calves (as to grade)			0 22	0 28	
Lamb, 50-80 lbs. (whole carcass), lb.				0 28	
No. 1 Mutton (whole carcass), 45-50 lbs., lb.				0 18	

Barrel Pork Easier; Hams Unchanged

Montreal.
CURED MEATS.—A downward tendency is manifest for barrel pork. Clear fat heavy backs are marked at \$55.00, and Canadian short cut is selling at \$54.00. Bean pork, \$48.00. Bacon is also slightly lower, breakfast selling at 48c, and picnic hams at 24c.

All grades of cured hams remain steady. There is a fairly active demand and the market is firm.

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	0 30
25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
Bacon—	
Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24
Barrel Pork—	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	30 00
Mess Beef	23 00 28 00
Bean Pork	48 00

Sausages Decline; Hams, Tongue Down

Montreal.
COOKED MEATS.—Sausages are marked down 1 to 5 cents, and head-

cheese is lower and a good seller at 12½c. Jellied ox tongue has dropped to 53c, and cooked hams to 47c. Among the other meats, for which there is a fairly good demand, little change has been manifested.

Head cheese	0 12½
Choice jellied ox tongue	0 53
Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 12
Blood pudding, lb.	0 15 0 19
Mince meat, lb.	0 18 0 25
Sausage, pure pork	0 15
Bologna, lb.	0 15

Butter Market is Very Firm

Montreal.
BUTTER.—The butter situation is practically unchanged. A firm feeling prevails in the market, and there is somewhat lighter demand from usual sources.

BUTTER—	
Creamery, prints, fresh made	0 69
Creamery, solids, fresh made..	0 68
Creamery No. 2, solids	0 67
Do., prints	0 66
Dairy, in tubs, choice	0 61 0 62
Dairy prints	0 62 0 63
Bakers'	0 55

Cheese Holding; Demand is Good

Montreal.
CHEESE.—Cheese prices hold unchanged, and there is no indication of an alteration to existing prices. The demand is reasonably good, sales to the trade at this season being active.

CHEESE—	
New, large, per lb.	0 31
Twins, per lb.	0 31
Triplets, per lb.	0 31 0 32
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

Continued Selling Pure Leaf Lard

Montreal.
LARD.—Prices in the lard market are maintained this week unchanged. The demand is continuing active from a domestic viewpoint and supplies are adequate.

LARD—	
Tierces, 400 lbs., per lb.	0 30
Tubs, 50 lbs., per lb.	0 30½
Pails, 20 lbs., per lb.	0 30¾
Bricks, 1 lb., per lb.	0 30 0 32½

Shortening Firm; Steady Demand

Montreal.
SHORTENING.—Some dealers report an active demand for shortening, whilst others stated the demand is not as strong as it was. As an informant told

CANADIAN GROCER, there is an enormous amount of home cooking done in this country, and, in consequence, shortening will always be in active demand. Prices are unchanged.

SHORTENING—	
Tierces, 400 lbs., per lb.	0 28
Tubs, 50 lbs., per lb.	0 28½
Pails, 20 lbs., per lb.	0 28¾
Bricks, 1 lb., per lb.	0 30 0 30½

No Change in Margarine Price

Montreal.
MARGARINE.—Margarine is selling pretty freely, and the market is firm. Prevailing prices rule without change.

MARGARINE—	
Prints, according to quality, lb.	0 39 0 40
Tubs, according to quality, lb.	0 31 0 34

Eggs Are Lower; Supplies Better

Montreal.
EGGS.—New-laid are selling at 95c per dozen, and selects are 64c, which prices are lower than those prevailing last week. Supplies are not heavy, but there has been some improvement in stocks.

EGGS—	
No. 2	0 52
No. 1	0 56
Selects	0 64
New laid	0 95

Poultry Market is Weakening

Montreal.
POULTRY.—A weaker feeling has prevailed this week for poultry, although prices are held unchanged. Supplies have come forward more liberally than was expected, and, in consequence, the offerings are in excess of the demands made after the holiday season. Lower prices are probable.

POULTRY (dressed)—		(Selling Prices)	
Chickens, roasting (3-5 lbs.)....	0 37	0 40	
Chickens, roasting (milk)	0 42	0 44	
Ducks—			
Brome Lake (milk fed green) ..	0 47		
Young Domestic	0 38		
Turkeys (old toms), lb.	0 48		
Do. (young)	0 53	0 55	
Geese	0 32		
Old fowls (large)	0 34		
Do. (small)	0 30		
		(Buying Prices)	
Chickens, light weights	0 19	0 24	
Do., heavy weights	0 22	0 27	
Ducks, young	0 30	0 34	
Geese—			
Young	0 23	0 26-0 28	
Old	0 17	0 20-0 21	
Fowls	0 18	0 21	
Turkeys	0 43	0 48-0 50	

Cold Weather is Help to Fish Sales

Montreal.
FISH.—Arrival of colder weather is welcome to the fish men, for it always helps selling at this season of the year. Prices are maintained this week without change and sales have been quite heavy for various kinds of fresh frozen. With respect to supplies from the Atlantic seaboard, these are improving, but there is still some difficulty in getting ade-

quate supplies of oysters, etc. Haddock, cod, halibut, oysters and shell fish were in heavy demand for the holiday season.

FRESH FISH		
Haddock	0 08½	0 09
Steak, cod	0 11	0 13
Market cod	0 07½	0 08
Mackerel		0 18
Flounders	0 08	0 10
Prawns		0 40
Live Lobsters		0 60
Salmon (B.C.), per lb., Red		0 30
Skate		0 12
Shrimps		0 40
Whitefish		0 16
FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 18	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 16	0 18
Smelts, No. 2, per lb.	0 11	0 12
Smelts, extra large		0 28
Pike, headless and dressed	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspé Salmon, per lb.	0 24	0 25
Salmon, Cohoes, round	0 19	0 20
Salmon, Qualla, hd. and dd.	0 13	0 14
Whitefish	0 16	0 16
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		4 50
Alewives	0 05½	0 06
SALTED FISH		
Codfish—		
Large bbl., 200 lbs.		20 00
No. 1, medium, bbl., 200 lbs.		17 00

No. 2, 200-lb. barrel	15 00	
Strip boneless (30-lb. boxes), lb.	0 20	
Boneless (24 1-lb. cartons), lb.	0 20	
Ivory (2-lb. blocks, 20-lb. boxes)	0 18	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	16 00	
Skinless, 100-lb. boxes	16 50	
Pollock, No. 1, 200-lb. barrel	14 00	
Boneless cod (2-lb.)	0 28	
PICKLED FISH		
Herrings, Scotch cured, half bbl.	12 06	
Do., Scotia, barrel	12 00	
Do., half barrel	6 50	
Mackerel, barrel	25 00	
Salmon, B.C., 200 lbs.	25 00	
Labrador Salmon, barrels	26 00	
Sea Trout, 200-lb. barrels	23 00	
Turbot, 200 lbs.	20 00	22 00
Codfish, tongues and sound, lb.		0 13
Eels, lb.		0 16 0 17
SMOKED FISH		
Haddies, BXs, per lb.	0 11	0 12
Fillets	0 17	0 18
Bloaters, box		2 50
Kippers	2 15	2 50
Digby Chicks, in bundles, per box		0 24
Boneless Smoked Herring, 10-lb. box, lb.		0 22
OYSTERS		
Cape Cod, per barrel	13 00	15 00
Batouche, per barrel		14 00
Malpeques shell oysters, choice, bbl.		18 00
Do., XXX, bbl.		16 00
Scallops, gallon		4 00
Can No. 1 (Solids)	2 50	3 00
Can No. 3 (Solids)	7 50	8 40
Can No. 5 (Solids)	11 20	12 00
Can No. 1 (Selects)	2 40	3 00
Can No. 3 (Selects)	6 75	9 00
SUNDRIES		
Paper Oyster Pails, ½ per 100		1 50
Paper Oyster Pails, quart size, per 100		2 25
Crushed Oyster Shells, 100-lbs.		1 50

selling only moderately. There is not a heavy demand for the same. Prices to the trade show no change.

Boiled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 13	0 14
Choice jellied ox tongue, lb.		0 55
Jellied pork tongue	0 40	0 50

Above prices subject to daily fluctuations of the market.

No Changes in Egg Quotations

Toronto.
EGGS.—No changes are reported in egg quotations this week. Number one storage eggs are selling to the trade at 61 cents per dozen, the selects at from 66 to 67 cents, and new-laid at from 90 to 95 cents.

EGGS—

No. 1 storage, doz.		0 61
Selects	0 66	0 67
Special new laid, in cartons	0 90	0 95

Prices shown are subject to daily fluctuations of the market.

Cheese Market Steady and Firm

Toronto.
CHEESE.—The market for cheese is very strong, but prices to the trade are unchanged.

CHEESE—

Large	0 31	0 32½
Stilton	0 34	0 36

Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.

Butter Market is Very Strong

Toronto.
BUTTER.—Butter continues as strong as ever, and prices, while showing no change, are very firm, and there is nothing to indicate lower levels at the present time.

BUTTER—

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

Margarine Sale is Now Active

Toronto.
MARGARINE.—There is a very good demand for margarine, and prices to the trade are holding at unchanged levels.

MARGARINE—

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

Lard Selling at 29 and 29½ Cents

Toronto.
LARD.—Lard is selling at from 29 to 29½ cents per pound, tierce basis. The market is steady and firm.

LARD—

Tierces, 400 lbs., lb.	0 29	0 29½
------------------------	------	-------

In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.

Shortening Sells At 27 and 28 Cents

Toronto.
SHORTENING.—There is a good inquiry for shortening at from 27 to 28 cents per pound.

SHORTENING—

Tierces, 400 lbs.	0 27	0 28
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ONTARIO MARKETS

TORONTO, Jan. 9.—The tendency in the market for live hogs is towards easier levels. Packers are endeavoring to lower the price around \$16.75 f.o.b. Pork products are at much the same prices, as have characterized the market now for some weeks. The butter market is very strong, as are also prices on eggs and cheese.

Hog Quotations Are Easier

Toronto.
FRESH MEATS.—Hog quotations on the Toronto market are weakening, and packers are paying on the basis of \$17.75, fed and watered. Fresh legs of pork are selling at 28 and 30 cents per pound. Tenderloin is selling freely at 47 and 48 cents per pound, and spare ribs are 20 and 22 cents. Beef prices are for the most part unchanged. The tendency in the live market is towards higher prices.

FRESH MEATS

Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live off cars, per cwt.		17 50
Live, fed and watered, per cwt.	16 25	17 75
Live f.o.b., per cwt.		16 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30	
Loins of pork, lb.	0 35	0 37½
Tenderloins, lb.	0 47	0 48
Spare ribs, lb.	0 20	0 22
Picnics, lb.	0 22	0 24
New York shoulders, lb.		0 24
Boston butts, lb.		0 30
Montreal shoulders, lb.		0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 30
Front quarters, lb.	0 12	0 20
Ribs, lb.	0 18	0 32
Chucks, lb.	0 12	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 15	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 20	0 29
Spring lamb, lb.	0 22	0 27
Sheep, whole, lb.	0 12	0 16

Above prices subject to daily fluctuations of the market.

Smoked Meats In Active Demand

Toronto.
PROVISIONS.—There is a good demand for all smoked meats, and quotations are holding at the same levels as for several weeks past. Hams and bacon are particularly active, and backs have been a little scarce. The dry salt meats are selling well at unchanged figures.

HAMS—

Medium	0 34	0 35
Large, per lb.	0 29	0 30
Heavy	0 28	0 29
BACON—		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 52	0 55
Bacon—		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 27
Do., av. 80-90 lbs.		0 25
Clear bellies, 15-30 lb.		0 28
Sausages in brine, keg, 35 lbs.		7 35
Fat backs, 16-20 lbs.		0 30
Out of pickle prices range about 2s per pound		
ing, per lb.		0 44

below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.		42 00
Short cut backs, bbl. 200 lbs.		50 00
Picked rolls, bbl., 200 lbs.—		
Heavy		50 00
Lightweight		60 00

Above prices subject to daily fluctuations of the market.

Cooked Meats a Little Quiet

Toronto.
COOKED MEATS—Cooked meats are

Halibut is Slightly Lower

Toronto.

FISH.—There is a good demand for frozen and smoked fish, and prices show little change as compared with a week ago. Chicken and medium halibut is slightly easier, the former at from 18 to 19 cents per pound, and medium at from 20 to 21 cents. Round pike is selling at from 8½ to 9½ cents, and headless and dressed pike at 10 and 11 cents.

FRESH SEA FISH.

Cod Steak, lb.	0 09
Do., market, lb.	0 07
Haddock, heads off, lb.	.....
Do., heads on, lb.	.....
Halibut, chicken	.....
Do., medium	.....
Fresh Whitefish	.....
Fresh Herring	.....
Flounders, lb.	.....
Oysters, No. 1 can	3 40
Do., No. 3 can	9 50
Do., No. 5 can	16 00
Blue Point oysters, 800s	15 75
Do., 1000s	14 00
FROZEN FISH	
Salmon, Red Spring	0 24
Do., Cohoe	0 20
Do., Qualla	0 11½
Halibut, chicken	0 18
Do., medium	0 20
Do., jumbo	0 19
Whitefish, lb.	0 11
Herring	0 05
Mackerel	0 12
Flounders	0 10
Trout	0 17
Pickarel, dressed	0 14
Smelts	0 11

Fresh mackerel	.....
Pike, round	0 08½
Do., headless and dressed	0 10
SMOKED FISH	
Haddies, lb.	0 12
Fillets, lb.	0 17
Kippers, box	2 50
Bloaters, box	2 60
Ciscoes, lb.	0 18

Poultry Has Active Inquiry

Toronto.

POULTRY.—Following the activity in poultry prior to and during the holiday season, there is maintained a very good demand for the same. Prices are strong, although turkeys are selling at slightly easier figures, to the trade at 55 cents per pound. Spring chickens are from 28 to 35 cents per pound. Geese are 28 and 33 cents per pound.

Prices paid by commission men at Toronto:

Live		Dressed	
Turkeys, old, lb.	-\$0 35	.....	-\$0 45
Do., young, lb.	0 35	.....	0 48
Roosters, lb.	0 19	.....	0 25
Fowl, over 5 lbs.	0 25	.....	0 28
Fowl, 4 to 5 lbs.	0 23	.....	0 27
Fowl, under 4 lbs.	0 20	.....	0 25
Ducklings, 3½ lbs. up	0 25	.....	0 30
Geese	0 18	.....	0 28
Guinea hens, pair	1 25	.....	1 50
Spring chickens, live.	0 20-0 22	0 26-0 30	
Prices quoted to retail trade:—			
Live		Dressed	
Hens, heavy	.....	.....	0 32
Do., light	0 20	.....	0 28
Chickens, spring	0 28	.....	0 35
Ducklings	0 28	.....	0 34
Geese	0 28	.....	0 33
Turkeys	.....	.....	0 55

Whitefish, dressed	0 12½	0 13½
SMOKED FISH		
Bloaters, Eastern, per case	.....	2 60
Do., Western, 20-lb. boxes	.....	2 40
Haddies, per case, 15 and 30 lbs.	0 15	0 16
Kippers, Eastern, 20 count	.....	2 40
Do., Western, 20-lb. boxes	.....	2 30
Fillets, 15-lb. cases, per lb.	.....	0 20
SALT FISH		
Cod Steak, 2s, per lb.	.....	0 16
Acadia Cod, 1s and 2s	.....	0 16

SAID TO BE BIG LOTS OF MAPLE PRODUCTS

In speaking with John Grimm, of the Grimm Manufacturing Company, Ltd., Montreal, who deal extensively in Canadian pure maple products, Mr. Grimm told CANADIAN GROCER that he believed there were very considerable quantities of maple sugar in the country, the present estimate being that, in the neighborhood of 100 carloads were held in this part of the country. This, considering the lateness of the season, is a large quantity, and the ruling prices for these products would mean that a very large value was attached to these holdings.

Asked as to the trend of the market, Mr. Grimm stated that he expected little reduction of price just now, the supplies being held for high returns by those who had bought them up. He also indicated that the present high market for maple products was doubtless militating against a more extended sale for both sugar and syrup. At the prices ruling on sugar, for instance, if it is melted back again into syrup, the cost to the consumer reaches a price which the latter is likely to look upon as out of his reach. When these supplies are sent to far-away consumers, the consumer price is quite decidedly prohibitive, and particularly for the average householder.

A BOOK ON WINDOW DRESSING

A little booklet on window displays has come to our attention which is brimful of practical suggestions.

It is entitled "Salesmanship in Fruit Displays," and as the name would indicate, it points out ways in which successful stores have made their fruit displays pay dividends for the entire store as well as for the fruit and vegetable department. The booklet is well illustrated with a number of photographs taken throughout the country showing a wide variety of fruit display arrangements adapted for any size of store.

Groceries as a whole have been a little slow to appreciate the profits and sales opportunities offered in a well-managed fruit and vegetable department, and as a consequence in a number of cities this valuable class of trade has been largely won away by specialized fruit stores. These stores require but little capital as they turn their complete stock at least once a week and many of their lines several times in a week. They thus make fifty-two or more net profits on their invested capital in a year as compared with the average full line grocery, whose annual stock turnover is only ten or twelve.

This interesting and instructive booklet is being distributed free by the Dealer Service Department of the California

WINNIPEG MARKETS

Hogs Firmer; Supplies Heavier

Winnipeg.

LIVESTOCK.—Shipments of cattle for the first two weeks have been very light, much under the corresponding two weeks of last year. Prices are very firm with advances showing favor 25 to 50 cents per cwt.

The hog market is reported firmer with an advancing tendency; supplies are slightly heavier, with a keen demand. Prices are:

Selects	17 00
Heavies	15 00
Lights	15 00
Sows	13 00
Steers, fair to good	9 50
Heifers	7 00
Cows	6 50
Do., medium	5 75
Do., Canners	5 00
Bulls	6 00
Oxen	8 25
Calves, good	7 00
Common	5 00
Sheep and lambs—	
Lambs, good	14 00
Sheep, good	10 00

Cheese Market Very Firm

Winnipeg.

CHEESE.—No change is reported in the market for cheese. Prices are very firm.

Ontario, large, per lb.	0 33
Do., twins, per lb.	0 33½
Do., triplets, per lb.	0 34½
Manitoba, large, per lb.	0 31
Do., twins, per lb.	0 32

Butter and Eggs Remain Unchanged

Winnipeg.

BUTTER AND EGGS.—There is little change in butter and eggs. They remain

very firm with a slightly higher tendency. Vegetables are in heavy demand with scant supplies reported.

Creamery butter, finest, in cartons	0 70
Do., solids	0 69
Do., choice, in prints	0 69
Do., solids	0 68
Dairy butter, finest prints	0 64
Do., choice, prints	0 54
Do., solids	0 52
Eggs, cartons, per doz.	0 69
Do., candled	0 59
Do., loose	0 57
Margarine, per lb., prints	0 39
Do., selects	0 38

Lard Unchanged; Prices Strong

Winnipeg.

LARD.—The market for lard is unchanged and very strong.

LARD—	
1-lb. cartons	0 35
3-lb. tins, 20 to case	19 80
5-lb. tins, 12 to case	19 72
10-lb. tins, 6 to case	19 65
20-lb. tins, 4 to case	25 90
20-lb. wood pails, each	6 90
Tierces, per lb.	0 32

Fish in Light Demand

Winnipeg.

FISH.—Fish for the past two weeks has been in light demand. The market is very steady, showing little change in prices.

FRESH FROZEN FISH	
Brills	0 09½
Herring, Lake Superior	0 04½
Halibut	0 17
Jackfish, dressed	0 10
Pickarel	0 13
Salmon, Cohoe	0 20½
Do., red	0 23½
Soles	0 09½
Tullibees	0 09½

Fruit Growers' Exchange, Los Angeles.

The Growth of a great Packing House



SIXTY-FIVE years have passed by since THE WILLIAM DAVIES CO., Limited, was first established for the purpose of curing and exporting Hams and Bacon to the Old Country.

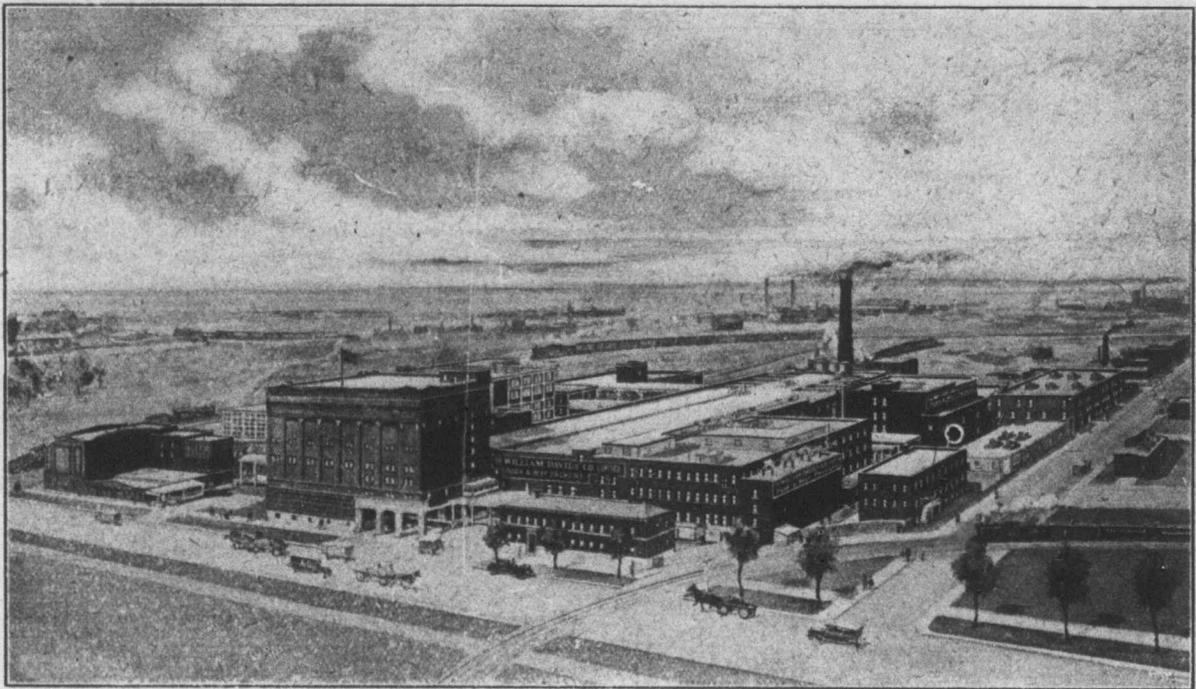
The beginning was an unpretentious one—the original plant being erected on a site not very far from where the present up-to-date factory now stands. At that time Toronto was little more than a village, and it may be said that both the city and the concern grew up together.

There is no secret about the growth and development of THE WILLIAM DAVIES CO., Limited. Steady, persistent, well-directed effort, combined with a fixed determination to “play the game” and give a square deal to everyone, without fear or favor, have constituted the foundation upon which the firm’s success has been built up day by day and year by year.

Steadily and surely the business has expanded, until, from a modest bacon-curing factory, has evolved the immense organization of to-day, which now operates in a wholesale way throughout Canada and the British Isles, and combines under one head all the departments necessary to a large, up-to-date packing house.

THE WILLIAM DAVIES CO., Limited, of to-day, can lay claim to the proud distinction of being the largest curers of bacon and hams under the British flag. This is no idle boast, for besides the headquarters of the Company in Toronto (illustrated above) the firm also has other large plants at Montreal, Que., and Chicago, U.S.A.

With the addition of the new beef abattoir, coolers and cattle pens erected last year in connection with their Toronto establishment, THE WILLIAM DAVIES CO., Limited, now have one of the most modern and best equipped plants in Canada. Machinery has been installed to do practically all the heavy work, and carcass beef is moved easily from place to place by means of track conveyors, thus eliminating as much as possible manual labor, and making it unnecessary for the meat to be touched by hand. The various floors are lofty and well-lighted, and cleanliness is a rule which is rigidly enforced in every department.



The beef "cooler" building is a triumph of constructional engineering and refrigerating skill. It stands seven floors in height, each floor being kept at the required temperature by a modern system of sprinkler refrigeration. The several floors set apart as beef coolers are so adapted and screened with glass partitions that should any warm air enter when doors are opened it quickly condenses before reaching the meat, which is thus kept in a dry condition and at a uniform temperature.

The Company has just absorbed the packing plant of the John Agar Company of Chicago, the physical equipment of which is supplementary to their own plant, so that they already possess there a well-rounded-out organization. The Company's three packing plants at Toronto, Chicago and Montreal rank, in point of efficiency and equipment, with the most progressive houses in America. The management is concentrated, and the work of all the Company's branch houses is co-ordinated from one central point, thus avoiding overlapping and confusion.

Davies' Wiltshire Bacon is a product which enjoys a unique reputation and an increasing sale in Great Britain to-day, not only on account of its distinctive merit, but by reason of the careful manner in which it is packed and shipped, insuring arrival at the point of destination in perfect condition. It is a mild cured product, suitable for quick consumption, and has established itself firmly and permanently on the British as well as on the Canadian market on account of its uniform excellence.



THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO - MONTREAL





SCHNEIDER'S

Sausage and hams will please your most discerning customers. Now is the time to make up an attractive Sausage display—cold mornings are "Sausage" mornings.

Schneider products win satisfaction on both sides of the counter.

Order to-day.

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

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



SALT PLANT, WINDSOR, ONTARIO

Handle the brands that have proved their quality and firmly established their reputation as "pure foods."

Of course, you handle

Windsor
Table
Made in Canada
Salt

THE CANADIAN SALT CO., LIMITED
WINDSOR, ONT.

Fresh Pork Sausage

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

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

F. W. FEARMAN CO.
"LIMITED
HAMILTON

When Writing Advertisers Please Mention
Canadian Grocer



Once more we are privileged to
express our appreciation
of
the business with which you have entrusted us
during another year
and
to extend to you and yours
the wish
that the New Year may be the happiest
and most prosperous
you have yet enjoyed

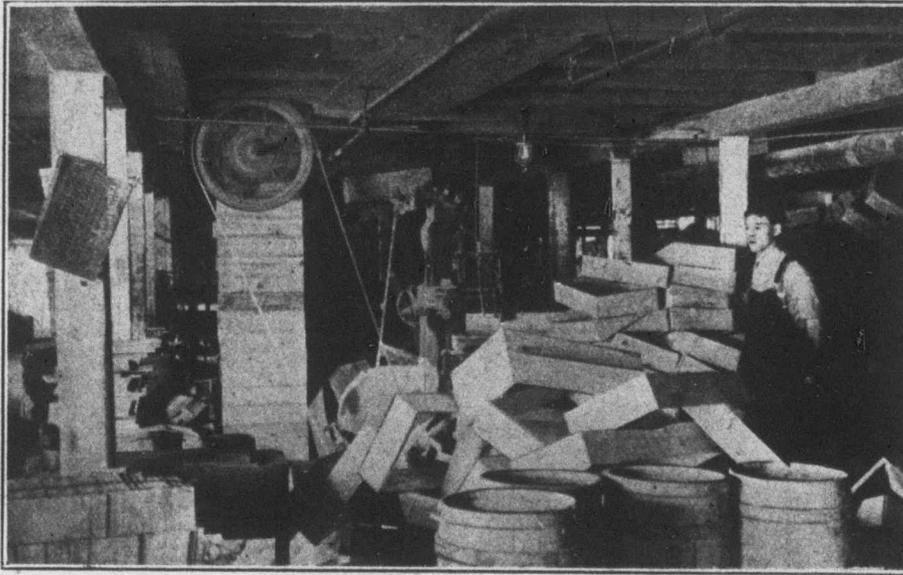
Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton



Making Cases for Brunswick Brand Sea Foods



HE above illustration shows one of Connors Bros.' large work rooms in their Box-Making Department, Black's Harbor, N.B.

Here thousands of packing cases are made in which their celebrated Brunswick Brand Sea Foods are shipped to all parts of Canada.

Tons of the choicest catches are brought in each day from far out in the clear, cool ocean depths to be carefully selected and processed in a factory where absolute cleanliness is observed in every method of preparation of this well-known brand.

This is the third of a series of advertisements depicting the most up-to-date method employed by Connors Bros., Ltd., in preparing Brunswick Brand celebrated fish foods.

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

M
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“The Greatest Seller of Its Kind in the World”

MORRIS & COMPANY, Chicago, U. S. A.

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

The Beef Cubes that sell

OXO Cubes sell themselves. All you need do is to bring them to the notice of your customers. Their handiness—goodness and economy make an immediate appeal to all classes—men and women—rich and poor alike.

Once a customer buys OXO Cubes you are sure of repeat orders.

Millions of OXO Cubes are being sent out to meet the huge demand created by our extensive advertising.

Let us help you to get your share of the big things we are doing.

Oxo Limited

Montreal - [356 St. Antoine Street
Toronto - 441 King St. West
Winnipeg - 203 Bon Accord Block
and
London, England

OXO CUBES

Something New in Appetizers



Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress Limited
Walkerville, Canada
W. G. Patrick & Co. Limited
Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

It's Profitable Because—



Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

RETAILS
15c and 25c

WELL ADVERTISED
Write us or ask your jobber for trade prices.

A New Drink Champagne de Pomme



Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

Cie! Canadien Importations
140 St. Catherine St. E., Montreal

MARSH'S



Suggest that name when your customers ask for Grape Juice. The delightful Concord flavor is sure to please them.

Once tasted Marsh's becomes the Grape Juice which your customers will subsequently order by preference.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:

The McLaren Imperial Cheese Company Limited
Toronto and Montreal





THE BEST BREAD

FLEUR de LIS Flour is the baker's favorite. It enables him to make the best household and fancy breads, as well as the most delicious biscuits.

Fleur de Lis Flour

White and Pure as the Lily

Used for bread making, either by hand or with bread machines. It will make better bread and more of it than any other flour.

Quality, Quantity, Profit: this is what you will get by using Fleur de Lis Flour.

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

ST. LAWRENCE FLOUR MILLS CO., Limited.
MONTREAL.

Fleur de Lis Flour

The above advertisement of **Fleur de Lis Flour** is one of a series that will appear from week to week, in the newspapers of the Province of Quebec. This advertising will create a large demand: is your stock sufficient to meet it?

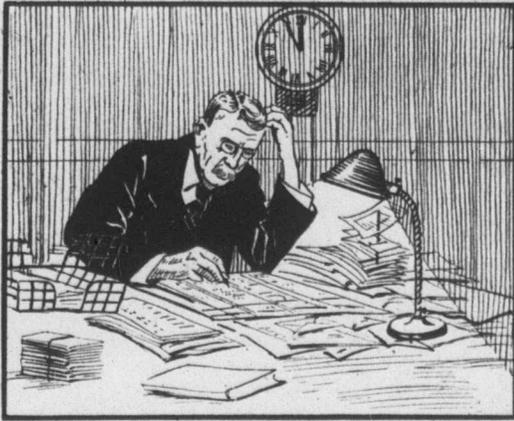
Fleur de Lis Flour has won its reputation; it makes a superior bread and makes more bread than any other flour.

Be ready to meet the demand. We are in a position to fill your orders.

On sale everywhere in 98-lb. bags and 98- and 196-lb. barrels.

St. Lawrence Flour Mills Co. Limited
MONTREAL

THIS

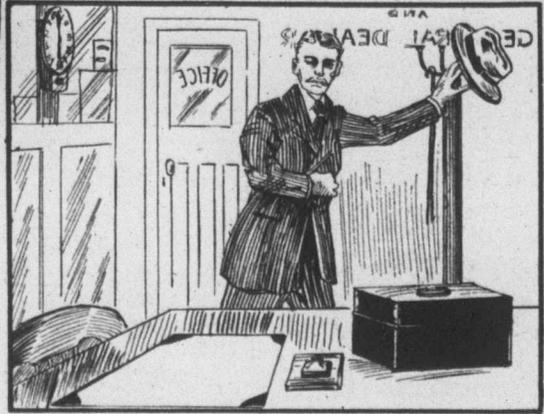


Everything disorder and worry.

*Why Spend, Money, Time and Energy
in Keeping Credit Records?*



THIS



Everything in order and contentment.

*If You Must Keep Credit Records,
Then*

THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS

Will save your Money, Time and Energy and give you PROTECTION

The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

EASTERN CANADA
The Security Envelope File Check System
29 Ontario St. - - Stratford, Ont.



WESTERN CANADA
The Western Distributors
205 McIntyre Block - - Winnipeg

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

**A Favorite with Chewers
Everywhere**

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

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

Are you sell-
ing it?



Rock City Tobacco Co., Ltd.

Labels that attract the eye— and create desire



Does the label on your product, Mr. Manufacturer or Packer, create a favorable impression of the contents within? Does it impel sales—is its appearance so attractive that grocers constantly use it in displays?

Our business is designing labels of this sort. Perhaps we can improve your present labels and give them these attention-compelling qualities now lacking. Write us—our years of experience designing labels, cut-outs and display cards, etc., is at your service.

The Standard Lithographic Company

of Canada, Limited

28 Temperance Street

Toronto, Canada

VLIT THE TIME AND LABOR-SAVING FURNITURE POLISH

**Vlit
Lessens
Indoor
Toil**

**Prevents dry rot
and fills hair cracks**

**Improves all wood-
work**



Best and

**Sold only through the
Wholesalers and Jobbers**

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

VLIT
FURNITURE & AUTOMOBILE
POLISH
Velvet Finish Instantaneous,
Lighter Labour, Troubles Over.

VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT licks up dirt and polishes in one movement.

VLIT must make good or we will

Made in Canada

Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

The VLIT MFG. CO., Ltd.
MONTREAL

**Velvet Finish
Lighter Labor
Instantaneous
Troubles Over**

**A genuine furniture
food**

**Contains no kerosene
nor acids**

Non-inflammable



Goes Farthest

Order Today

**THE VLIT MANUFACTURING
CO., LTD.**

**223 McGill St. MONTREAL
Main 4927**

“PEERLESS” “ELGIN” “NOBILITY”
CHOCOLATES



ELDOM will you find three such popular brands of chocolates. Their purity and quality are guaranteed to please the most fastidious candy lover and the price is most reasonable. Grocers find these three brands are excellent sellers and the margin of profit they yield is particularly good.

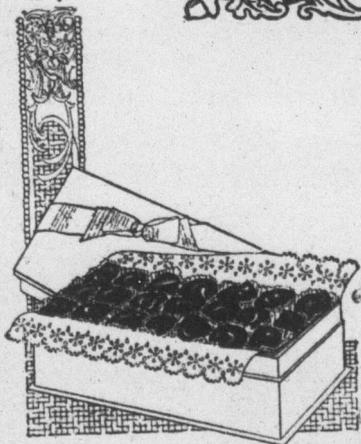
Try a sample order or renew your stock to-day or tear this out for future ordering.

NOBILITY CHOCOLATES, LIMITED
ST. THOMAS, ONT.

Selling Agents:

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

Maclure & Langley, Limited
Montreal Winnipeg



**No Decline in Condensed Milk Prices
for 1920**

In making this statement we conscientiously believe that we have weighed and considered all conditions affecting the manufacture of condensed milk.

There are so many reasons pointing to firm, and even higher prices that we feel certain that the trend of the condensed milk market for 1920, will be marked by a gradual increase as the year advances.

Here are a few of the reasons on which we have based our convictions—the high cost of feed, the general scarcity of milk cows, unprecedented export demands, the high cost of pure milk, and general high wages which present-day labor demands.

So our advice to you, Mr. Grocer, is order your requirements of Malcolm's Famous All-Canadian Milk Products in anticipation of firm, if not higher, prices.

Malcolm Milk Products are made by Canadian Workmen in a Canadian Factory 

THE MALCOLM CONDENSING COMPANY, LIMITED

Makers of the well-liked Malcolm Milk Products

ST. GEORGE, ONTARIO



ROYAL ACADIA

The name of a good, pure, dependable sweetener that wins the housewife's approval after a first trial.

The name of a Sugar that offers the retailer a better than usual profit.

Put up in 2 and 5-lb. cartons ; 10, 20 and 100-lb. bags ; half-barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

Grocers, You can recommend

Wentworth BRAND Blended Jams

to your customers and feel that you are helping them solve the High Cost of Living. These delicious jams cost much less than pure jams and you can get them in any flavor.

They are put up in three sizes: Tumblers; 16-oz. size and No. 4 tins. Prices as follows:

Tumblers	\$1.65 per doz.
16-oz. size	3.00 per doz.
No. 4 tins	0.78 each

Freight paid on 10 cases or over to any part of Ontario.

Try a sample order.

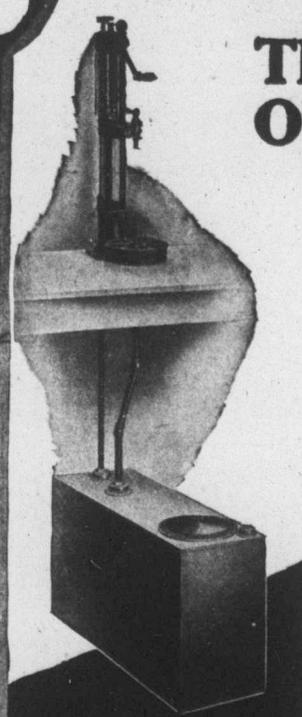
Order through your wholesaler.

The Wentworth Orchard Co.

Canners and Preservers

HAMILTON

ONTARIO



Think About Your Oil Room

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

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

A
BOWSER
ESTABLISHED 1877

OIL STORAGE OUTFIT

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

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres. Representatives Everywhere.

CELLAR
OIL STORAGE

Y & S
STICK LICORICE
in 10c Cartons



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

Made in Canada by

National Licorice Company
MONTREAL



**Canada
Beaver
Brand
Brooms**

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.
Toy Brooms—3 Different Grades.
Whisks—10 Different Grades.
Warehouse Brooms—A Specialty.

**Make out a trial order
to-day.**

The Canada Broom & Brush Co., Ltd.
RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708
Federation Life Building, Winnipeg, Man.

TEES AND PERSSE LIMITED

MANUFACTURERS' AGENT

Here Since 1884

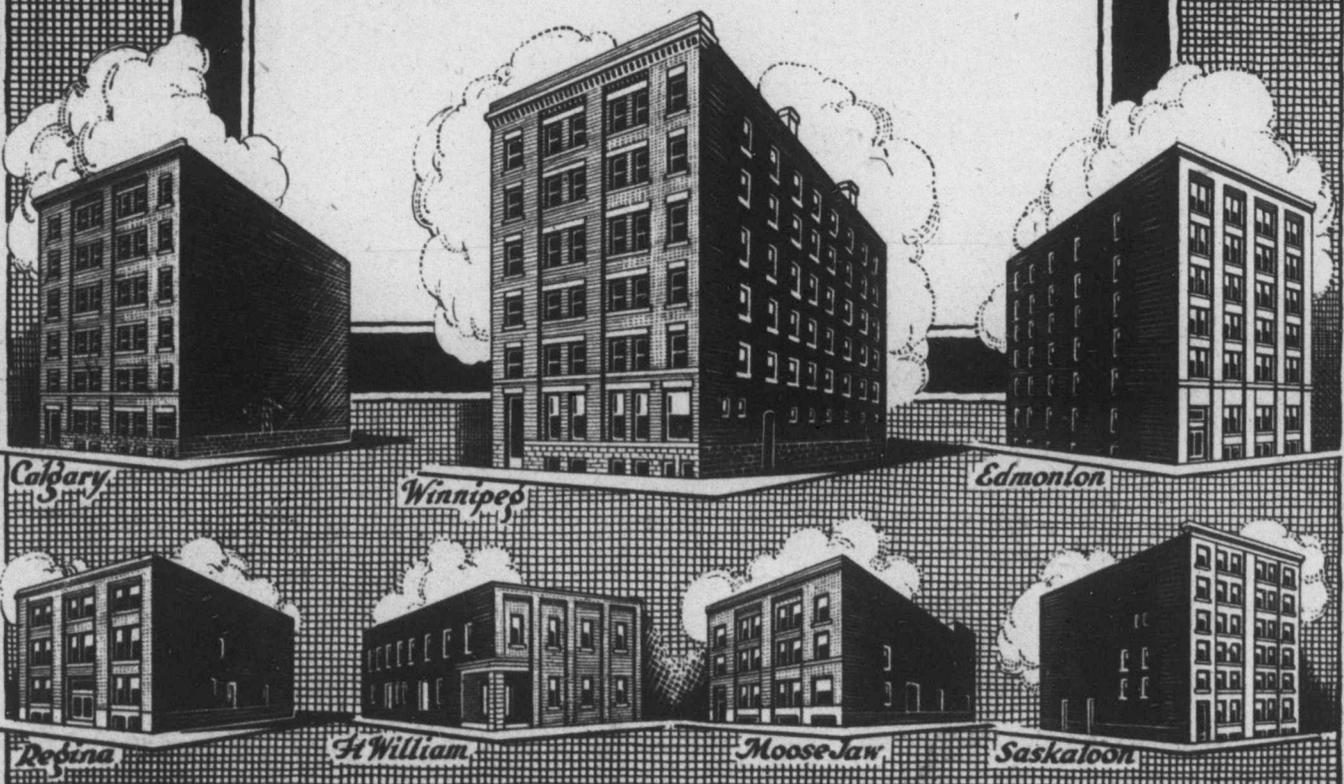
"From the Great Lakes to the Rockies"

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

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

Winnipeg - - Man.

Fort William	Regina	Moose Jaw
Saskatoon	Calgary	Edmonton



YOUR STAR SALESMAN WHO IS HE?

Extract from article by Retailer's Clerk in Dec. 4 issue Printers Ink.

THE GOODS MUST BE THERE

I contend that because a manufacturer or a jobber advertises his wares, that does not necessarily tie me down to acting as a walking delegate for the line. What if he does advertise? That's fine for us but it's his business. I can't see why a shopkeeper or a clerk should champion goods that are advertised, just because they are advertised.

We all know that national advertising is wonderfully unselfish. It acts for the retailer as it acts for the man who makes the goods. No retailer should display a lack of interest in advertising and advertised goods. Still, it should place him under no binding, hard-and-fast obligation.

"Lux" is a serviceable laundry soap in an attractive form, and its advertising is more progressive than most propositions of the same character. But if another house, or several houses put out a better line, the "Lux" fellows would have to beat me into insensibility with a scrubbing board before they could make me promise to boost "Lux" first. I think you'd find, if you investigated properly, that clerks who amount to shucks bestow added interest and enthusiasm upon lines that well deserve it.

He is not even on your pay sheet. We refer to the retail merchant and his clerks, the star salesmen for somebody's goods. Are they well sold on your line? Are they enthusiastic about the merits of your goods? Or do you depend only on your customer advertising for the sale of your products?

There are a good many articles that the consumer buys once a month, once a year, or perhaps once in five or ten years, whereas, the retailer is selling these articles every day and in many cases, many times during the day. The retailer naturally is much better informed with regard to these goods than the consumer. The buyer realizes this fact and puts a good deal of confidence in the opinion of the retail salesman.

Did you ever think of the close intimacy there is between the dealer and most of his customers? Particularly is this so in rural districts, where the live merchant is the centre of activity in the community. Don't you think what he recommends to his customers would carry weight and influence his sales?

Every day, every hour, the merchant and his clerks are being questioned as to the merits of this or that article and it just depends how well you have him sold on your line whether that answer means increased sales for you.

In a good many lines, he cannot possibly handle all the brands of merit. For instance, take jam. There are about thirty-nine different brands on the market. The most any grocer will stock is three and the majority two. He picks out two brands that have merit and recommends these to his customers and what is more—he sells them. And even if some other brand is called for, he has no difficulty in selling the one he stocked, as the customer has faith in what he recommends. Don't spoil your consumer advertising by overlooking the dealer.

Did you ever think of the effect of big advertising in representative trade newspapers, and the tremendous impression you would make on the trade if you spent even half, or a quarter of your appropriation in this way? No waste circulation—every reader a buyer of your goods or your competitor's. Just try it, if you are prepared to increase your capacity considerably.

Below you will find the MACLEAN list of trade papers, each a leader and an authority in its field, closely read by buyers because it pays them to digest each issue carefully.

Send for a sample copy and rate card to-day. No obligation, we will not even send a representative to see you, if you do not desire it.

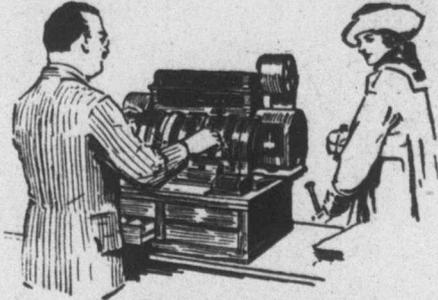
CANADIAN GROCER
BOOKSELLER and STATIONER

HARDWARE and METAL
SANITARY ENGINEER
DRUGGISTS' WEEKLY

DRY GOODS REVIEW
MEN'S WEAR REVIEW

MACLEAN PUBLISHING CO., Office of Publication, 149 University Avenue, TORONTO

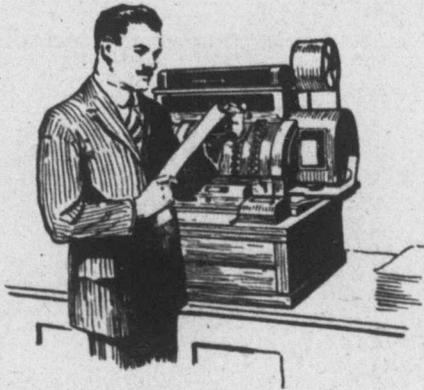
An up-to-date National Cash Register gives a merchant control of his business



IT forces each clerk, or the merchant himself, to make a record of every sale he handles. The record must be complete before change can be made or the transaction finished.



The record of each transaction is brought to the attention of the customer in two ways: by the electrically lighted figures at the top of the register and by the printed receipt which she receives.



The record is also printed and added automatically at the time the transaction takes place. These accurate records are the foundation of good storekeeping.

A merchant must have such records to control his business and to make up his income tax report. An up-to-date National Cash Register gives them to him cheaply, accurately, and quickly.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary.....	714 Second Street W.	Quebec.....	133 St. Paul Street
Edmonton.....	5 McLeod Bldg.	Regina.....	1820 Cornwall Street
Halifax.....	63 Granville St.	Saskatoon.....	265 Third Avenue, S.
Hamilton.....	14 Main Street E.	St. John.....	50 St. Germain Street
London.....	350 Dundas Street	Toronto.....	40 Adelaide Street
Montreal.....	122 St. Catherine Street, W.	Vancouver.....	524 Pender Street, W.
Ottawa.....	306 Bank Street	Winnipeg.....	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO

Sani-Flush

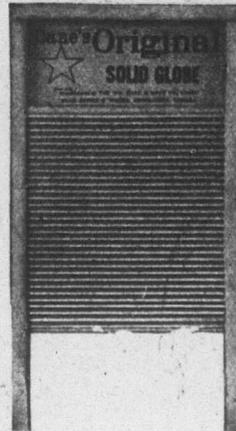
(TRADE MARK REGISTERED)

In every community there is some unfilled demand for **Sani-Flush** because consumers do not know where it can be obtained. The merchant who displays **Sani-Flush** will convert that potential demand into sales.

We do not expect any merchant to push the sale of **Sani-Flush** except for his own personal profit. The aggregate sales of **Sani-Flush** are very satisfactory to us. What proportion of the business any merchant secures is contingent upon his own efforts.

Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.
TORONTO, ONT.



Well-made Washboards that give Long and Satisfactory Service.

That is the reputation which Can's have won for themselves.

A small display will save you the trouble even of suggesting. Any housewife can see that they will uphold their enviable reputation.

Send us your first order to-day. Repeats are sure to follow.

Wm. Cane, Sons & Co.
LIMITED
NEWMARKET, ONTARIO

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



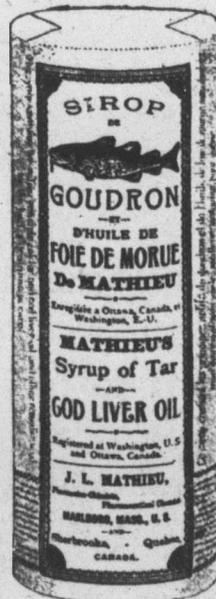
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Deiorne Freres, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



Always in Demand!



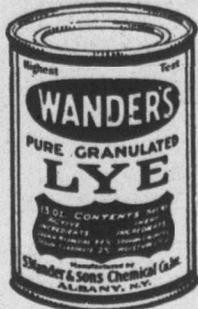
Winter, the time of coughs and colds, is here in earnest. Everywhere there is a ever-growing demand for a reliable cough remedy.

Mathieu's Syrup of Tar and Cod Liver Oil will answer that demand for you Mr. Grocer and net you a fine profit in the bargain.

Try a sample order and watch how quickly it sells.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE - QUEBEC

HANDY SNAP TOP



A LYE that is TRUE

Sanitary WANDERS Products

NOW IS THE TIME

WANDERS CHLORINATED LIME & WANDERS HIGHEST TEST LYE

SELL FASTEST

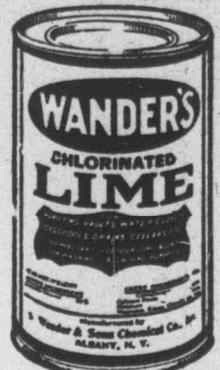
THEIR DAILY USE KEEPS THE HOME SANITARY

S. WANDER & SONS CHEMICAL CO., Inc.

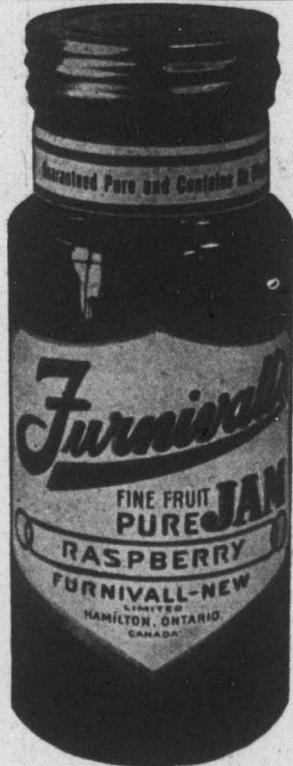
Main Office and Factory : ALBANY, N.Y.

Represented by MacDONALD, ADAMS COMPANY, Winnipeg
And C. H. DOUGALL, LTD., Montreal

HANDY SNAP TOP



Kills Germs Bleaches Destroys Odors



Furnivall's

Pure Jams

Grocers selling Furnivall's will tell you that there is always a good, big demand for these Fine Fruit Jams. And the margin on every sale is worth securing. Ask any of our agents to ship you a supply.

FURNIVALL-NEW Limited

Hamilton - Canada

Canada Food Board License No. 14-167

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: McLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: A. D. Norman, Scott Block, Winnipeg, Man. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.



Oakey's "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

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

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

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

RICE

RICE FLOUR

RICE MIDDINGS

Mount Royal Milling
and
Mfg. Coy., Limited

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

D. W. ROSS COMPANY

Agents
MONTREAL

Sixty Replies To One Condensed Advertisement

A. H. Mealing, who recently offered his grocery business in Orillia, Ont., for sale, decided on this most direct means of securing a buyer—he used the

Want Ad Page of Canadian Grocer

Result—60 replies to the one announcement and a most satisfactory sale.

To sell a business,

To purchase a business,

To sell a scale, slicer, cash or credit register or other
fixture,

To buy a fixture,

To secure a manager or head clerk,

or for any other WANT you may have, send along your copy for the Condensed Advertisement Page.

Rates : 2c per word, first insertion and one cent per word each subsequent insertion ; 5 cents extra per insertion to cover postage if replies are to be sent to box number in our care.

CANADIAN GROCER

143-153 University Ave.

TORONTO



**For [the] Present Year
Make it Your Resolution**

to always have on your shelves a stock of

Mapleine

You need the flavoring with the maple taste—enjoyed and craved by young and old alike. The Mapleine flavor is so good in cakes, icings, sauces, desserts and candies. It makes delicious maple-tasting syrup for hot cakes and waffles—prepared instantly at a 50% saving.

Order now of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto
Mason & Hickey Box 2949 - Winnipeg**

M-491

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

[15 STE. THERESE] ST. - - MONTREAL

"FISH"

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

LEMON BROS.

Owen Sound, Ont.

TEA LEAD

(Best Incorrodible)

Buy, "PRIDE OF THE ISLAND" Brand

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

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents:

HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

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

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

"AYLMER" PURE ORANGE
MARMALADE

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

PORK AND BEANS
"DOMINION BRAND"

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

CATSUPS—In Glass Bottles

Per doz.
1/2 Pts., Aylmer Quality \$1 90
12 oz., Aylmer Quality 2 35
Per jug
Gallon Jugs, Aylmer Quality \$1 62 1/2
Per doz.
Pints, Delhi Epicure \$2 70
1/2 Pints, Red Seal 1 45
Pints, Red Seal 1 00
Qts., Red Seal 2 45
Gallons, Red Seal 6 45

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

CONDENSED MILK
Terms, net, 30 days.

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

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans \$7 15
Jersey Brand, Hotel, each 24
cans 7 15
Peerless Brand, small, each 24
cans 3 15
St. Charles Brand, Tall, each
48 cans 7 25
Jersey Brand, Tall, each 48
cans 7 25
Peerless Brand, Tall, each 48
cans 7 25
St. Charles Brand, Family,
48 cans 6 25
Jersey Brand, Family, each
48 cans 6 25
Peerless Brand, Family, each
48 cans 6 25
St. Charles Brand, small, each
48 cans 3 20
Jersey Brand, small, each 48
cans 3 80
Peerless Brand, small, each, 48
cans 3 30

CONDENSED COFFEE

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

W. CLARK, LIMITED,
MONTREAL

Compressed Corn Beef—1/2s, \$2.90;
1s, \$4.80; 2s, \$8.95; 6s, \$31.75.
Lunch Ham—1s, \$6.95; 2s, \$13.95.
Ready Lunch Beef—1s, \$4.80; 2s,
\$8.95.
English Brawn — 1/2s, \$2.95; 1s,
\$4.85; 2s, \$8.80.
Boneless Pig's Feet—1/2s, \$2.85; 1s,
\$4.35; 2s, \$8.80.
Ready Lunch Veal Loaf—1/2s, \$2.45;
1s, \$4.45.
Ready Lunch Beef-Ham Loaf—1/2s,
\$2.45; 1s, \$4.45.
Ready Lunch Beef Loaf—1/2s, \$2.45;
1s, \$4.45.
Ready Lunch Asst. Loaves — 1/2s,
\$2.50; 1s, \$4.50.
Geneva Sausage—1s, \$4.45; 2s, \$8.75
Roast Beef—1/2s, \$2.90; 1s, \$4.90;
2s, \$8.95; 6s, \$31.75.
Roast Mutton—1s, \$6.25; 2s, \$11.75;
square cans, \$42.
Billed Mutton—1s, \$6.25; 2s, \$11.75;
6s, \$42.
Jellied Veal—1/2s, \$3.35; 1s, \$4.80;
2s, \$9.25.
Cooked Tripe—1s, \$2.95; 2s, \$4.95.
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.
Mince Collops—1/2s, \$1.95; 1s, \$3.95;
2s, \$6.75.
Sausage Meat—1s, \$3.95; 2s, \$7.95.
Corn Beef Hash — 1/2s, \$1.90; 1s,
\$3.20; 2s, \$5.80.
Beef Steak and Onions—1/2s, \$2.90;
1s, \$4.80; 2s, \$8.90.
Jellied Hocks—2s, \$9.35; 6s, \$30.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.45; 2s,
\$8.75.
Boneless Chicken—1/2s, \$6.95; 1s,
\$11.45.
Boneless Turkey — 1/2s, \$6.95; 1s,
\$11.45.
Ox Tongue—1/2s, \$4.95; 1s, \$12.00;
1 1/2s, \$18.50; 2s, \$28.95; 3 1/2s,
\$44.00; 6s, \$60.00.
Lunch Tongue—1/2s, \$4.90; 1s,
\$10.45.
Mince Meat (tins)—1s, \$3.65; 2s,
\$5.45; 6s, \$18.95.
Mince Meat (bulk)—5s, 25c; 10s,
27c; 25s, 28c; 50s, 30c.
Chattau Brand Pork and Beans,
with Tomato Sauce—Ind., \$1.05;
1s, \$1.65; 2s, \$2.35; 3s, \$3.65.

PROFIT & LOSS 1919 WITHOUT A "SHERER"				PROFIT & LOSS 1920 WITH A "SHERER"			
ITEMS	DEBIT	CREDIT	BALANCE	ITEMS	DEBIT	CREDIT	BALANCE
Profit on sales lost through lack of display.	185			Profit on sales made through display in a Sherer		185	
Excessive Evaporation	70			Evaporation stopped		70	
Time lost putting up orders	146			Time saved putting up orders over a Sherer		146	
Possible profit on bulk goods which we sold in a package	291			Profits made by sale of bulk instead of package goods.		291	
			\$692				\$692

Before You

"Turn over that new Leaf," Mr. Grocer, Look at the Ledger—then Read what we say—it will Pay!

Your ledger shows you a 1919 profit—Mr. Grocer?

"Yes"—you will say.

Wish it were larger—Mr. Grocer?

"Of course!" you reply.

Then let us show you \$692.50 of 1919 profits you overlooked—lost—which you could have had to your credit in the bank at this moment—as easily as not!

But you will never bank those lost profits—Mr. Grocer—unless you know where they are. **We know where they are!** We have told other grocers—and will tell you—if you'll let us.

In the first place—the above ledger items — aggregating

\$692.50—are not exaggerated figures—they're **actual** figures. They represent **some** grocers' additional **profits** — and **your** actual **losses**. For they are the **actual** results of **actual** sales in an **actual** grocery store doing an annual \$25,000 business.

We would like to have an opportunity of proving to you that if you are doing a business of \$25,000 a year that you are **losing** \$692.50 of profit which you might **make** if you had a 16-foot **Sherer Sanitary Food Container**.

Start the New Year right, Mr. Grocer, by signing the coupon below and getting our **proof**—without obligation. You'll not regret it. Do it before you turn over the page. **It will pay!**

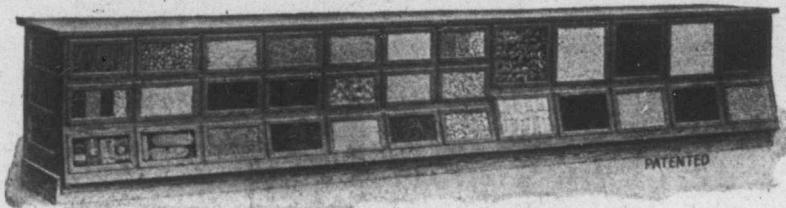
Sherer-Gillett Company

Patentees and Manufacturers of the

Sherer Sanitary Grocery Display Counter

Guelph

Ontario



The Up-to-date Sherer Food Container

The Sherer-Gillett Company,

Guelph, Ontario, Dept. 57.

Gentlemen:—I want to be shown (without obligation) how you can save me \$692.50 of profit a year!

Individual Name.....

Firm or Co.

Street

City Province



Lower Prices Unlikely

Owing to the high cost of flour and other raw materials, coupled with the increased cost of labor we cannot see how prices can drop until after the new crop in 1920. These facts are based on prices that are already contracted for, and we can see no lowering of prices for at least ten months.

Should the Unforseen Happen we will immediately acquaint the trade through these columns. How is your stock to-day?

Brodie & Harvie, Limited
BLEURY STREET, MONTREAL

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of **CREAM OF BARLEY**, **PEARL BARLEY FLOUR** for Babies and Invalids, and **SISTER MARY'S PAN-CAKE FLOUR**. Every package of **CREAM OF BARLEY** is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "**CREAM OF BARLEY**" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade mark is registered.

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, tall, \$2.75; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s (tall), \$2.75; 6s, \$8; 12s, \$15.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1½s, \$1.45; 2s, \$1.90; 3s, \$2.75.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.
Peanut Butter — ¼s, \$1.90; ½s, \$2.45; 1s, \$3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.
HARRY HORNE & CO.,
Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case)	4 20
Cooker Brand Popping Corn (3 doz. in case)	4 20
B.C. HOPS	
Dominion Brand, quarters, per short weight pound	0 30
Dominion Brand, halves, per short weight pound	0 29
Maple Leaf Brand, ¼ lb. packages, per full weight pound ..	0 40
Maple Leaf Brand, ½ lb. packages, per full weight pound ..	0 39
COLMAN'S OR KEEN'S MUSTARD	
	Per doz. tins
D.S.F., ¼-lb.	\$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1 lb.	10 40
F.D., ¼-lb. ....	.....

	Per jar
Durham, 1-lb. jar, each... ..	\$0 60
Durham, 4-lb. jar, each... ..	2 25
CANADIAN MILK PRODUCTS. LIMITED.	
Toronto and Montreal	
KLIM	
Hotel	\$20 00
Household size	9 00
F.o.b. Ontario jobbing points, east of and including Fort William.	

THE CANADA STARCH CO., LTD.
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches—

	Boxes	Cents
40 lbs., Canada Laundry		\$0 10
100-lb. kegs, No. 1 white... ..		0 10½
200-lb. bbls., No. 1 white... ..		0 10½
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.		0 12
40 lbs., Benson's Enamel, (cold water), per case... ..		3 25
Celluloid, 45 cartons, case... ..		4 70
Culinary Starch.		
40 lbs., W. T. Benson & Co.'s Celebrated Prepared		0 11½
40 lbs. Canada Pure or Challenge Corn		0 10½
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.		0 16½
(20-lb. boxes, ¼c higher, except potato flour.)		

CROWN BRAND CORN SYRUP
2-lb. tins, 2 doz. in case... .. 5 45
5-lb. tins, 1 doz. in case... .. 6 05
10-lb. tins, ½ doz. in case... .. 5 75
20-lb. tins, ¼ doz. in case... .. 5 70
(Prices in Maritime Provinces 10c per case higher.)
Barrels, about 700 lbs. 0 08½
Half bbls., about 350 lbs. 0 08½

LILY WHITE CORN SYRUP
2-lb. tins, 2 doz. in case... .. \$5 05
5-lb. tins, 1 doz. in case... .. 6 55
10-lb. tins, ½ doz. in case... .. 6 25
20-lb. tins, ¼ doz. in case... .. 6 20
(5, 10, and 20-lb. tins have wire handles.)

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 50

INFANTS' FOOD
MAGOR, SON & CO., LTD.

Robinson's Patent Barley—	Doz.
1 lb.	\$4 00
½ lb.	2 00
Robinson's Patent Groats—	
1 lb.	4 00
½ lb.	2 00

NUGGET POLISHES Doz.

Polish, Black, Tan, Toney Red and Dark Brown	\$1 15
Card Outfits, Black and Tan ..	4 15
Metal Outfits, Black and Tan ..	4 85
Creams, Black and Tan.....	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.....	\$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 00
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.....	1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 30
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream ¼s, ½s, and 1-lb. tins	1 60
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, 2 lbs.....	1 12
Master Workman, 4 lbs.....	1 12
Derby, 9s, 4-lb. boxes.....	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

JELL-O
Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.....	2 70
Orange, 2 doz.....	2 70
Raspberry, 2 doz.....	2 70
Strawberry, 2 doz.....	2 70
Chocolate, 2 doz.....	2 70
Cherry, 2 doz.....	2 70
Vanilla, 2 doz.....	2 70
Weight, 8 lbs. to case. Freight rate second class.	

JELL-O ICE CREAM POWDERS
Made in Canada.

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.....	2 70
Vanilla, 2 doz.....	2 70
Strawberry, 2 doz.....	2 70
Unflavored, 2 doz.....	2 70
Weights, 11 lbs. to case. Freight rate second class.	

BLUE
Keen's Oxford, per lb. \$ 24
In cases 12-12 lb. boxes to case

COCOA AND CHOCOLATE
THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	\$5 25
Perfection, ½-lb. tin, doz.....	2 75
Perfection, ¼-lb. tins, doz.....	1 45
Perfection, 10s size, doz.....	1 10
Perfection, 5-lb. tins, per lb.	0 42
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	3 00
Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb.	0 28
(Unsweetened Chocolate)	
Supreme Chocolate, 12-lb. boxes, per lb.	0 41
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	1 90
Perfection Chocolate, 10c size, 2 doz. in box, per box.....	1 90

SWEET CHOCOLATE Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case... ..	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs in case ..	0 32
Diamond Chocolate, 5s, 6 and 12-lb. boxes, 144 lbs. in case ..	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.....	\$0 45
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb....	0 45

Now for 1920

After a fascinating business in 1919 the race is on for 1920 and we're off to a good start. Orders are coming in thick and fast, and of good volume—this demonstrates more than one thing—first, it means that our prices are right, and next it indicates that we are giving service. While it pleases us immensely to be always able to offer value—yet our greatest pleasure comes of being able to give good service, for after all good values are soon forgotten in the mad rush, but the memory of service remains steadfast and is a sure prompter to send further business our way. This is what we aim to merit—inclination on your part to send us the order. We desire to impress on you now, that we are out for the business and will do our utmost by way of values and service to warrant you in giving us a good share of your trade this year.

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

A New Broom Sweeps Clean

and so does an old one--if it is a

SIMMS'

SIMMS' Brooms are made to wear. They do not shed their stock in the wake of the sweeping, like the ordinary broom.

Only the best grade of corn is used in making SIMMS' Brooms and they are so perfectly constructed as to outlive any other broom made.

The housekeeper who knows broom values always asks for SIMMS'.

Show her our "LITTLE BEAUTY"—6 ounces under the average weight—handle piano finished to prevent blistering of the hands—perfectly balanced.

It will sell on sight.

Hold her trade by stocking our Better Brooms and Brushes.

- | | |
|---------------|-------------------|
| Brooms | Shoe Brushes |
| Whisk Brooms | Stove Brushes |
| Paint Brushes | Scrubbing Brushes |
| | Lather Brushes |

Communicate with our nearest branch for prices, etc.

T. S. Simms & Co., Limited

Makers of Better Brooms and Brushes for 54 years.

HEAD OFFICE: ST. JOHN, N.B.

MONTREAL LONDON TORONTO

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45.
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, lb.....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.....	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.....	0 34
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.....	0 60
NUT MILK CHOCOLATE, ETC.	
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb.....	0 46
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per lb.....	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div. to cake, 32 boxes to case, lb.....	0 43
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.....	0 42
MISCELLANEOUS	
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz.....	\$6 00
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.....	3 00
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.....	6 00
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.....	3 00
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per lb.....	0 46
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box.....	0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb.....	0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross.....	1 15
120—1c Milk Chocolate Sticks, 60 boxes in case.....	0 80
5c LINES	
Toronto Prices	
Filbert Nut Bars, 24 in box, 50 boxes in case.....	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case.....	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case.....	0 95
Ginger Bars, 24 in box, 50 boxes in case.....	0 95
Fruit Bars, 24 in box, 50 boxes in case.....	0 95
Active Service Bars, 24 in box, 50 boxes in case.....	0 95
Victory Bar, 24 in box, 60 boxes in case.....	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.....	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case.....	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.....	1 00
Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box.....	1 90
W. K. KELLOGG CEREAL CO.	
Kellogg's Toasted Corn Flakes, Waxtite.....	4 15

Kellogg's Toasted Corn Flakes, Ind.....	2 00
Kellogg's Dominion Corn Flakes.....	4 15
Kellogg's Dominion Corn Flakes, Indiv.....	2 00
Kellogg's Shredded Krumbles.....	3 50
Kellogg's Shredded Krumbles, Ind.....	2 00
Kellogg's Krumbled Bran.....	1 85
BRODIE AND HARVIES	
XXX Self-Raising Flour, 6 lb. packages, doz.....	\$5 70
Do., 3 lb.....	2 90
Superb Self-Raising Flour, 6 lb.....	5 50
Do., 3 lb.....	2 80
Crescent Self-Raising Flour, 6 lb.....	5 60
Do., 3 lb.....	2 85
Perfection rolled oats (50 oz.).....	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.....	1 50
BLACKWOODS' BAKING POWDER	
Per doz.	
8-oz. tins, 4 doz. to case.....	\$ 1 50
12-oz. tins, 4 doz. to case.....	2 25
16-oz. tins, 4 doz. to case.....	2 50
Qt. Sealers, 1 doz. to case.....	5 00
3-lb. tins, 1 doz. to case.....	6 50
5-lb. tins, 1 doz. to case.....	10 50
CORDIALS	
Black Cherry St. Julien Claret	
Mondego Port Grape Wine	
Hot Todd Ginger Wine	
Sloe Gin Creme de Menthe	
Packed 1 doz. qts. to case.....	\$4 50
Bulk, per gallon.....	1 85
LIQUORS	
H. T. Special Ginger	
Creme deMenthe Black Cherry	
Hot Todd Port	
Grape Claret	
Sloe Gin Trench Ram	
Packed 1 doz. qts. to cs. Per cs.....	\$6 35
Bulk, per gallon.....	2 85
CONCENTRATED FRUIT CIDERS	
Orange Cherry	
Peach Loganberry	
Lemon Strawberry	
Grape Raspberry	
Packed 24, 2 1/2-lb. tins to case.....	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to cs.....	7 40
EXTRACTS	
Blackwoods' Government Standard. All flavors. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$1 75 2 00 3 25 5 75 11 25	
Heather Brand. Fifty per cent. over Government Standard. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$2 25 2 60 4 25 7 50 14 00	
OYSTER COCKTAILS Per doz	
Packed 5-doz. 4-oz. bottles to cs.....	\$0 85
OLIVES Per doz	
Queens, packed 24, 8 oz. to cs.....	\$2 20
Queens, packed 24, 16 oz. to cs.....	3 35
Pimento Stuffed, 24, 8 oz. to cs.....	3 00
Pimento Stuffed, 24, 16 oz. to cs.....	4 50
BLACKWOODS' DE LUXE PICKLES	
Oza. 10 16 18 20 Qts.	
Sr. Mix.....	2.10 2.30 2.15 3.50 4.75
Chow.....	2.15 2.35 3.25 3.60 4.90
Onions.....	2.25 3.00 3.50 3.75 5.00
Gherkins.....	2.65 3.50 3.60 4.30 5.75
Sw. Mix.....	2.25 3.10 3.50 3.85 5.15
Sw. Onions.....	2.50 3.30 3.60 4.10 5.25
Sw. Gherkin.....	2.90 3.80 4.00 4.65 6.15
PICKLES IN TINS Per doz.	
Sr. Mix, 2 1/2-lb. tins.....	\$3 25
Chow, 2 1/2-lb. tins.....	3 40
Sr. Mix, 2 1/2-lb. tins.....	3 50
Sw. Gherkin, 2 1/2-lb. tins.....	4 25
Sw. Gherkin, 2 1/2-lb. tins.....	4 50
Dilla, 2 1/2-lb. tins.....	2 50
Kraut, 2 1/2-lb. tins.....	1 90
PICKLES IN BULK	
Spring Top Gallon Jars	
Sr. Mix.....	\$1 15
Chow.....	1 25
Sw. Mix.....	1 40
Dilla.....	1 00
Pails 1 gal. 3 gal. 5 gal.	
Sr. Mix.....	\$1 40 \$3 00 \$4 60
Chow.....	1 45 3 25 4 90
Sw. Mix.....	1 70 4 25 6 50
RELISHES Per doz.	
Horseradish, 10-oz. bottle.....	\$2 40
English Piccalilli, 8-oz.....	2 25

California Fresh Vegetables

We are now receiving fruit and vegetables from California regularly, consisting of—

Celery, Cauliflower, Iceberg Head Lettuce

Also direct shipments of—
Spanish Onions

in large and three-quarter size cases.
New Messina Lemons, Fresh Navel Oranges and Stripes Brand Grape Fruit

The best quality and fullest pack coming from Florida.

We are correcting our mailing list for our weekly price list of fruits and fish. If you are not receiving one and desire to have one mailed regularly, please advise us.

WHITE & CO., Limited
TORONTO Branch of HAMILTON

Golden Orange Brand

California Navels

We are now offering this high quality brand of Southern fruit.

The quality does not vary. They are the same top grade throughout the box.

Grown on the fertile slopes of Arlington Heights under Mount Rubidoux—California's best orange section. Order some to-day.

The House of Quality

Hugh Walker & Son

Guelph Established 1861 Ontario

Parchment Butter Wraps

WALTER WOODS & CO.
Hamilton and Winnipeg

Wishing you a Prosperous New Year



I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

Went to War
1914
Home Again.

I am not de-naturalized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

Washington's **REFINED** Coffee

Originated by Mr. Washington, 1909
Distributed by Grocers Specialty Company, 169 William Street, Montreal

Prestige

is a
**Selling
Factor**

Why not take advantage
of the selling value that
Prestige gives to

Shirriff's

True Seville

Orange Marmalade

It enjoys a Canada-wide
prestige among housewives
who demand the highest
standard of Quality.

This reputation shortens
the stay of Shirriff's on your
shelves.

Shirriff's won its high
place in the esteem of Can-
adian women because it is
made from nothing but
Seville oranges imported
from Spain and pure cane
sugar.



Add to your busi-
ness this valuable as-
set—the selling value
of a well-deserved re-
putation for quality.

Order a case or
two now.

We have available
for our dealers hand-
some new window
cards which will be
sent on request.

**Imperial Extract
Company**

Toronto

Ontario

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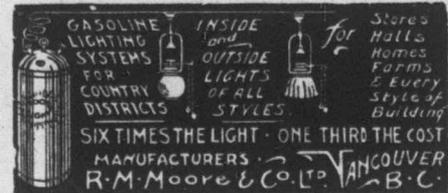
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