

CANADIAN GROCER

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

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JANUARY 10, 1919.

No. 2



STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

builds up a steadily paying
trade to dealers who recom-
mend it to their customers.

Handled by all the wholesale trade.

FOLLOWING UP A NEW LINE

ANNOUNCEMENT

In last week's issue we announced the manufacture and sale for the first time in Canada of

SCOTCH SNACK

A new, pure, appetizing fish food delight
Delicious on hot toast—
club sandwiches with
mayonnaise dressing—
omelettes — croquettes
— for lunches and
snacks.

\$2.50 per doz. in Montreal.
\$2.65 per doz. in Quebec, Ontario and Maritime.
\$2.85 per doz. in Winnipeg and West.

ARGYLL BUTE, LIMITED
637 St. Urbain St. MONTREAL



PRONOUNCEMENT

This week we want to tell you the favorable reception the public has given

SCOTCH SNACK

We have had chefs of big hotels and restaurants tell us that it is the most excellent fish food they have ever tried and grocers have phoned us repeat orders and said they were

more than delighted.
Have you tried it?

Ontario Selling Agents:
WALTER S. BAYLEY
20 Front Street E. TORONTO

JAMS
MARMALADES
PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

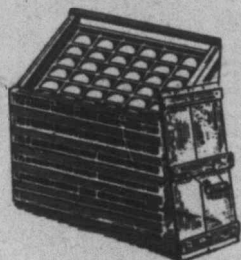
CONFECTIONERY
MARZIPAN
CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



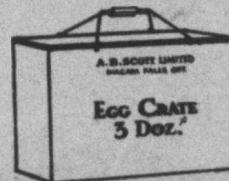
And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-28 Dowd St. Montreal, Que.

Suit Case Egg Crates

A collapsible egg crate to hold two or three dozen fresh eggs.
When collapsed will not take up any more room in a suit case than a traveller's order book.
A sure seller if you will buy it and show it.



A. B. SCOTT, LIMITED
NIAGARA FALLS, CANADA



All You Need is a Display

—just to remind her that you've got Borden Milk Products in stock.

You won't need to "talk up"

Borden's

Its quality and our consumer advertising have popularized it in every community.

Keep your displays up. Every sale a satisfied customer.

Borden Milk Company, Limited

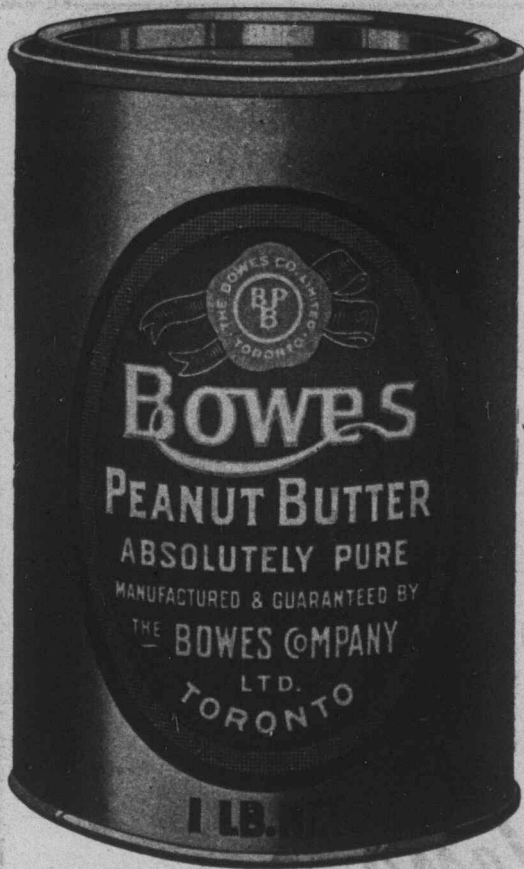
"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver



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



HOW ARE SALES OF PEANUT BUTTER ?

Peanut Butter is fast becoming a staple article of food, and the dealer who sells Bowes' Peanut Butter is realizing this fact to his own good profit.

The innumerable uses to which this food can be put, combined with its economy and great food value, are being appreciated more and more by the consuming public.

You will make a profitable investment when you stock this line.

**YOUR JOBBER WILL
GLADLY SUPPLY YOU.**



Three Sure Customer Pleasers—

Sell these three All-Canadian Milk Products that are equal in every way to the imported brands.

Your customers will find in them that superiority of taste and flavor that they so much appreciate. Malcolm Milk Products always repeat.

The Malcolm Condensing Co., Limited

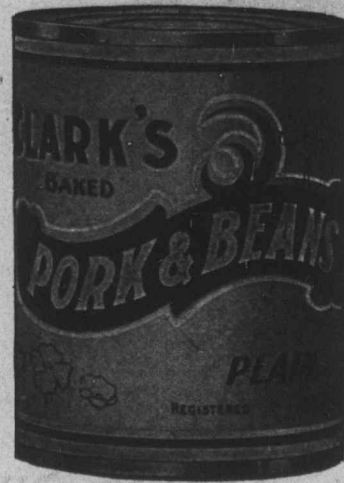
ST. GEORGE, ONTARIO

The All-Canadian Condensed Milk Company

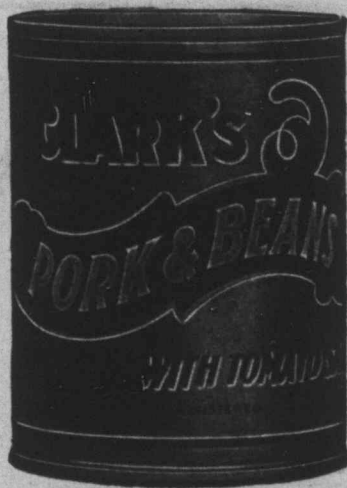
If any advertisement interests you, tear it out now and place with letters to be answered.

CLARK'S

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



PORK and BEANS



The CLARK Quality

The CLARK Reputation

The CLARK Advertising

make them far and away

The BEST SELLERS

W. CLARK
LIMITED



MONTREAL

CANADA FOOD BOARD LICENSE No. 14-216

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



Sugar that you know will please her—

The purity and sweetening properties of Royal Acadia Sugar recommend it to every good housewife.

It is a sugar you can safely sell knowing that it is certain to satisfy.

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

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

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



Story for Week Dated January 10, 1919.

Being No. 16 in the Series

Rocky Roads To Travel On The Eddy Trail To Trade

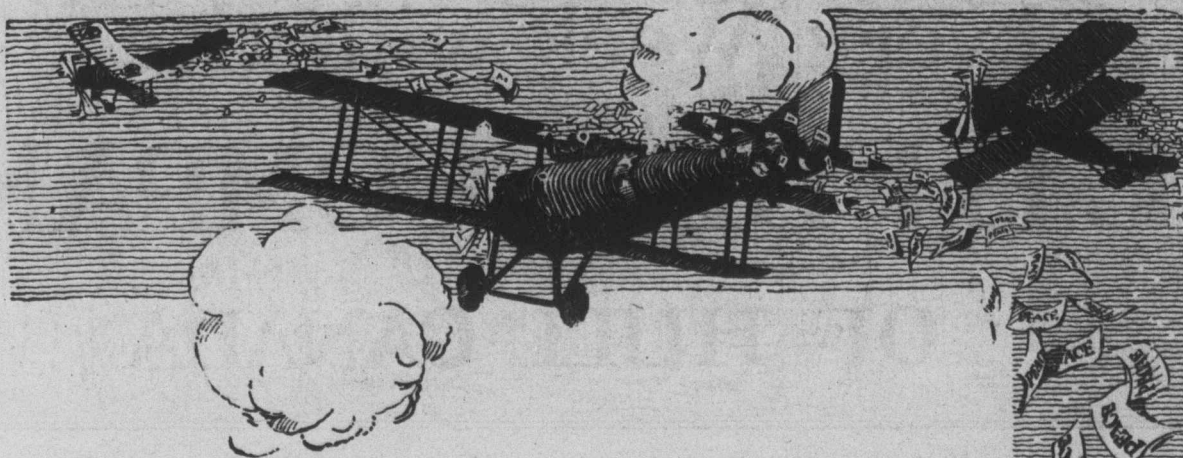


As a retail merchant you have your deliveries to take care of, and you are probably a judge of horse-flesh. The late Ezra Butler Eddy was a great lover of good horses, about which more may be told later. As you remember, he needed them in this business in 1851, when he took his first matches out by wagon load on the road. The E. B. Eddy Company do a bit of teaming still, and over rough roads too, as you can see in the picture above. This illustrates the bush road to the Du Moine Depot. The wagon and team represent just another little unit in the wide-spread Eddy Company organization. Below are five loyal members of the Eddy Staff whose business it is to know the safest ways over the bumps in that rocky road as part of the work of producing Eddy's Famous "Safe and Silent Five" matches.



Some Eddy Matches You Know

- Eddy's Silent 5 Match
- Eddy's Golden Tip Match
- Eddy's Buffalo Match
- Eddy's Home Match
- Eddy's Domestic Match
- Eddy's Red Bird Match
- Eddy's Sesqui Match
- Eddy's Safety Match
- Eddy's Comet Safety Match
- Eddy's Little Comet Match
- Eddy's Safe-Light Match
- Eddy's Telegraph Match
- Eddy's Safeguard Match
- The Eddystone Safety Match
- Eddy's Capital Safety Match
- Eddy's Gas Lighter Match
- Eddy's Silent 2 Match
- Eddy's Eagle Parlor Match
- Eddy's Royal George Match
- Eddy's Tiger Match
- Eddy's Silent Pony Match
- Eddy's Everready Match
- Eddy's Flaming Wax Vestas
- Eddy's No. 1 Wax Vestas
- Eddy's No. 2 Wax Vestas
- Eddy's No. 5 Wax Vestas
- Eddy's No. 9 Wax Vestas
- Eddy's No. 13 Silent Wax Vestas
- Eddy's Owl Match (new)



Be Optimistic! Canada's Future is Safe

After four years of war stress, during which many restrictions had to be borne by the Trade, we can look forward with every confidence to a new era of wonderful prosperity. The Menace that threatened the very existence of our national life has been crushed, and in the readjustments soon to take place we can confidently anticipate a removal of the war-time trade restrictions and the smoothing of the path of Business Progress.

Quality goods—goods proven by the test of years—will continue to be the dealers' greatest asset in securing that customer confidence that spells business expansion.

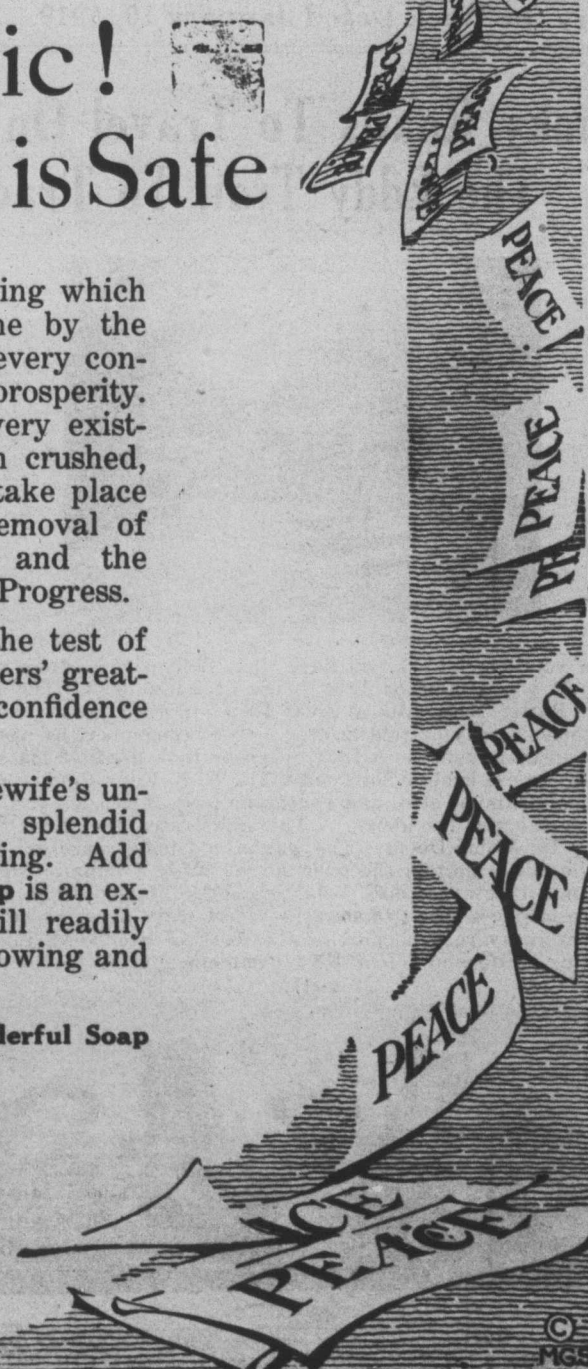
Wonderful Soap has won the housewife's unlimited approval because of its splendid reliability for all manner of cleansing. Add to that the fact that **Wonderful Soap** is an excellent profit-producer and you will readily admit the advisability of always showing and recommending this popular soap.

If you are not already stocking **Wonderful Soap** we suggest a trial order to-day.

Have you ever featured **Royal City Bar, Peerless Bar, Standard Soap, Crystal Soap Chips?**

Guelph Soap Company

Guelph, Ontario



© MGS

WANTED

Wholesale grocery travellers by Toronto house, one for York, Simcoe, Dufferin, Bruce, Grey, Wellington, Peel Counties. One for Durham, Northumberland, Hastings, Victoria, Haliburton, Peterboro, Ontario Counties. Splendid proposition for real live man. Applicant must have good grocery connection. Reply with full information to Box No. 472, Canadian Grocer.

British Importers and Brokers

Want to talk to Canadian Manufacturers and exporters of Foodstuffs and other products with a view to big business on C. I. F. terms.

Member of the firm will be here in January, February, and will be glad to have communications and appointments.

Replies—"British Sales"

Care of **Gordon & Gotch, Ltd.**
136 Bay St., Toronto



**High in Quality
Low in Price**

Premiums for the Trade Marks

Canadian Selling Representatives:
Eastern Canada: Wm. H. Dunn, Ltd., Montreal
Ontario: Dunn-Hortop, Ltd., Toronto
Man., Sask., Alta.: Watson & Truesdale, Winnipeg

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

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

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

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

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

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

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

Mrs. Particular says—

“I like **NO-VARY** Quality Groceries. They are always so good”



This uniform goodness of No - V a r y Quality Groceries is a mighty fine asset for the dealer stocking them.



Repeat sales are the rule where No-Vary Products are concerned. And when you consider that there is a comfortable margin of profit on every sale and a satisfied customer as well you will perceive the advantage of always displaying and pushing these easy sellers.

Below we list the name of Wholesale Jobbers in Western Canada who handle No-Vary Always Good Products. Any of them will fill your order promptly. Write the one nearest you to-day.

- Alexander Grocery Co., Ltd. Camrose, Alta.
- Brandon Grocery Co., Ltd. Brandon, Man.
- Camrose Grocery Co., Ltd. Camrose, Alta.
- Medicine Hat Grocery Co., Ltd. Medicine Hat, Alta.
- Moose Grocery Co., Ltd. Moose Jaw, Sask.
- MacLean Grocery Co., Ltd. Regina, Sask.
- Red Deer Grocery Co., Ltd. Red Deer, Alta.
- Swift Current Grocery Co., Ltd. Swift Current, Sask.
- Simington Co., Ltd. Calgary, Alta.
- Weyburn Grocery Co., Ltd. Weyburn, Sask.
- Yorkton Grocery Co. Yorkton, Sask.

No-Vary Products Co., Limited
WINNIPEG, CANADA

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

ORANGES are again **PLENTIFUL**

QUALITY EXCELLENT

Conditions and prices are right for a big Navel Orange Trade. Get in at the start and get your share.

GOLDEN ORANGE BRAND **(Sunkist Navel Oranges)**

come from the BEST Orange-growing districts in California, warranted same high quality from top to bottom of every box. They are exceptionally fine flavor and color; trade-winners, the kind your customers buy and use and buy more.

We have arranged for regular shipments of GOLDEN ORANGE BRAND Sunkist Navels, and will be able to fill your orders promptly. We control this Brand from Ontario.

Let us have your orders for anything in fruit. Same will have our best attention.

**The Firm for
Service**

Hugh Walker & Son
Guelph, Ontario

**The House of
Quality**

Established 1861

License No. 3-090, 3-204

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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

"Always On The Job"

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

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

STORAGE

DISTRIBUTING

FORWARDING

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED

Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

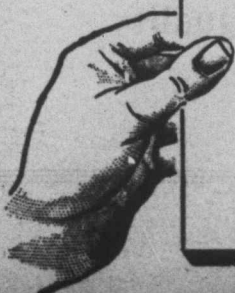
Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers Agents

149 Notre Dame Ave., E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

PUGSLEY, DINGMAN CO., LIMITED
JOHN TAYLOR & CO., LIMITED
ETC., ETC., ETC.

We represent some of the best manufacturers,
of whom the above are examples. We will give
your line the same attention.

F. D. COCKBURN CO.
WINNIPEG

**Wholesale Grocery Brokers,
Commission Merchants**

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.

Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

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

A. M. Maclure & Co.
MALTESE CROSS BUILDING
WINNIPEG

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

C. H. GRANT CO.

*Wholesale Commission Brokers and
Manufacturers' Agents*

1206 McArthur Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

Winnipeg Warehousing Co.
Winnipeg

**Prompt and Efficient
SERVICE**

Ship your consignments in our care.
We have adequate trade facilities to
handle any amount of business
promptly. Goods distributed in Win-
nipeg or re-shipped to points west.

**WAREHOUSING
DISTRIBUTING
STORAGE**

WATSON & TRUESDALE

Wholesale Grocery Brokers and Manufacturers' Agents

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

156 LOMBARD STREET - - WINNIPEG, MANITOBA

**Trackage
Storage
Distri-
bution**

Donald H. Bain Co.

Wholesale Grocery Commission Agents

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

**An energetic, result-getting organization—with satisfied clients to
prove it.**

Are all at your disposal if WE represent you.

**Every branch a business in itself, directed by capable, experienced
managers.**

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY Limited

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialists
12 Front Street East - Toronto

W. F. ELLIOT

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

W. G. A. LAMBE & CO. TORONTO

Established 1885
SUGARS FRUITS

W. G. PATRICK & CO. Limited

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

H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

- (payable in advance)
- 2c per word, first insertion.
- 1c per word, subsequent insertions.
- 5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

- In Selling a Business?
- In Buying a Business?
- In Engaging a Clerk?
- In Securing a Position?
- In Securing a Partner?
- In Disposing of Second-hand Fixtures?

Then you should use.
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer
143-153 University Ave., Toronto

FISH

Pickled Lake Superior Herring, in kegs, half-kegs and pails. Trout and whitefish in kegs.

Frozen Georgian Bay Trout and Lake Superior Herring.

We still have a few hundred barrels of Georgian Bay Apples in stock.

We Invite Correspondence

LEMON BROS.
OWEN SOUND, ONT.

Dairy Butter Wraps

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

ALWAYS IN STOCK

Special Printed Wraps to Order.

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

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

"Golden Nut" PEANUT BUTTER
J. JONES, WINNIPEG

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QUEBEC

**ROSE & LAFLAMME
LIMITED**
*Commission Merchants
Grocers' Specialties*
MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

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

JOHN E TURTON
Wholesale Grocery Broker
BOARD OF TRADE BUILDING
MONTREAL

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

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

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

MARITIME PROVINCES

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

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

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

Mention This Paper When Writing Advertisers.

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

Man Left You, Did He ?

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

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

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

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

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA


Squirrel Brand PEANUT BUTTER

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

W. L. MACDONALD & CO.
Manufacturers' Agents
and Importers
736 Rogers Bldg. VANCOUVER, B.C.

The Robert Gillespie Co.
Importers and Exporters
323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.


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



ALBATROSS BRAND

CLAYOQUOT SOUND CANNING CO. LTD.
SOLE AGENTS
VICTORIA, B.C.

FRESH
BRITISH COLUMBIA



PILCHARD

Your Customers Will Like

ALBATROSS BRAND

PILCHARD

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

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

DISCLOSURE: WHEN REQUIRED, HOT PLACE THE CAN BEFORE BEING OPENED INTO BOILING WATER FOR TEN MINUTES.

Watson's KIPPERED HERRING

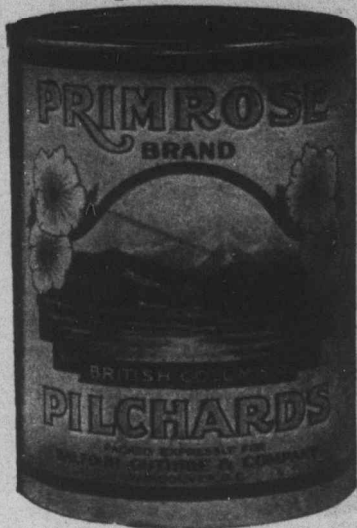
Smoked: Kippers, Bloaters, Boneless Herring, Herring Chicks. Pickled: Scotch-cured Herring (barrels and half-barrels and pails); Frozen Herring, Fish Paste in glass jars.

Need Any Oriental Products?

We are importers and can quote you to advantage. Interested in the Japanese Markets? We can place your product there successfully.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

**“PRIMROSE”
PILCHARDS**



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

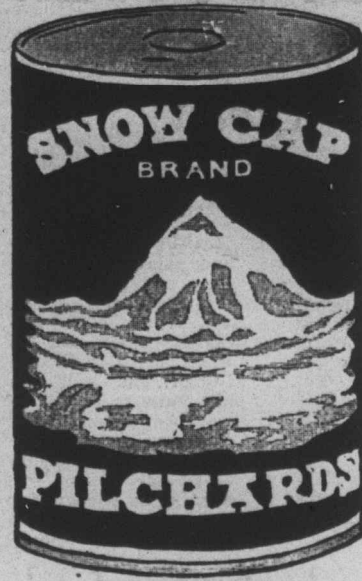
*Rich in flavor and high
in food value*

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

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

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

**Salmon
Commandeered**



**SNOW CAP
BRAND
PILCHARDS**

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

For Salads and
Sandwiches

*They are More
of a Dainty
Than Tuna
Fish*

**“Snow
Cap”**

is Hand Packed
by

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

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



She'll come again for “Wedding Breakfast” Coffee

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Hamilton

Canada

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JANUARY 10, 1919

No. 2

Cereal Market in Strong Condition

Existing Conditions Prevent the Possibilities of Declines in Wheat Before Next Midsummer, and Corn and Oats Will be Influenced Indirectly by This Condition
—Greater Demand For Oats Expected, With Increased Prices

IN spite of some temporary weaknesses in a few cereal products, there is no question of doubt that conditions warrant a very strong feeling in these commodities and that the demand will be entirely capable of caring for the supplies offered. With this fact assured, there should be no difference of opinion as to the conditions that are likely to obtain in this branch of the trade for some time to come. Moreover, it is an ever increasing demand, and this element of increase will in all probability be a very large factor in stabilizing price conditions. This feeling of stability of present conditions is evidenced in the statements of many representatives of large milling interests.

A Broadened Demand for Oat Products

George A. Macdonald, of the Quaker Oats Co., Peterborough, states:

"The signing of the armistice assured an enormously increased call for food products from Canada.

Canada, as the granary of the British Empire, has an assured outlet for its food products.

Cereal products on account of their comparative cheapness, will, in our opinion, be in very large demand. The consumption of cereal products has broadened during the war period; their merit, learned as a matter of necessity, has won a host of new consumers who will continue to use cereals as a part of their daily diet.

We, therefore, look forward with every confidence to an increasing business in the ensuing year."

D. A. Campbell, of The Campbell Flour Mills Co., Ltd., Toronto, foresees no change in wheat or cereal prices till the set price of wheat lapses. "So far as the prices on wheat products are concerned," he states, "there will remain with us at least until August 31st, 1919, the stabilization values, as a direct result of an Order-in-Council passed by the Dominion Government, guaranteeing the price of wheat until this date."

Based on a comparison of values for feeding purposes and given a fixed price for wheat, the prices of oats, corn, barley, buckwheat and rye will also remain

more or less steady until August 31st, 1919. The trade need have no fear, therefore, of an upheaval in prices of flour or feed for the first eight months of 1919, at least.

No Need for Artificial Price Maintenance in Canada

Furthermore, the price of wheat is guaranteed in the United States not only for the crop season of 1918, but for the crop season of 1919, and the guarantee expires on June 30th, 1920. In England also, the price of wheat was guaranteed originally for a five year period and this period will not expire until 1920. The Canadian Government will, no doubt, be confronted with demands from the farmers of Canada, that the price of wheat be guaranteed for the 1919 crop, and on the other hand there will be the cry of the consumer, who has patiently paid his way through a period of extremely high prices during the last four or five years, and should under ordinary circumstances be entitled to a reaction from the excessive, now that the war has come to an end.

Setting the price of wheat means fixing the price of flour, fixing the price of feeds, fixing the price of beef and bacon, of poultry and eggs, butter and cheese, because the values of coarse grains go hand in hand with the values of wheat. A bushel of corn is worth \$1.50 if a bushel of wheat is worth \$2.25, and a ton of bran is surely worth \$35 if a ton of barley is worth \$60, so that if the cost of living is going to come down and if the poor, old, long-suffering consumer is going to get any consideration for his rights, the first step to be taken will be to let the price of wheat go whither it listeth after the 31st of August, 1919.

Oat Products Will Remain Fairly Stationary

G. S. Doddington, of The Western Can-

ada Flour Mills Co., Toronto, writes as follows of cereal conditions:

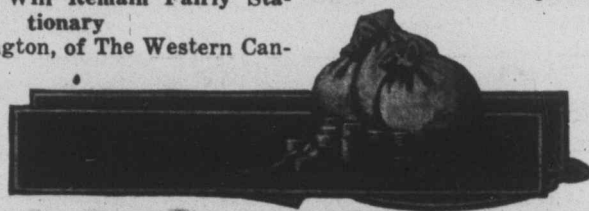
"In our opinion there should be enough flour to supply the requirements of Canada until the new crop is available. Judging, however, from the rate wheat is leaving the country, we do not look for any surplus to be left over. As the price for the 1918 wheat crop was set by the Government to apply until the new crop is available, there is no likelihood of any great change in prices. Any change which might possibly be made would be attributable to an increase or decrease in the cost of packages or a reduction in freight rates, which is not likely to occur.

"As far as Rolled Oats are concerned, prices will undoubtedly remain fairly stationary, due to the fact that milling oats are at a premium in Western Canada, and the Government is buying practically all available supplies. This condition of affairs will keep the prices at a high level, and the Ontario market will be largely influenced by Western conditions.

C. Ritz, manager of the Eastern Canada Division of Robin Hood Mills, reviewing the outlook for rolled oats and oat products, stated: "If it turns cold after the first of January, oats will very probably be high."

In substantiation of his view, Mr. Ritz pointed out that buyers had been withholding from the market and that if the fine weather came to an abrupt ending this would force the price of oats up. The fine weather all over Canada had served to release a great quantity of feed, for with no snow on the ground to speak of, cattle had been left out on the range. This would be probably ended very shortly.

"Ordinarily," Mr. Ritz pointed out, "feed, seed and exports control the oat



situation pretty well. Sometimes the Government requires that no oats be shipped out of the country until after March and this is done, of course, to ensure a supply of seed for the farmers.

Advances May Come in Oat Products

As to the future of prices on rolled oats and oatmeals, Mr. Ritz is of the opinion that they will rule firm and that advances may be made. Owing to a great many new and unexpected factors this year, it was pretty hard to define the future at any distance. But it seemed quite certain that there should be a great deal of export business before long. In addition to this, there had been a period of careful and light buying, and in response to a larger movement in this market after the holidays, prices would very likely strengthen. Western production had been light, and while that of the Eastern part of Canada had been good, this would not be a large factor, owing to the more limited acreage. Available supplies were not likely to go begging for a market, even allowing for the fact that better transport facilities would carry Australian grain to Europe.

J. E. LeBer, representing one of the largest operators in Chicago, at Montreal, is of the opinion that corn prices will rule steady and perhaps high. Mr. LeBer pointed out to CANADIAN GROCER, that up to the present time, marketing conditions had been a very big factor in the matter of ruling prices. Spot prices had been high, while futures had been more favorable. This came from the fact that farmers had been unable to get to the market with their wagons, and supplies had been short. With better marketing conditions later, prices might be somewhat lower, and with this, there was a strong probability, that corn futures might show a decline.

The unfavorable weather had also served to retard husking operations and much wet had been encountered in the Western States where corn was so largely produced.

Asked as to the prospects for the early part of 1919, on corn, Mr. LeBer stated that he expected a firm market and that prices would likely hold well. This would be the more likely, because of the fact that the 1918 yield of corn was much less than in the previous year. He stated that some 400,000,000 bushels less were produced. This would indicate that supplies were little, if any, greater than domestic requirements demanded. And this was borne out in estimates from various authorities.

Further, Mr. LeBer stated that no declines in corn could be looked for until deliveries exceeded the present records of 500 to 700 cars a day. Lower prices on corn could hardly be expected.

Recent Oat Declines Only Temporary

The declines that have been made of late in oat prices have been rather unexpected, in the opinion of Bruneau, Currie & Co., flour and feed dealers, Montreal. Manitoba oats have been shipped west to Saskatoon, Alberta, and B.C., and this is somewhat unusual.

Ontario had a good crop and still there was not a great surplus of milling oats in the country. Lack of business had probably been as responsible as any one factor for the weakness of undertone, but of course the United States prices had been somewhat less than those obtaining here.

One reason for weakness was assigned to the scarcity of shipping to conduct foodstuffs abroad. There was an export demand and this would likely continue, Mr. McDonald, the manager, informed CANADIAN GROCER. It was one of the big contributing factors in

the States resulting in an easing of prices for this grain. Just at present it appears that oats may decline further. On the other hand, it is very reasonable to assume that there will be more shipping soon and that greater exports, coupled with larger home consumption, will serve to place the oat market, and perhaps that for corn, on a steadier and more stable basis.

Mr. McDonald is of the opinion that much depends upon transportation, for the Argentine had a lot of corn and prices there were lower, even allowing for freight.

Cereal Trade Out of Touch With Conditions

Australian Wheat Too Far Away to Be a Large Factor—North America Must Meet the Demand

PEACE has its problems, no less for the cereal trade than any other trade. The return to pre-war conditions will be slow. Some of the customs which prevailed before 1914 will never be permitted to prevail again." So writes R. K. MacIntosh, of the Battle Creek Toasted Corn Flakes Co., of London, Ont.

The cereal trade in general, he continues, is far out of touch with the world's food situation. This is shown by the rash statements made as to the probable cause of prices. If you will remember it was the same when war was declared. Some then looked at the price rather than the situation, and became bearish on wheat while it advanced over \$1.50 per bushel. It is practically the same thing now. They look at the price of corn rather than at the demand. The size of the corn crop is known. The United States Government final returns made it 2,582,000,000 bushels against the revised estimate of 3,065,000,000 bushels last year. This with November 1st carrying over 118,000,000 bushels makes a total supply of 2,700,000,000 bushels against 3,100,000,000 bushels by the same method last year.

Demand for Corn Exceeds Supply

Average farm consumption requirements of the country are around 2,500,000,000 bushels, but this is based to a great extent on the size of the crop. In 1913 the consumption was over 2,800,000,000 bushels and the same was witnessed last year.

There is every evidence to show that the United States Food Administration will use all its powers to put through its export programme. Unless signs fail it may be exceeded.

The cry of empty stomachs cannot be filled with wheat from Australia that cannot reach Europe for months. It is time to stop trying to disguise the seriousness of the situation.

Either Europe secures supplies of grain and meats from North America or it will go without.

The pittances that will reach there from the Southern Hemisphere, outside of beef from Argentina, will have nothing

to do with the present crop of America.

Must Think of the Present

The 1919 crop is still six months off and much can happen before that time. Think of the present. Thomson of Canada and Hoover of the United States and all the food administration officials are doing so, and they seem to be using an awful lot of common sense in some of their methods of handling a most trying situation.

I hope that some of the dealers, as well as consumers, will commence to see the light before long and stop looking for the bottom to fall out of the market. They will probably continue to look for some long lean months for a break in prices that may never come on the present crop. This applies to all grain. Twenty cents per bushel off the price of corn would mean nothing.

The dollar has lost part of its purchasing power as far as Europe is concerned. In no way can it secure as much food as it wants. The exports will be so regulated that each country will get just as much as it absolutely needs and not a pound more.

Six Weeks to Put Australian Wheat on Market

There has been considerable loose talk of late regarding the prospects of Europe being flooded with the cheap Australian wheat crop, but it takes an ocean steamer three months or more to get there and back, so that even though a fleet were started now it would be April before it could return. The Argentine voyage is shorter, but at that it will take considerable time. The bulk of the ocean steamers are at present in the North Atlantic ocean engaged in war work and taking troops to Canada, and before they could go on grain from the southern hemisphere they must make a long voyage. It is doubtful if sufficient vessels, even including the German fleet released by the armistice, can be detached right away to load over 20,000,000 bushels of wheat in the south that is not sure of arriving in Europe before May or June next. This amount at the pre-

sent time would be only a drop in the bucket.

Under normal conditions it was not unusual for North America to put afloat nearly this quantity in a single week and we used to get the reports of 100,000,000 bushels or more afloat for Europe from various countries. North

America, after all is said and done, has the cheapest wheat.

So, Mr. Dealer, don't wait; keep your business going, don't be afraid of cereal prices, because as it looks now we cannot expect lower prices than we have until another crop at least is assured.

Prunes to Come; Fair Allotment

Embargo on Export From United States to Canada Finally Removed—Range of Sizes Includes Some of "Forbidden" Fruit—Percentage Released Very Fair

WORD has reached the trade that the embargo prevailing in the United States against the export of prunes to Canada has been lifted, effective January 4. This will be welcome news and advices reaching some brokers indicate that the supplies to come represent a far better assortment as to sizes than any hope had been held out for.

From figures at hand some California packers expect to ship a total representing a little better than 50 per cent. delivery. An average delivery of around 70 per cent. seems to be the outlook for Oregon prunes. On this basis then the trade, while not securing all they could handle, will receive a very generous allotment. Indications are that the Government has determined very largely their requirements and are willing to release surplus quantities. It is not likely all packers will be making the same ratio of delivery as the Government took where and what it willed, but the following figures will be interesting as showing the range of sizes and deliveries from one packer's supplies. It might be mentioned that orders for California prunes originally called for the following sizes: 30-40s, 40-50s, 80-90s, 90-100s.

The basis of delivery will be as follows:

75%—20-30s
60%—30-40s
60% in weight of 40-50s to 80-90s

Made up as follows:—

5%—40-50s
12%—50-60s
51%—60-70s
32%—80-90s

It will be noted here there are no 70-80s mentioned.

50%—90-100s.

It might be well to work out an example to explain the situation in 40-50s to 80-90s where deliveries will run 60 per cent. in weight. Let one assume that the original order called for 500 boxes 40-50s and 500 boxes 80-90s, the only sizes which could be booked. The delivery will be 60 per cent. in weight or 600 boxes out of the 1000 ordered. This will work out as regards sizes on the following basis, the delivery being 600 boxes:

5%—40-50s .. 30 boxes
12%—50-60s .. 72 boxes

51%—60-70s .. 306 boxes
32%—80-90s .. 192 boxes

Total delivery 600 boxes

With Oregon prunes, original orders could be placed for sizes 30-40s, 40-50s and 90-100s. Advices received indicate that deliveries from some packers will be as follows:

75% in weight 30-40s made up as follows:

32%—30-40s
43%—60-70s
18%—70-80s
3%—80-90s
4%—90-100s

and 70%—40-50s.

From the foregoing it will be seen that the trade will be supplied with a very good range of sizes and fairly good quantities, which will be very welcome news to all the factors concerned.

Frost Damage to California Oranges Serious

Heavy Frosts Early in January Caused Damage Estimated at From 10 to 25 Per Cent.—Picking Being Discontinued For 10 Days to Permit Damage to Show Itself

SEVERE frosts commencing December 29 and reaching their greatest intensity on January 1 and 2 have caused what seems likely to be a very considerable damage to the orange and lemon districts of Southern California.

Just what the extent of the damage may be it is difficult to estimate, but it is generally conceded that the damage extends over the whole southern area, that was just attaining maturity. Early estimates place the damage at anywhere from 15 to 25 per cent., with hardly any districts escaping scot free.

It will be some days before the full extent of the damage is known, though the probabilities are that it will not exceed the 25 per cent. estimate. In the meanwhile Riverside Country and San Bernardino have discontinued picking for ten days, and other sections, it is expected, will follow their example. It is only by such action that it is possible to prevent frosted fruit getting on the market. By leaving the fruit on the trees for ten days or longer, the frozen fruit will dry out and can be sorted out by water separators. In this way it is

T. EATON CO. MAKE UNIQUE CHANGE

Golden Jubilee of T. Eaton Company Signalized by Changes Making Conditions Easier for Employees

On the eve of its Golden Jubilee Sir John Eaton, president of the T. Eaton Company, made the announcement of some striking changes in the hours of business for the store. According to this announcement the store will close on Saturday afternoon the year round, and during July and August the store will be closed from Friday night to Monday morning.

In giving notice of this change Sir John Eaton spoke of the change as one that had been in the mind of his father, the founder of the company. He foresaw the possibility of such a radical change while others would have seen in such a movement a case of business suicide.

The change inaugurated by the T. Eaton Company is another move in the direction of better conditions for the store clerk. Only a few years ago it was thought essential to keep the store open every evening, and even now there are merchants who think that to sacrifice the Saturday business would be the ruin of their business. The T. Eaton Company, however, have evidently considered the matter and do not believe that the change will result unfavorably to them. They are merely leading in the way that in all probability other merchants will be following before long. It is a forward movement and one for which the T. Eaton Company is deserving of the highest credit.

hoped to obviate the danger of having supplies of frozen fruit on the market to the detriment of the reputation of the California orange and lemon.

The northern navel crop had just been wound up, and the southern navels had begun to come on the market in some quantities when the frost occurred. It is a serious factor in that the crop of oranges is already a short one, though the southern crop showed some improvement over the northern. As a result of this frost, the decline in prices which was generally expected might result from the improved output, is now hardly to be expected. Indeed, there is little doubt that the conditions will induce a higher price movement, that may be expected immediately at a discount on the probable later scarcity.

The shortage is not likely to be felt for a period of about two weeks, as stocks to meet the requirements of that period are already packed and rolling. After that, however, unless the damage is found to be very considerably over-estimated, there will be a very marked falling off in shipments.

The Law of Partnerships

A Discussion of the Responsibilities of Such Relationships—The Liability of Partners, All Are Agents of the Firm, and Their Acts Are Binding Unless it is Otherwise Provided—The Dissolution of Partnerships

FOLLOWING enquiry has come to CANADIAN GROCER from a Quebec reader:

"As I will be in partnership with my brother soon, anything you can publish regarding the duties and liabilities of a partnership arrangement will be read with much interest."

Retailers from the Atlantic to the Pacific are all interested in the subject of partnership. Probably 50 per cent. of the retail business in Canada is carried on by partners in business, while perhaps only an insignificant percentage of the remainder have not at one time or another during their business career considered the possibility of entering into such a relationship. Some of the most successful businesses to-day have resulted from connections entered into in years gone by, when such business arrangements in most cases depended mostly on the ability of the partners to get along with each other. But to-day the modern merchant weighs carefully the probable consequence of a disastrous partnership, and he will not enter into such an arrangement unless he has some definite information as to how he can get out of it, or what his liability and responsibility will be in case the business is defrauded by his partner or ends in failure.

The Need for Understanding on This Point

The enterprising merchant of to-day is face to face with the help problem, and in order to hold his clerk has held out the promise of a partnership, and he too is considering just how far he is making himself liable when he takes his clerk in as a partner, and whether there is any way in which he can limit his liability, or change the arrangement if it is found to be unsatisfactory. On the other hand the clerk of to-day, steady and industrious, taking a real interest in the business, boosting sales and learning store management, is looking to his future and turning over in his mind the prospect of a future partnership with the proprietor, or perhaps picturing a snug little business of his own. And so the retailers, and the retailers' clerks across the Dominion of Canada, who have thought about partnership, have also considered how the law operates in these matters, for all partnerships are governed by law.

It is the purpose of this article to outline a few fundamental principles of partnership which will give the reader an idea of the important factors in forming such a relationship, and the liabilities that are thereby entailed.

What Partners are Liable

A partnership may consist of one or more persons who shall be called general partners, and of one or more persons who contribute in actual cash payment

a specific sum as capital to the common stock, and who are called special partners. General partners are jointly and severally liable for the debts of the partnership, but special partners are not liable for the debts beyond the amount contributed by them to the capital. The special partners cannot bind the partnership, only the general partners can do this.

The Procedure in Framing a Partnership

When a partnership is entered into, a certificate must be drawn up by the person entering into the partnership before a Notary Public and filed in the office of the judicial district in which the principal business of the partnership is situated. This certificate must contain:

1. The name under which the partnership business is to be carried on.
2. The general nature of the business intended to be carried on.
3. The names of all the general and special partners, distinguishing which are general and which are special, and their usual place of residence.
4. The amount of capital which each special partner has contributed.
5. The time when the partnership is to commence and the time when it is to terminate.
6. The principal place of business of the partnership.

The partnership cannot be dissolved before the date specified in the certificate unless a notice of dissolution is filed in the office where the original certificate was filed and notice of same published once a week in the local newspaper and the Provincial Gazette. So much for procedure.

Every Partner an Agent of the Firm

Every partner is an agent of the firm and his other partners for the purpose of the business of the partnership; and the act of every partner in carrying on the usual business of the firm of which he is a member binds the firm and his partners; unless the partner so acting has in fact no authority to act for the firm in a particular matter, and the persons with whom he is dealing either know that he has no authority or do not know or believe him to be a partner. A person who is admitted as a partner into an existing firm does not necessarily become liable to the creditors of the firm for anything done before he became a partner. A partner who retires from a firm may be discharged from any existing liabilities by an agreement to that effect made between himself and the members of the newly constituted firm and the creditors.

The Dissolution of Partnerships

Subject to any special arrangement made between the partners a partnership is dissolved:

1. If entered into for a fixed term, then by the expiration of that term.
2. If entered into for a single transaction, then on the termination of the undertaking.
3. If entered into for an indefinite time, then by any partner giving notice to the other partner.
4. By the death of a partner.

When the partnership is dissolved each partner becomes the owner of an indefinite share of the property of the partnership (that is where there is no special agreement) and this co-ownership only ends with the final liquidation of the affairs of the partnership.

Partnership Has First Claim on Moneys

Where partnership money is paid through a person who is a creditor both of the firm and of one of the partners individually, the money must be first applied to the liquidation of the indebtedness of the partnership. Where goods are purchased by a partnership and a part of the goods returned, then the returned goods must be credited to the partnership. The assets of the partnership are the common property of the partners, and one partner cannot legally sell a share of the total business without the consent of his co-partners and without an accounting to the firm.

If it is the intention that a surviving partner should have a right to take over the interest of a deceased partner, and this clearly appears from the terms of the partnership agreement though it is not formerly expressed, then this right exists.

In a recent case the partnership article provided that at the end of each partnership year an account should be taken of the stock, liabilities, and assets of the business, and a balance struck for that year; that in case one partner died the co-partners should continue to the end of the current financial year, or at the option of the surviving partners for not more than twelve months from such death; that for twelve months from the death of his partner a survivor should not be required to pay over any part of the former's capital in the business; and that any dispute between the survivor and the representative of the deceased as to the amount of debits against, or credits to either in the balance sheet or the valuation of the assets should be referred to arbitration. The court held, however, that the value of the interests of the deceased partner was not determined by the account taken and balance sheets struck at the end of the financial year following his death, but that the assets should be valued in the ordinary way, and that goodwill was to be included in the assets though it has never appeared in the annual balance sheet since the co-partnership began.

Prohibition Will Boost Tea Sales

Introduction of Dry Regulation in Canada Will Stimulate Tea Drinking—Every Grocer Should Know Tea Values So That He May Increase His Sales—Per Capita Tea Consumption Is Increasing—Even at Present Prices Tea Economical

THAT Canada will have a larger tea business through the operation of the prohibition laws from coast to coast is the opinion of Mr. Shaw T. Nishimura, of New York. Mr. Nishimura resides in New York part of the time and travels very extensively between Japan and America, having made upwards of thirty trips. He has become an authority on teas through his long connection with the tea trade, and is at present a director of the Meiji Trading Co., Ltd., Japan tea exporters, which firm is also extending its operations to trade in Javas, Ceylons and Indias. While in Montreal a few days ago, Mr. Nishimura expressed his views to CANADIAN GROCER and made a number of interesting comments on the situation from the standpoint, not only of the exporter and wholesaler, but also from that of the interest which might be increased by the grocer in his tea department.

Why Sales Will Increase

Mr. Nishimura pointed out that history revealed the fact that when liquor consumption was curtailed the use of tea increased. This would, in his opinion, be the experience in Canada. More tea was being consumed even now, records indicated, and while there had been a falling off in the use of some grades of tea in the past this was due to the competition from other markets.

Tea, even at its present price, was a very economical drink, stated Mr. Nishimura. Providing that the tea maker knows how to use tea, it may be successfully infused twice or even three successive times with the same leaves. This makes it a very desirable and an economical beverage for all. It was unlikely that present prices would militate against a continued use of tea on a large scale. It is very likely to increase materially as time passes, whether or not the present impositions of war taxes and duty continue or not.

Prices To Be High

While the future of tea is undefined and most of necessity continue so for some time, there are factors which must be taken into consideration and which indicate a continuance of high rates for tea. For instance, as far as Japan black tea is concerned, the cost of producing this is greater than that required to produce black tea in countries where natural means are used for treating the tea. Japans are produced through the use of charcoal, that is the blacks, and this means a higher cost basis. Experiments are now being conducted, however, which may eventually result in a reduction of this outlay for material and extra labor. Japans are in favor with

a large number of people and have sold increasingly well.

Notwithstanding the fact that freight rates will perhaps come down, it is evident that this will not be attained for some time. Mr. Nishimura pointed out that great quantities of freight were piled in warehouses and on piers awaiting shipment to distant points. As yet there has been no increase of shipping commensurate with the requirements, and high rates as a consequence still prevail. So long as these remain high tea prices cannot decline materially, if at all. For production costs remain high and consumption has increased materially in many parts of the world, in England and Australia, notably. The per capita consumption is already favorable in Canada, but still is increasing.

Grocer Can Be Factor

That the grocer can be a larger factor in the selling of tea in a big way is the opinion of Mr. Nishimura. He believes that many grocers can sell more tea if they inform their patrons as to the grades of tea available. If they will read the special information which is to be had, dealing with this subject, such, for instance, as they may get from their

trade paper, they will better know their goods. To sell a product successfully, Mr. Nishimura believes that the seller must be sold himself, and that he must be familiar with his products.

It might not be amiss to test one's teas, even. This could be done right at the store with very little trouble. A small heater and samples might be maintained such as jobbers and wholesalers have, and Mrs. Jones or Mrs. Brown could be given a cup of tea to try before she placed her order. It would mean some trouble, but the service given would result in much benefit accruing to the store.

Future Outlook Bright

Mr. Nishimura expressed himself as confident of the stability of future conditions. He believes that business men generally are sure that conditions will be sound. Records had been established with many firms during the war period and a great deal of money had been made. The world needed goods for reconstructive purposes and the great waste of war has to be replaced. This will call for large orders being placed everywhere and it will take long to supply this demand.

Fixed Price For Sugar Means High Molasses

Producers Decide to Hold for Present Selling Prices—If These Not Available Will Sell Crop to Sugar Refiners—Will Consumer Pay the High Price?

THERE is no indication at present that the grocer will be able to buy his regular grades of best molasses on any lower price basis than that obtaining for some months past. Prices will probably be no higher, but that they are likely to continue on as high a basis as that obtaining to-day is the confident belief of several large Montreal importers, and in support of this contention it was pointed out that producers were unwilling to offer their crops to the buyer on any lower basis than that which has ruled for several months. They are pretty sure to hold out, for it is further asserted that the basis now for the cane crops of Barbadoes and Cuba is such as to yield the farmer or the grower as good a price if he sells to the sugar refiner as he would obtain through selling his product to the molasses factory.

Puncheons Cost \$10

The old charge for red oak puncheons was about \$4 apiece. This has advanced from time to time until to-day the shipper has to pay \$10 for the same container. Coopers' wages have been

responsible for this in part, and material has become scarcer and, therefore, costs more.

Another big item that has added materially to the cost of molasses is that of largely increased freight. Some have entertained the belief that, with a return of better shipping facilities and more ships, rates would decrease. This would be true were it possible to get the necessary increase of shipping. Great stocks of all kinds, it is pointed out, have accumulated here and there at Atlantic ports for shipment everywhere and as yet the shipping owners are holding out for the inflated rates. Even though several ships have recently come into the carrying trade between Barbadoes and the United States, importers claim that this has not made, and will not make for some time to come, any considerable difference. Changes made during the war have also thrown the burden of insurance risk, etc., more directly upon the importer. He has had to arrange for the assumption of this before his order would be shipped. Today it costs about \$1 per Imperial gal-

ion to lay fancy Barbadoes molasses down in Montreal.

Stocks and Prices

Just what amount of molasses is on hand in Canada at this time it would be difficult to state. One large seller thinks there is enough to last until May.

The high price asked for the fancy grades of best molasses has naturally brought many other syrups of one kind and another on the market.

There is no doubt that there will be plenty of molasses if the consumer is willing to pay the price. If he is not, then the cane will go to the sugar refiner and the sugar stocks will be that much greater as the season advances.

OFFICERS OF TRAVELERS' ASSOCIATION

The following is the result of the election of officers and directors to the Board of Management for 1919 of the Commercial Travellers' Association of Canada:

President, C. J. Tuthill; first vice-president, Walter Moore; second vice-president, I. H. Dodgson; treasurer, E. Fielding.

Hamilton Board: First vice-president, C. C. Svme; second vice-president, Geo. A. Matheson.

NORTH-WEST COMMERCIAL TRAVELERS HAVE RECORD YEAR

The North-West Commercial Travellers' Association held their 36th annual meeting in Winnipeg recently where the following officers were elected for the coming year:

President, O. H. Dineman; secretary, J. C. Cox; treasurer; J. E. Holland; vice-presidents, J. P. Minihnick, J. R. McMullen, F. J. Lumsden, H. M. Creswell.

Provincial Board for British Columbia, 1919: President, J. J. Whalen; vice-president, F. J. Hall; treasurer, E. A. Baker.

ard, C. Longhurst, H. W. Taylor, R. D. Kenny, E. W. Dean, J. L. Loutin.

All the above were elected by acclamation.

Saskatchewan Advisory Board: President, J. J. Gilmore; vice-president, R. W. Burch; treasurer, Norman Musgrave.

Directors: H. P. Rogers, E. N. Cawsey.

10 Cakes Lenox Soap 55c.

With an order for other goods—sugar—amounting to one dollar or more, we will sell 10 cakes Lenox Soap for 55c; N.P. Soap 15c bar, 3 for 50c; Ivory Soap, 3 for 20c; Comfort Soap, 3 for 20c; Sunlight Soap, 3 for 21c; Gold, P. & G. Napha or Felix Napha, 3 for 22c, without the order regular prices will be charged.

SUGAR

If you are wise you will preserve, or jam every bit of fruit you possibly can. You will need it, and need it badly, before another season rolls around.

FRUIT JARS

When you think how much other things have increased in cost, Fruit Jars are still very cheap. But you cannot be sure that they are going to stay at our present prices.

JAMS

Pure Fruit Jams—raspberry and apple, strawberry and apple. Not so rich as the pure strawberry or raspberry, but good, clean, tasty and wholesome.

MARMALADE

The cheapest and the best of good eating—Pure Orange Marmalade, Curbing Brand Marmalade, 4-lb tin and value at 90c, going 75c; Jars 25c and 25c.

PICNIC SHOULDERS

This week we have three hundred of them. They were selected specially, smoked particularly and cured just as we want them. They are extra nice, weigh about 6 lb. each, some a little under, some over, and go while they last at 31c. Ham Bologna, the finest there is, per lb. 13c.

FLOUR

Bread that eats like cake and postrs at crisp, flaky and light as feathers can be made by using any one of the following substitutes with flour: White Corn Flour, 3 1/2 lbs. for 25c; Ground Rice, 2 lbs. for 25c; Victory Flour, 2 lbs. for 25c; Potato Flour, 10c per lb.; Ground Rice, 5c and 10c per lb.; Corn Starch, 12 1/2 lbs. for 25c; Oat Flour, 3 1/2 lbs. for 25c; Ruffled Oats, 3 1/2 lbs. for 25c; Fine Oatmeal, 3 1/2 lbs. for 25c; Corn Meal, 3 1/2 lbs. for 25c.

GREEN PEAS

Dried Green Peas, Marrowfat, big tender fellows, 17c per lb. or 3 lbs. 50c. Split Peas, 10c per lb. Canadian Hand-Picked White Beans, 15c per lb. Imported White Beans, 10c per lb. Lima Beans, 20c per lb. But Barley, special 2 lbs. for 20c. Pearl Barley, 10c; Brooky Ruby Barley, in tin, the finest obtainable and highly commended by nurses and physicians, per tin 25c and 40c.

CATSUPS AND PICKLES

Best Brand Tomato Catsup, regular 12c tin, going for 12c. Sterling Catsup, the real quality catsup, 12c. Heinz Catsup, regular 12c tin, for 12c. Allinson Catsup, large tin 25c. Davies' Home-Made Pickles, 10c tin. Davies' Peerless Pickles, 10c tin. John Bull Mixed Pickles, 10c tin. Crown Brand Mixed Pickles, per tin 25c. Sweet Mixed Pickles, 10c tin.

E. B. Gass, T. Fox, W. C. Bell, W. Claffie, T. D. Ross.

Alberta Advisory Board: President, A. M. Mouat; vice-president, W. A. Logan; treasurer, G. S. Kellaway. Directors, C. G. Davidson, I. D. McFarlane, S. S. Savage, W. B. Pitfield, A. H. Ferguson, J. D. McDonald and O. Davis.

The annual statement for the fiscal year, ending November 30, was presented and showed a very gratifying result on the year's business, there being a substantial increase both in membership and assets of the association.

The mortuary claims were considerably larger than usual, owing to the large number of members who died from the Spanish influenza, the claims amounting to close to \$10,000. The majority of these deaths occurred almost within a period of two weeks, and just before the travelers were called off the road.

The hotel situation was discussed at some length, and the consensus of opinion among the travellers clearly showed that the present condition of hotel accommodation is well nigh unbearable, and that legislation must be enacted by the provincial government at the next meeting of the House to relieve the situation.

TEA IMPORTS GREATLY CURTAILED IN FEW MONTHS

As showing the decrease in tea imports into Canada, it is interesting to note that but seven million pounds have been brought in during the past seven months. This registers a decrease of twenty million pounds over the comparative period of 1917. The figures, in round form, for the last seven months of 1917 were 27,000,000 pounds and those for the same period of 1918 just 7,000,000 pounds.

A feature of considerable importance is that Europe can come to Canada and buy for less money than she can at the producing points—freights, etc., considered. That there will develop a very considerable trade for this source is expected by Montreal tea importers, and prices are expected to advance in the course of the next few months.

CANADA'S ENORMOUS EXPORT OF FOOD PRODUCTS

Nearly a quarter of a million tons of meats, dairy products and eggs have been purchased by the British Ministry of Food in Canada up to the end of 1918. The exact total is 468,150,000 pounds. The provision section purchased directly 153,453 tons, made up of 86,438 tons, bacon and ham, 420 tons lard, 222 tons butter, 1,674 tons milk, 4,533 tons preserved meat, and 60,164 tons frozen meat. In addition to this, the Dairy Produce Commission, on behalf of the British Ministry, purchased 80,622 tons of food, made up of 65,955 tons cheese, 3,988 tons butter, 10,334 tons milk, and 345 tons aggs, a combined total of 234,075 tons.

ROYAL CREAMERY 49c L.B.

Pure Creamery Butter, fresh lumps and cream, in packages, 10c per lb. 49c. Curbing Brand Creamery Butter, the finest and freshest made, in 10c tin, 49c. Curbing Brand, 10c tin, 49c. Curbing Brand, 10c tin, 49c.

RAISINS SPECIAL

Best Golden Raisins, in bulk, 10c per lb. 10c. Curbing Brand Raisins, in bulk, 10c per lb. 10c. Curbing Brand Raisins, in bulk, 10c per lb. 10c.

STARCH SPECIAL

Top Quality Starch, made in Canada, extra fine, in 5 lb. tin, 10c. Curbing Brand Starch, in 5 lb. tin, 10c. Curbing Brand Starch, in 5 lb. tin, 10c.

PEANUT BUTTER SPECIAL

Best Quality Peanut Butter, in 5 lb. tin, 10c. Curbing Brand Peanut Butter, in 5 lb. tin, 10c. Curbing Brand Peanut Butter, in 5 lb. tin, 10c.

GRAPE JUICE SPECIAL

Best Quality Grape Juice, in 5 lb. tin, 10c. Curbing Brand Grape Juice, in 5 lb. tin, 10c. Curbing Brand Grape Juice, in 5 lb. tin, 10c.

CUCUMBERS AND TOMATOES

Home grown cucumbers, in bulk, 10c per lb. 10c. Home grown tomatoes, in bulk, 10c per lb. 10c. Home grown cucumbers, in bulk, 10c per lb. 10c.

CABBAGE 5c PER HEAD

Home grown cabbages, in bulk, 5c per head. Home grown cabbages, in bulk, 5c per head. Home grown cabbages, in bulk, 5c per head.

POTATOES

Home grown potatoes, in bulk, 10c per lb. 10c. Home grown potatoes, in bulk, 10c per lb. 10c. Home grown potatoes, in bulk, 10c per lb. 10c.

CAN GOODS

Home grown goods, in bulk, 10c per lb. 10c. Home grown goods, in bulk, 10c per lb. 10c. Home grown goods, in bulk, 10c per lb. 10c.

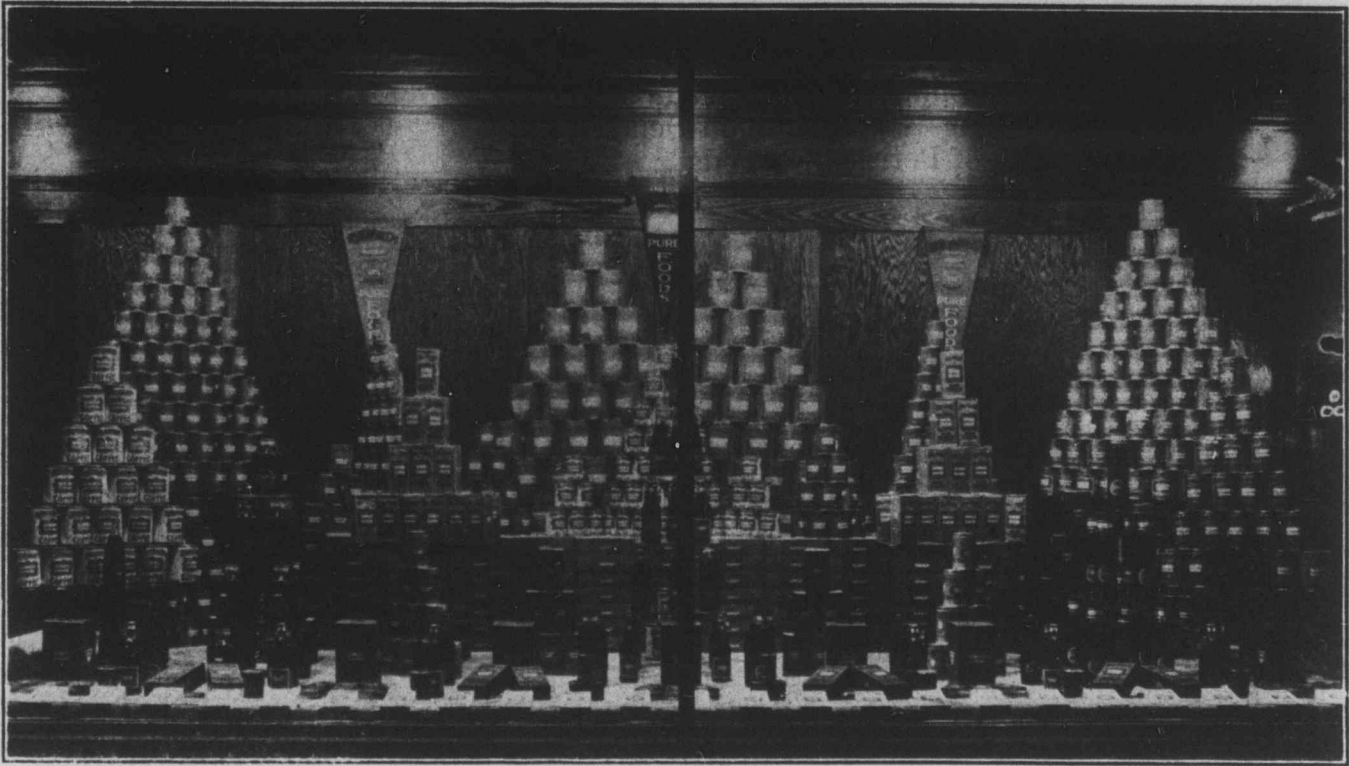
PORK AND BEANS

Home grown pork, in bulk, 10c per lb. 10c. Home grown beans, in bulk, 10c per lb. 10c. Home grown pork, in bulk, 10c per lb. 10c.

Carroll's Twelve Stores

91 JOHN STREET SOUTH. Our Montreal and Ottawa stores. Our Toronto and Hamilton stores. Our Winnipeg and Brandon stores. Our Regina and Saskatoon stores. Our Edmonton and Calgary stores. Our Vancouver and Seattle stores. Our Portland and San Francisco stores. Our Los Angeles and San Diego stores. Our Phoenix and Salt Lake City stores. Our Denver and Chicago stores. Our St. Louis and Kansas City stores. Our Omaha and Lincoln stores. Our Des Moines and Iowa City stores. Our St. Paul and Minneapolis stores. Our Detroit and Cleveland stores. Our Columbus and Cincinnati stores. Our Indianapolis and Louisville stores. Our Memphis and Nashville stores. Our New Orleans and Mobile stores. Our Baltimore and Washington stores. Our Philadelphia and New York stores. Our Boston and Providence stores. Our Hartford and Springfield stores. Our Albany and Syracuse stores. Our Buffalo and Rochester stores. Our Albany and Syracuse stores. Our Buffalo and Rochester stores. Our Albany and Syracuse stores. Our Buffalo and Rochester stores.

The accompanying cut is a reduced copy of one of the advertisements of the Carroll stores, Hamilton. It is suggested as an example of how the merchant can make his advertising effective. It tells, as the advertisements of the departmental store tell, just what the customer would want to know about the goods. That is the highest kind of advertising, to create need in the reader's mind, to meet an objection before it is raised, and to always and all the time lay the stress on selling the goods.



An effective type of window display for use at the present season

MATTHEWS - BLACKWELL, LTD., HOLD SALESMEN'S CONVEN- TION

The annual salesmen's convention of Matthews-Blackwell, Ltd., was held in Toronto, on Monday and Tuesday, December 30th and 31st, in the Board Room of the company. On Monday evening a banquet, attended by sixty men, including travellers, district plant managers and outside representatives from all over Canada, was given at the King Edward Hotel.

Addresses were delivered by various officers of the company, including an address on "Salesmanship" by S. S. Blackwell, vice-president. Albert Matthews addressed the men on "Advertising," pointing out the manner in which advertising was being linked up with the sales plans. The work of the travellers, he explained, was being aided by trade paper publicity, and the dealer, in turn, was being helped, and his sales stimulated and increased by the extensive and widespread advertising in newspapers and magazines. His address was instructive, inspirational and optimistic, impressing very forcibly on the salesmen the fact that the company was co-operating and backing them up in every possible way.

Mr. Phelps gave an enlightening address on the subject of "Beef," using various cuts of the meat to demonstrate his points.

"Short Term Credits" was the subject of Mr. Park's talk.

Mr. Law spoke on "The Value of the Trademark," setting out the importance of familiarizing the public with products of quality by means of the trademark. When a trademark has been established in the minds of the public and backed

by goods of irreproachable worth, they become inseparable—this being proven by the fact that when people see the "Rose" trademark they immediately connect it with the best in ham and bacon.

A general sales talk was delivered by Mr. McLean, sales manager.

Matthews-Blackwell, Ltd., have been established since 1852, and their growth and progress is exemplified in the fact that their branch houses stretch from Winnipeg to Halifax inclusive, and taking in Fort William, Sudbury, and Sydney, C.B. The Halifax branch is now in course of erection. Plants are located at Toronto, Montreal, Hull, Peterboro', and Brantford.

Matthews-Blackwell products, including eggs, butter, Rose Brand ham, bacon, lard, and sausages, and the famous Snowflake Brand shortening are being nationally advertised in the daily newspapers and magazines.

The convention proved a remarkable success, and sent the salesmen out with renewed energy and optimism, resolved to make 1919 the biggest year in the history of the company.

W. H. MALKIN CO., VANCOUVER, HOLD ANNUAL BANQUET

The selling force of the W. H. Malkin Company to the number of forty-two met at the Hotel Vancouver recently on the occasional of the annual banquet. During the dinner Frank McIntyre, who has been with the firm for twenty-one years, was made the recipient of a handsome travelling case on the eve of his departure for the South, where he will spend a year in search of better health.

Walter McNaught, in a neat speech, made the presentation which was suitably acknowledged by Mr. McIntyre.

W. H. Malkin, who acted as toastmaster, in the course of his remarks, urged the salesmen to be straight and upright in all their dealings as they wielded a tremendous influence in the communities in which they worked. J. P. D. Malkin, the manager, referred to the importance of the wholesale grocery in the community. It was, he said, the important factor in keeping down living costs. He explained this by saying that the wholesaler acted as a distributor for the manufacturer, who was thus enabled to market his products at a minimum of expense, which worked out ultimately to the benefit of the consumer.

Secretary J. F. Malkin spoke on the value of co-operation and the necessity for each department to work in harmony with the others. H. W. Taylor, the sales manager, gave a selling talk, stating that the motto for the year would be "more pep." There would be more competition this year than ever before. Twelve members of the staff would be returning soon from overseas and would be added to the selling force. This would have the effect of stimulating the older men to greater efforts. Other houses, he said, would doubtless be under similar conditions. In a short earnest address W. W. Boulton proposed the toast to "Our Soldier Boys," which was responded to by Lieut. Walter Fail, a member of the 16th Canadian Scottish, who went overseas with the battalion in 1914 as a private.

Following the banquet that was held in the afternoon the staff gathered at the Arena rink and spent the remainder of the afternoon in skating and games.

Providing Against Detention and Waste

Produce and Vegetable Committee of Canada Food Board Active in Preventing Waste Through Delayed Handling of Perishable Foods

By Canadian Grocers' Representative at Ottawa

THE work of the Fruit and Vegetable Committee of the Canada Food Board has been interesting and useful to the trade. With its formation the whole question of "spread" was considered. The committee summoned representatives of the wholesale and retail trade to Ottawa, questioned them as to profits, cost of operation, etc., in order to find out what the spread was in this business. The result of the conference was that the committee of the board decided that it was not necessary to fix the spread. Considering the losses on such perishable commodities as fruit and vegetables, the profits were not considered excessive.

They required each dealer, however, to give the board a semi-weekly statement of the quantity and price of apples and potatoes sold. This was done to ascertain if hoarding were being practised. At the end of the 1917 marketing of those commodities they were satisfied that there was no attempt at hoarding or profiteering.

No Combination Shown

Complaints had been made that there was combination among the fruit houses in the West to keep up prices. This suspicion was no doubt largely due to the fact that one concern apparently had control of the trade there. The matter was investigated, but no trace of this was found. The independent growers in the Okanagan Valley, having their own selling agents, provided healthful competition.

There were two orders passed to assist the work of this committee which, while they incidentally aroused some opposition, were, the Board maintains, of the greatest usefulness in handling the food supply. They were: (1) the Detention of Cars order; (2) the Waste order.

The first provided that all agents of carrying companies must notify the Board when any car was held longer than four days; the second gave the Board power to take action to prevent waste, even to the extent of seizing and selling the goods. These two orders, worked in conjunction, have, says the Board, been the means of saving tons of food.

Saving Food

In normal times, the shipper forwards his car of, say, potatoes, with draft attached to bill of lading. The market goes bad, or for some other cause, the goods are refused by the consignee except at a great reduction. The shipper is not satisfied to sell at the price offered; and neither is prepared to make a move regarding the goods, for fear of prejudicing his case. In the meantime, the food is spoiling. Under the power

of the orders above mentioned, the railway agent notifies the Board of the situation. The Board gets in touch with the consignee to know why he has refused the goods; and the consigner is also notified that the Board is acting. If an adjustment is not at once made between them, delivery taken, and waste prevented, the Board seizes the car and sells the food, and after paying transportation and the cost of its own operations, remits the net proceeds to the owner. In this manner the Board has handled about fourteen hundred cars; and the system has worked so well that it has been necessary to seize only a small percentage of the number.

The Board had, of course, to be alert for that factor of human frailty which is not confined to the produce trade alone. There was a case where a consignment of twelve cars of potatoes was refused. Incidentally, it might be mentioned that the market had fallen. The

THE CHRISTMAS WINDOW CONTEST

The result in the Christmas Window Contest of CANADIAN GROCER will be announced in next week's issue. The two first prize winning windows will be illustrated at the same time. The contest this year has been an unusually successful one, photos having been received from many different sections of the country, and all show a very high measure of merit. Another contest will be announced later in the year.

goods were inspected and found to be in good condition, and the consignees were informed they must take delivery; which they did.

Board Has No Power of Cancellation Unless Waste is Shown

The exact powers of the Board have not always been understood. There has been a demand for the cancellation of licenses in cases where the consigner thinks the consignee has not played fair. The Board has no power to cancel a license where the consigner refuses to take delivery or repudiates his contract, unless by such action there is waste. They can then cancel his license as a preventive measure. "Waste" is the essence of the Board's power of action.

A Case in Point

There was a case of a car of corn which came in heated last spring. The railway agent notified the Board that

the car was held at his station beyond the four days. He forwarded the waybill to the Board. It wired the shipper. He replied that the car was sold to certain people, that they had paid his draft, and he had no further interest in the matter. The consignee, on being applied to, said the car had been delayed three months, and although the draft had been paid, the car was abandoned to the railway, and he was taking action to recover. The Board next applied to the railway, who said they refused to accept the abandonment. Meanwhile, the bill of lading was passing through the mails. The railway was notified that unless the car were unloaded at once it would be seized. The Board then ordered it to the elevator to be dried; it was then placed in the hands of a reputable dealer for sale. This was done, and all parties concerned notified that the Board would hand the proceeds to the owner when the courts ascertained who he was. In normal times this car would have gone to the nuisance ground, while waiting for the action of the courts. The Board acted the part of a salvaging agency.

MAKE PRESENTATION

Sales Staff Canada Starch Co., Toronto,
Present Joseph Ruddy, Manager,
With Address and Travelling
Companion

At the annual conference of the sales staff of the Canada Starch Co., Toronto, Joseph Ruddy, manager, was presented with an address and gentleman's travelling companion. The presentation was made at the close of the convention proceedings, which took the form of a discussion of the outlook for 1919. The keynote of the convention program was, it was stated, optimism and enthusiasm. Luncheon was held at the Walker House.

The text of the address, which was signed by those in attendance, was as follows:

"Dear Mr. Ruddy:—

"Another year is fast drawing to a close, and one that has been indelibly stamped on the minds of all of us as the greatest year for Britishers in the history of the world. This, too, has been a record year in so far as the business that we are connected with is concerned. We believe that great credit is due your very capable management of the affairs of the company for the success we have attained. We, the undersigned members of the Toronto travelling and office staff, wish to express our deep appreciation of your wise counsel and kind consideration of us at all times, and to assure you of our most hearty co-operation during the coming year. Our wish is that you may be long spared to manage the affairs of the company, and that you may enjoy a Merry Christmas and a Happy New Year.

We ask you to accept this gift as a slight token of the esteem in which you are held by all of us." Signed, E. Stark, E. R. Nichols, Wm. Simson, W. T. Wickham, J. T. Paul, D. I. Williamson

H. P. Eckardt & Co. Say Farewell to Head Salesman

AS the culmination of a two days' sales conference of H. P. Eckardt and Co., wholesale grocers, Toronto, and as a means of saying farewell to a fellow employee in the person of John W. Charles, who leaves the road after twenty odd years spent in the service of the company to become manager and buyer of the Marland-Woolnough Co., Niagara Falls, Ont., a very interesting and enjoyable banquet was held at the Ontario Club under the auspices of the company, on Friday, Jan. 3.

Those present at the gathering were, with one or two exceptions, either at present associated with the H. P. Eckardt Co., or had been in its employ in the past. While the banquet concluded days of strenuous business discussion, business topics did not so much as show their nose during the course of the evening.

There was a sheaf of songs that did much to get things moving briskly, and to fill up the intervals between the courses, and there was the anticipation of that story of "Bob" McCrae's, and there was incidentally a very good dinner.

The dinner once disposed of, H. P. Eckardt in a series of happy speeches, introduced the speakers of the evening. It was then that the real character of the banquet was known beyond question. When the chief had told of the coming to the store of a young Scotch boy, just out from the Old Land, 24 years ago, and had recalled many amusing incidents of the years past, there was little doubt that, from the head of the firm down, the main idea of the gathering was to do honor to the brilliant salesman and generous friend, who was leaving the close associations of years, to embark on a new phase of business. In replying, Mr. Charles spoke of the long years of friendly relationships that would be changed, but not broken, by the change in occupation. Speaking further of the reorganization period ahead, he dwelt on the great influence of the traveller in stabilizing business, and in maintaining a sane and courageous outlook. As he resumed his seat a medley of voices from the rear burst into the well-known refrain of "Smiles" to the following words:

John sells tons of goods in Brampton;
He's the big noise in Owen Sound;
And he burns things up way up in Shelburne.
And in Guelph the rest don't sell a pound.
And they fall for John in good old Georgetown,
And they fall for him where e'er he calls,
And they say he's taken on a new town,
And at last old Niagara Falls.

Now it's cold in old Niagara,
And they're shov'ling snow there, too;
But when John takes hold at Marland-Woolnough's
They will learn to shovel something new.
They will need to buy a lot of shovels,
And the push carts will be brimming full,
For when John gets down to work in earnest,
He can sure spread a lot of bull

Later in the evening Mr. Charles was made the recipient of a handsome gold watch, presented by Mr. Eckardt, as a token of the friendship of his fellow employees. Then followed other speeches, all happily introduced by Mr. Eckardt with some reference to old-time experi-



John W. Charles, who for upwards of 20 years has represented H. P. Eckardt and Co., Toronto, is leaving the road to become Manager of Marland-Woolnough, wholesale grocers, Niagara Falls. John is here seen with the son and heir, aged two and a little bit.

ences. A. J. Chalue, a veteran traveller, who had worked the north country for the firm ahead of the railway, spoke of incidents of the old days. S. P. H. MacKenzie, formerly sales manager of the H. P. Eckardt Co., and now of the S. H. P. MacKenzie Co., grocery brokers, spoke of his associations with Mr. Charles in the days past, and of the friendly relationships that had always existed among the members of the staff. E. Cutmore, a Brantford jobber, who was discovered in the city, and promptly invited to the banquet, enlivened the gathering with some stories. B. S. Hooey, formerly with the company and now a partner in the S. H. P. MacKenzie Company, and A. S. May of A. S. May

& Co., manufacturers' agents, another old employee, also spoke of the pleasant happenings and memories of the days when they were associated with Mr. Charles in the H. P. Eckardt Co. William Charles, of the W. G. A. Lambe Co., and Herbert Charles, of the William Davies Company, brothers of John Charles, and B. T. Huston and J. L. Rutledge, of CANADIAN GROCER, also spoke.

John Charles, who had such a pleasant send off, will carry with him into his new field of labor the best wishes of a multitude of friends. For twenty years he has travelled up and down the Province of Ontario, starting as a mere boy, and everywhere he has gone he has made friends by his buoyant good humor and his scrupulously fair dealing. His decision to leave the road for a more settled form of life will be a real loss to the merchants in outside points, who have grown accustomed to see John's form darkening the doorway, and his smile lightening the store. His comrades of the grip, too, will miss him not a little, even while they are glad that fortune has been kind to him. He has always been active in all affairs that affected the traveller, is a director of the Dominion Commercial Travellers' Association, and a member and past president of the Drummers' Snack. There will be no dissenting voice in the chorus that wishes him well.

Those present at the Ontario Club banquet were:—

H. P. Eckardt, Jno. W. Charles, A. J. Chalue, S. H. P. MacKenzie, A. S. May, Wm. Charles, E. Cutmore, Brantford, Ont., B. S. Hooey, H. Charles, Chas. F. Richardson, B. R. Brown, Geo. L. Scott, A. Harris, F. J. Bennett, R. J. McCrea, H. S. Peden, T. Dudgeon, A. McFarlane, J. O. Elton, E. J. Wood, J. M. Thom, C. J. Garfield, R. Boyter, H. C. Minett, W. A. Lawless, W. J. Robson, W. Kelly, C. Anderson, Jos. Hobson, H. Jones, J. Boucher, E. Scruby, W. Eddington, J. Miles, C. E. Reid, J. Sleming, J. McKelvey, J. Entwistle, J. Ellison, W. Segee, A. Slade, T. Cummings, P. D. McLaren, W. Lambe, J. McRoberts, J. Mason, G. Geison, O. Eaves, E. Dreisinger, B. Palmer, C. Baker, R. Wood, B. Sweet, N. Eaves, B. T. Huston and J. L. Rutledge, CANADIAN GROCER.

PREDICTION MADE THAT MAPLE PRODUCTS WILL BE HIGH

It appears that the conditions surrounding the maple products market are such as to indicate a high price basis for the coming season. A large user of these lines in Montreal stated to CANADIAN GROCER this week that producers will not contract their supplies at low prices for the season ahead, expecting to receive a return on a parity at least with the firm quotations of to-day. It is also stated that buyers have been in the market here for available quantities of sugar and they have purchased these at stiff prices, as much as 32c per pound being paid.

A Case of Splendid Management

A Further Discussion of the Statement of a Canadian Grocer Who Does Business at an Expense of 11 Per Cent.—A Record That Would be Excellent But For a Few Minor Points

By HENRY JOHNSON, JR.

A FEW months ago I published the statement of a Canadian grocer who was doing business on an expense account of just under 11 per cent., 3-5 per cent. whereof was his own salary of \$1,800 a year. His gross earnings were 17 per cent., so he had 6 per cent. absolutely net profit according to his statement.

Shortly afterwards I got an inquiry from a Texas merchant for details. He expressed doubts as to the correctness of the statement in general, and also noted the small sundries item, \$17.83. He asked how bags, twine, paper, egg boxes, butter trays, oyster pails, counter books, etc., could be included in such a total. He questioned the small wages expense, also fuel and light.

I passed his inquiry directly to the grocer in Canada, and now have his reply. It mostly speaks for itself, as follows—and is worthy the most careful reading and study:

—, Canada, Dec. 15, 1918.

Dear Sir,—I have your recent letter with comments from the Texas grocer. First I want to thank you for the kind words of your article, and feel that they shall be an inspiration for me to push on for greater business and greater results. Now I will try to answer the questions of the Texan.

(a) How much help employed?

From February 1 to June 30, one man clerk and one on auto delivery. This gave me two inside and one out. Man on car gave considerable help in the store. Wages paid from February 1 to April 6, \$15.00 to each man and 10 per cent. allowed one man on purchases. After April 6, wages advanced to \$16.50 and 10 per cent. allowed driver on purchases, and \$20 to inside man. I will admit I was getting help very reasonably.

On Saturdays I employ extra help, and sometimes during the week. Owing to certain arrangements I was able to make, I could get extra help almost whenever I wanted it, and for just as short or long a time as required. Since July 31 I have added a lady clerk, but on July 1 lost my delivery man, and have since used co-operative delivery.

I handled the \$25,000 sales with, I believe, a small amount of help; but will say now that I am firmly convinced it was a mistake as better service could have been given if more help was employed, and possibly the extra help could have been paid for by extra sales.

In reckoning the statement I sent you I find one error in my expense account,

which adds to my total expense the sum of \$107.00. This was caused by the change of delivery I spoke of, commencing the last week in June. At that time I opened a special delivery account, to which was charged the amount paid the co-operative delivery, \$97.00, and wages for the last three days in July, \$10. This \$10 appears on my books as an August amount, as it was paid the first Saturday in August. I regret this delivery omission, which was purely an oversight.

(b) Re Light.

I use electric light and believe in using plenty when you can get it; but everybody knows what the Hydro-Electric Commission orders have been—no window lights, no lights after store is closed, and cut down 25 per cent. on your normal use. Then my statement, the merchant from Texas must remember, was practically for the summer months. My light bill per month was as follows: February and March, \$3.44; April, \$1.26; May, \$1.08; June, 65c; July, 68c—total, \$7.11.

(c) Heat.

The \$15.00 given in statement seems plenty as the period dates forward from February 1.

(d) Telephone—is at rate of \$27.50 a year.

(e) Insurance—is on \$4,000.

(f) Sundries—\$17.83.

On this item I may be taken to task, and I plead guilty in a certain sense; but really I am not an entire convert to the ideas of the Texas merchant. None of the things he speaks of is included in expense, nor have I ever so included them yet in any year's business.

In a large percentage of the sales made, paper and bags are sold at the same rate as the merchandise. To-day practically no up-to-date merchant does business without a scale that gets him all that goes onto it; and, as a piece of paper will turn the scale, some person must pay for it. Not all paper and bags are thus sold, but who can state the amount sold and not sold?

We use butter trays for lard and shortening only, and they most decidedly are sold. Egg trays in our case are paper bags. Twine, perhaps, does not bring in any revenue whatever; neither do countercheck books.

Oyster pails I use for mincemeat, pickles and oysters. When used for mincemeat part if not all of the cost

comes back. Regarding their use for oysters, I figure them into the cost of oysters just as surely as I do express charges or freight. I estimate as closely as possible the half-pint, pint and quart sales on every gallon and figure the cost of containers. Such cost, along with transportation charges, is added to the invoice cost, and from this figure I compute my selling price. The same applies to pickles. Just yesterday I sold six quarts of oysters to one customer, and when asked if any reduction would me made in the price, I asked: "Will you furnish your own container?"

If it were possible to add the total percentage desired to each article, then I would say, sharpen your pencil and figure everything you can possibly think of as an overhead or selling charge. To my mind, that is impossible in the retail grocery business, and if a merchant has a real good grasp on his expenses, over which there can be no doubt, why entail so much extra bookkeeping over items like paper, bags, etc., when really part might quite correctly be charged to merchandise and part to expense?

I will admit that twine and countercheck books do not bring in any revenue and could be and perhaps should be, charged to expense.

Suppose we admit that all the articles mentioned by the Texas merchant should be charged to expense, what are you going to do with the sales of waste paper, empty boxes, bags, etc.? These items were not bought as merchandise, and the merchant figures the sale of them as so much velvet, and I would like to know to what account you are going to credit the revenue received?

I debit merchandise with all purchases of the items listed in the Texan's letter, and credit merchandise with all "velvet sales." This year especially they have been of no small amount. The questions, I feel, are debatable, but I am always open to learn and adopt any right principle that will improve business conditions.

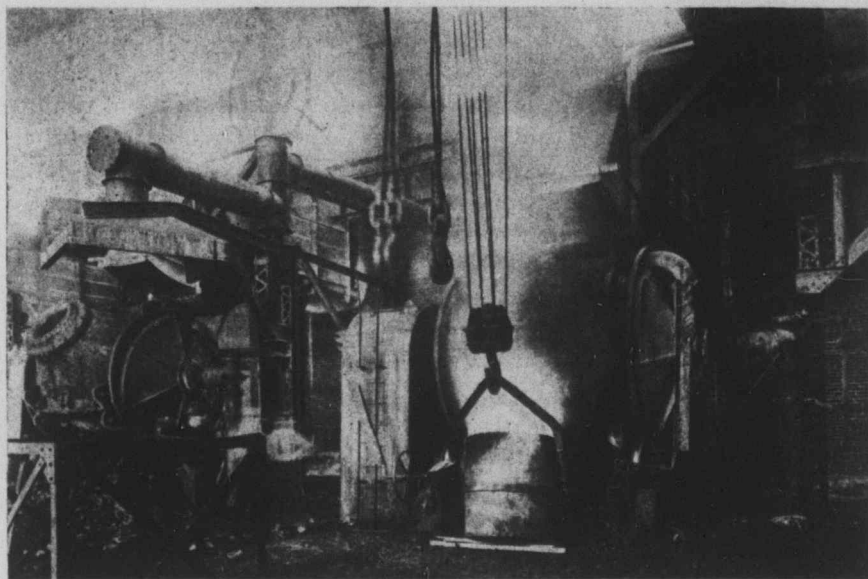
Yours truly, ———

Must Revise Some Methods

It seems obvious, from what my friend writes, that laws differ in many details in the two countries—even as they do between states in the United States. For it no longer is lawful, in many of the states, for merchants to weigh in packages at all. This is carried so far that a ten pound bag of sugar must weigh the extra ¼ ounce or so needful to cover

(Continued on page 42)

Current Events in Photograph



POURING BLISTER COPPER FROM A BIG CONVERTER

The photo shows the molten metal being poured into a casting ladle after separation from the nickel. This is part of the process of refining that goes on at the huge new plant of the International Nickel Co. of Canada, Limited, at Port Colborne. Canada controls the nickel output of the world and the Port Colborne plant which has only been in operation a short time was the first refinery built in the Dominion.

U. S. WILL PROTECT TRADE NO DUMPING OF SURPLUS

There will be no dumping on the general markets of the country of the huge stores of accumulated supplies belonging to the United States Government, according to a statement made by L. H. Hartman, chief of the Supply Property Division of the Office of Director of Purchase and Storage. He made this announcement before the Chicago Association of Commerce last week.

Mr. Hartman declared that steps would be taken to dispose of all possible surplus goods to governmental and semi-governmental agencies and large quantities will be disposed of through various relief organizations. According to his statement, while the supplies seem to be very large in amount, they would all have been exhausted within six months had hostilities continued.

Not only will the whole market be guarded against dumpage, but foreign markets are being watched closely for the opportunity to dispose of some of the surplus. He declared that nothing will be offered for sale until every possible consideration has been given as to what effect the offering will have upon normal market conditions, the maintenance of normal prices and labor conditions.

FINANCING PURCHASES OF ALLIES IN CANADA

AN arrangement has been concluded with the British Government by the Canadian Minister of Finance whereby credits to the amount of nearly two hundred million dollars will be available for the coming year.

Fifty million dollars of this amount will be necessary to carry into effect the operations of the Imperial Munitions Board of Canada. Another

fifty millions will be required for the purchase of this year's grain crop, for which purpose a large sum has already been arranged. The balance, one hundred millions, will be expended in the purchase of foodstuffs, which will include meats, lard and dairy products, and many other Canadian products.

An improvement in exchange conditions between Britain and America is anticipated in the near future, but until this actually takes place, Canada will likely continue to secure large credits for the purchase of our own products.

WAR BOARD REMOVES TIN PLATE RESTRICTIONS

THE United States War Trade Board announces in a new ruling (W.T.B.R. 446) that the restrictions hitherto existing on the exportation of tin and tin plate have been removed, as the necessity for strict conservation of tin and its products no longer exists.

NEW BANKRUPTCY ACT MAY BE RECOMMENDED

WHILE no action has as yet been taken by the committee which was named to work out the details of a Bankruptcy Act that will be less cumbersome than the legislation that is at present in effect, it is expected that a meeting will be held shortly and that recommendations will be made to be presented at the next session of Parliament. The question is one that is of much importance, both to manufacturers and retailers who have been greatly inconvenienced by the lengthy processes of the law as it now stands. Considerable expense is attached to the present methods and it is expected that a quick working act that will reduce expenses to a minimum will be suggested.

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FOOD BOARD NEARS END OF REIGN

A PRESS announcement early in the week suggested that within the course of the next two or three weeks the Canada Food Board would become a thing of the past. While the Board has undoubtedly served a useful purpose in the past, it was by means of autocratic powers that could only be justified by very exceptional circumstances. It is a pleasing fact that the decision to abdicate their large powers at an early date emanates from the Board itself, and not as the result of any propaganda.

THE RETAILERS' SATISFACTORY POSITION

AFTER four years of war and all the hardships that war conditions entailed, the retail merchant is in the most satisfactory position that he has ever been. Henry Detchon, secretary of the Credit Men's Association, in a recent address stated that the Association had reports, complete in every detail, on every retail merchant in Canada. These records show every amount that is owing, every amount that is overdue and how payments are being met, and Mr. Detchon states that there never was a time when conditions were so favorable.

"A great many merchants," he stated, "who three or four years ago found it necessary to take long credit terms, are now taking their cash discounts. When a merchant gets into that position, he can assuredly be assigned to the prosperous class."

FOLLOWERS OF THE FAITHFUL HOUND

OUR democratic cousins across the line, are tireless in organizing all kinds of "Exalted Societies" for all manner of purposes. The latest of these is a national Association to be known by the grandiloquent title "The Exalted Society of Order Hounds." The society is to draw its membership from the order salesmen of all branches of commerce and industry. It is of a semi-secret and fraternal nature, and is formed with the intention of developing scientific selling methods and higher ideals in the lives of its members.

With that somewhat strange complexity of character that makes the sturdily democratic plain John Smith of the daytime yearn to be grand high potentate of something or other in his moments of leisure, the society has not only chosen the non-conventional name given above, but have designated their lodges as Kennels, etc., and their officers as: Senior Watch Dog, Junior Watch Dog, Official Growler and Big Barker.

There is a certain uniqueness about the nomenclature, but the ideals of the society are sound and good. Good luck to the apostles of the faithful hound.

ANOTHER INVESTIGATION GONE WRONG

THE Cost of Living Commissioner has just completed an elaborate series of investigations covering the cost of oranges to the public, and while blaming no one and admitting that no one had made unwarranted profits, announced that the selling price was too high and would have to be lowered. And just as this has been all carefully decided, on facts as they existed some months past, there comes the report of frosts in California that have seriously damaged the orange crop. Of course the conclusions in the light of these changed conditions are worth precisely nothing. It is rather questionable if they ever were worth very much. Look at it how you will, oranges do not seem to be the most important item for the Cost of Living Commission to favor with its attention. Moreover, fruit of all commodities is the least amenable to artificial regulation. The element of waste is a sufficient protection for the public against any tendency to hoard for higher prices.

The Cost of Living Commission continues to be notable for the results that it does not achieve and the inutility of its efforts generally.

THE GOVERNMENT CONFERS A BENEFIT

DURING the past few weeks CANADIAN GROCER has received a number of letters complaining more or less bitterly at the Government for requiring a statement of business on which to base war profit charges. In many instances the writers of these letters appear to think that the Government is unjust in asking for these particulars at a time

when help is so scarce, and when as a result this information is not available.

It may appear so to the man who is unprepared, but as a matter of fact, the Government, by demanding these figures, is doing him a kindness rather than imposing a hardship. No man can run a business blindfolded. And the merchant who is carrying on a business without a complete and accurate knowledge of turnover and costs is attempting to do just that. In these times more than in any other such a policy is suicidal, and anything that can better this condition, though it may appear hard at the moment, is an unquestioned benefit to the trade.

DO YOUR BEST FOR THEM

THE boys who have been "over there" are beginning to come home. A few thousands have already arrived and many thousands more will be on the way shortly. When they started away to fight for the flag most of them were assured by their employers "your job will be waiting for you when you come home again." Well, the boys are coming home and one of the most cheery things they can hear these days is a hearty welcome from the man they formerly worked for and the assurance that he will be glad to have them back in the store again just as soon as they can come. Some of the boys who are coming in the first lots are just getting over wounds and it will be some time before they can take the positions they formerly held, but it will comfort them a whole lot if they know the place is waiting for them. They have offered their best for the Dominion, for the Empire, and to help keep the world free, and giving them back their old positions is one of the very least things employers can do and yet it is a thing the boys will appreciate thoroughly.

PRACTICAL EDUCATION

EXTENSION of industrial and technical education and the getting away to a great extent of a lot of the more or less useless things at present in the curriculum, seems to be the policy which Hon. Dr. Cody, Minister of Education, is adopting. From the standpoint of business men and manufacturers, this is a move in the right direction. One of the great complaints of commercial men in connection with modern schools was that the product they turned out was not fitted to take its place in the stores, the factories or the warehouses and do the work competently. A great deal of extra training was nearly always necessary. Hon. Dr. Cody is planning, it is stated, as a start of his new policy to establish industrial and technical schools in the Brantford, St. Catharines, Welland, Thorold districts, where a great deal of manufacturing is done. Other schools it is expected will be opened later. Hon. Dr. Cody has stated that if the Dominion Government will do for technical and industrial education what it has done for agriculture great advances can be attained, and many men who might be a drag on the community will become an asset.

CHANCES FOR YOUNG MEN

ENDLESS opportunity for advancement has been one of the results of the war for the young men and women in business life in Canada. As a result of the general speeding up which was caused by the acute shortage of help Canadians as a nation are working harder and faster than ever before. In spite of all this activity many firms have been finding it impossible to handle all the work they have on hand. In order to keep everything moving and "carry on" to the best of their ability many firms have given youths who only a short time ago were the rawest apprentices all kinds of responsibilities. Many young men to-day are handling jobs which formerly were reserved for veterans. The value of training was never perhaps more forcibly emphasized in the history of the Dominion than since the war started. The young men upon whom responsibility was thrown realized at once that one of the quickest ways of rising to the occasion and making good was to read the best books and magazines published in connection with their particular line of work. The value of the technical books and magazines has been demonstrated in thousands of cases by the progress they have enabled ambitious young men to make. These young men have been making good because they concentrated with all their energies upon the tasks in hand and many of them have advanced more in the past four years than they would under ordinary circumstances in ten. They have taken and are still taking advantage of every opportunity to forge ahead. Many of them in the next few years will take leading places in the commercial life of Canada and they owe their chances for rapid development to the war.

NATIONAL TRADE MARK

THE disadvantage of being a neighbor of Germany, even though neutral, is being forcibly brought home to the people of Switzerland. The Allies have had every reason to suspect that, with the coming of peace, Hun manufacturers, knowing full well the consequences of the boycott raised against their goods in all Allied countries, planned to use Switzerland as a dumping off place for distribution. So widespread has this view become that legitimate Swiss trade is menaced and in order to try and avert as much loss as possible, Switzerland is adopting a national trade mark. Swiss exporters, nearly all of whom belong to a voluntary co-operative association, have decided to stamp all goods which they can guarantee were made in Switzerland, from Swiss products, with the word "SPES." They are going even further, before any exporter can use this mark he must be able to furnish proof that he was of Swiss nationality before July 1, 1914, or was naturalized for at least ten years. The association by not allowing the trade mark to be used indiscriminately plans to stop also the export of cheap or inferior goods which would tend to injure the national reputation.

Enquiry Department

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

MANUFACTURERS OF "KLIM"

We would be obliged if you could give us the proper name and address of the firm who makes "Klim," which is a milk powder. Oppenheimer Bros. & Groth, Hudson St., New York.

Answer—The manufacturers of "Klim" and other milk products are The Canadian Milk Products Company, St. Patrick Street, Toronto.

EQUIPMENT FOR BAKERY

Kindly advise us of the addresses of firms manufacturing equipment for bakeries.—N. P. Cormier, 24 Patterson St., Amherst, N.S.

Answer—Ovens: John G. Pendrith Co., 970 Queen St. W., Toronto; Kirkbey's Patent Continuous Ovens, Ottawa South, Ont.; Warren Manufacturing Co., 982 King St. West, Toronto; Brantford Oven & Rack Co., Brantford, Ont.; Brick Oven & Construction Co., 52 Pleasant Ave., Toronto. Machinery: Hobart Manufacturing Co., Church St., Toronto; Wm. & J. G. Greey, 6 Church St., Toronto; Pendrith Machinery Co., 970-972 Queen St. W., Toronto; C. Wilson & Sons, 92 Esplanade East, Toronto; Fletcher Manufacturing Co., 29 Hayter St., Toronto. Pans, etc.: White & Thomas, 212 Simcoe St., Toronto.

WHERE TO BUY COAL

Please let me have a few addresses where I can buy coal by the carload.—O. V. Van Luise, Swan Lake, Man.

Answer—Better get in touch with the Provincial Fuel Controller at Winnipeg, as

there are some restrictions on the purchase of coal. The following are the names of some Canadian coal handlers; Nicola Valley Coal & Coke Co., Vancouver, B.C.; Nova Scotia Coal & Coke Co., Vancouver, B.C.; Ainsley, Pruitt Coal Mining Co., Medicine Hat, Alta.; Diamond Coal Co., Calgary, Alta.; Reliance Coal Mining Co., Taber, Alta.; Royal Collieries, Lethbridge, Alta.; Strathcona Coal Co., Strathcona, Alta.; Wellington Collieries Co., Victoria, B.C.; Western Fuel Co., Nanaimo, B.C.

REGARDING PARTNERSHIPS

As I will be a partner with my brother soon anything you could publish regarding that matter will be read with much interest.—P. Laroche, Farnham, Que.

Answer—An article dealing with the question of partnership appears in this issue.

MARKET FOR BEANS AND PEAS

Where can I find a market for beans and peas? Can supply in car lots or smaller quantities. Give names and address of buyers.—S. Cohen, Bristol, Que.

Answer—There is not a very brisk demand for either of these products, especially beans, at the moment, the market is glutted. It is possible that the following firms might be interested: Hudon, Hebert & Co., and Laporte, Martin & Co., Montreal; W. H. Millman & Sons, Toronto.

PAN DRIED APPLES

Kindly give me the addresses of firms that keep pan dried apples for export.—Auburn, Ont.

Answer—We presume that sun dried ap-

ples are referred to: the quantity is limited. W. H. Millman & Sons, Toronto, are purchasers of these goods.

RE FLOUR AND FEED LICENSE

Is it still compulsory to have a license to retail flour and feed? Can a license be procured by a person who has not previously been selling flour and feed? What is the penalty for retailing flour and feed without a license? Please give names of firms and addresses of wholesale coal dealers.—Subscriber, Bedford, Que.

Answer—Yes. While most of the restrictions governing the sale of flour and feeds have been withdrawn, Order No. 22, which requires a retail license for the sale of flour and feeds, has not been repealed. 2—Yes, by application to the Canada Food Board at Ottawa and on payment of a \$2 fee for every \$20,000 of business. 3—The provisions of the act, covering the penalties for all infringements, reads as follows: Any person violating any of the provisions of these regulations, is guilty of an offence and shall be liable on summary conviction before a Police Magistrate or two Justices of the Peace to a penalty not exceeding one thousand dollars, and not less than one hundred dollars; or to imprisonment for a period not exceeding three months; or to both fine and imprisonment. A grocery or general merchant's license would, however, entitle the holder to deal in flour and feeds. 4—Wholesale coal dealers: The fuel situation is so uncertain that it is difficult to advise. Better apply to Fuel Controller McGrath, at Ottawa, or to the Provincial Fuel Controller, Quebec. Nova Scotia Steel & Coal Co., New Glasgow, N.S., and Standard Fuel Co., Toronto, are wholesalers.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

SPAIN HAS LARGE SURPLUS OLIVE CROP

The Province of Jaen, Spain, the most important olive district, is expected to produce a large crop, and the outturn therein will probably offset production decreases elsewhere in the south of Spain. On the whole, a good average yield is looked for—estimated now at about 300,000 tons of oil.

A rather complex situation exists in the oil trade. According to estimates recently discussed by the Spanish Chamber of Agriculture, the stock on hand at the beginning of 1918 aggregated 450,000 tons. Of this quantity 400,000 tons

represented the pressing of the 1917-18 crop and 50,000 tons the surplus remaining from the previous year. Allowing 200,000 tons of Spain's annual domestic consumption and deducting the quantity authorized to date for export, the net stock of oil available for shipment is calculated at 150,000 tons.

All available storage space (including newly constructed tile-lined tanks, barrels—in fact, any receptacle that will serve to contain and properly preserve oil) is now taxed to the utmost, and the problem of finding storage facilities for the coming crop is causing anxiety to growers and shippers. It seems to be

the general opinion that unless some arrangement is arrived at, permitting the export of fine oils to the United States (Spain's most important market for the refined product) heavy losses will be caused.

Prices of oil have been fairly well maintained, despite difficulties connected with export and the uncertain shipping prospect. One reason seems to be that stocks are held in strong hands—moneyed speculators or growers; furthermore, that frequent rumors respecting an early relaxation of export prohibitions have so far served to strengthen or support the market.

CURRENT NEWS OF THE WEEK

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

Maritime

W. J. Dalton, grocer, St. John, N.B., is dead.

Edward Sonier, general merchant, College Bridge, N.B., is dead.

A. C. Smith & Co., wholesale produce, hay and feed merchants, St. John, have suffered loss by fire.

The warehouse of A. C. Smith & Company, Ltd., West St. John, was almost entirely destroyed with its contents of hay, oats and feed, by fire this week. The loss was about \$20,000, and this was covered by insurance.

The part that grocery men take in the cultural as well as the business and public life of St. John is illustrated by the election of T. H. Estabrooks and W. F. Hatheway as vice-presidents of the St. John Art Club this week.

Among the grocery men appointed as chairmen of committee by the council of the St. John Board of Trade for the year 1919 are: T. H. Estabrooks, agriculture and immigration; G. E. Barbour, coastal services, and A. H. Wetmore, wholesale interests.

The St. John Board of Trade is arranging for a public meeting at which addresses will be given by prominent men, and at which consideration will be given to a peace programme of civic development, along the lines of commercial, industrial and other forms of activities.

Lieutenant A. E. Ingram, who before going overseas was foreman of T. H. Estabrooks & Company's tea packing plant, St. John, who has been thrice wounded, and who won the military cross and was promoted to commissioned rank for services in the field, was married recently in England to Miss Alma May Doris Burgess.

Plans for the formation of a club with local club rooms where commercial men may make their headquarters during their spare time, were considered and approved at a meeting of travellers residing in Fredericton this week. The meeting also discussed plans for mutual protection, in accordance with proposals laid before the Maritime Commercial Travellers' Association.

The purpose of the Government in issuing Thrift Stamps was laid before the executive of the St. John Retail Merchants' Association by Sir Douglas Hazen this week. At a subsequent meeting of the association a resolution on the subject was adopted. It reads as follows: "Resolved, that we, the St. John branch of the Retail Merchants' Association, are glad to be able to help in any way we can towards getting our people generally to take up the idea of saving through the 'Thrift Stamps' now being issued by our Government, and to

this end we feel that every merchant in St. John, no matter whether his business be large or small, should have thrift stamps on sale in his store, and further, we feel that our merchants will take a personal interest in having thrift stamps introduced to their customers, knowing also that it is a fact that everyone who has the idea of saving is a better citizen and always more valuable to the community."



THE LATE JOHN C. MacDONALD
President of the MacDonal-Chapman Co., Winnipeg, and of other large interests throughout the West, the news of whose untimely death was reported in last week's issue.

Quebec

The assets of the estate of J. O. Diamond, Shawinigan Falls, are being sold.

Philemon Bernard, general merchant, St. Louis de Courville, has suffered loss by fire.

W. J. Roberts, of Grace & Co., importers of coffee, etc., is in Halifax this week.

The partnership of Corriveau & Freres, grocers, Quebec City, has been registered.

Fred Archibald, of the Donald H. Bain Co., of Winnipeg, was this week a visitor to Montreal.

Cecil T. Gordon, Montreal representative for Dominion Cannery, Ltd., was indisposed for a couple of weeks.

C. Ritz, Montreal manager for Robin Hood Mills, Montreal, spent the new year holiday at his home in Ontario.

Fred S. Whittall, managing director of the A. R. Whittall Can Co., Ltd., has returned from active service and is again at his desk in Montreal.

J. L. Freeman & Co., Montreal, manufacturers' representatives, have re-

moved this week to room 122, Board of Trade.

G. C. Duncan, Montreal manager for the Cowan Co., Ltd., has been in Toronto for a couple of weeks.

J. H. Magor, of Magor, Son and Co., Ltd., Montreal, was in New York this week.

Geo. W. Brown, of the Atlantic Sugar Refineries, Ltd., was this week in St. John, N.B.

V. A. Olivier, wholesale and retail fish dealer, Sherbrooke, was this week a visitor to Montreal. Mrs. Olivier accompanied him.

E. C. McKeown, Quebec representative of the Canada Starch Co., is this week a visitor to the head office at Montreal.

The Swift Canadian Co. held a convention of their sales staff in Montreal, at which various topics relating to this field were discussed.

Tom Ward, of Joseph Ward and Co., wholesale grocers, Montreal, was the unfortunate victim of a painful accident in which he fractured a couple of ribs.

Owing to the fact that Monday last was a general holiday among French Canadians, many of the wholesale houses were closed for the day. This date is held each year for the observance of what is known as Little Christmas.

The president of Gunn, Langlois & Co., Montreal, Charles Langlois, together with the sales force headed by John I. Brown, sales manager, and Harper R. Gray, joint manager, were in Toronto last week attending the convention of Gunns, Limited.

S. G. Bendon Utility Co., 87 Notre Dame St. West, Montreal, have recently been appointed as agents for Canada and Newfoundland of H. J. Blodgett Co., Boston. They will handle various grocery lines put out by this firm. They are also the Montreal agents of O. Loane Kiely Co., Vancouver, imported dried fruits, beans, peas, etc.

Ontario

Daniel Jackson, of Jackson & Son, grocers, Guelph, is dead.

G. H. McDonald, general merchant, Warwick, has sold out to Roy Janes.

P. A. McLaurin, general store, Vankleek Hill, has been succeeded by C. J. Campbell & Co.

M. W. Hoth, Port Sydney, was a visitor at the office of CANADIAN GROCER this week.

R. E. Evans, of Union, is moving from his present stand to a new store in the Lindenman block.

G. H. Thomas, general merchant, Gladstone, has sold out to A. M. Ferguson.

Daniel Jackson, of Jackson & Son, wholesale and retail grocers, Guelph, is dead.

Fire in the Glennie & Moore Cold Storage warehouse, Galt, caused damage estimated at \$40,000, partially covered by insurance.

The grocery store of Kaplan & Swartz, Glengarry and Wyandotte Street, Windsor, was recently entered and cash and goods to the value of \$15 removed. Entrance was gained through a window in the rear of the building.

General elections for president, vice-presidents and directors of the Border Retail Merchants' Association will be held on Tuesday, February 4th, at the end of the fiscal year of the organization. Nomination day has been set for Tuesday, January 21st.

Western

F. J. James, Beadle, Sask., has sold out.

John Ferguson & Son, Regina, has sold out.

Lumick & Hanack, grocers, Saskatoon, Sask., have sold out.

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

E. Barrie, butcher, Pipestone, Man., has sold to Harry Moore.

J. Ash, Kelwood, Man., has been succeeded by Ash & Belford.

The White Grocery, Moose Jaw, Sask., has discontinued business.

Nellie Lewis, grocer, Nokomis, Sask., has been succeeded by J. J. Rathjen.

Glow & Zack, general merchants, Wymark, Sask., have suffered loss by fire.

Robertson & Both, general merchants, Saskatoon, Sask., have suffered loss by fire.

Mock & Kastner, general merchants, Carlton, Sask., have dissolved partnership.

Henry A. Buchanan, general merchant, Carlyle, Sask., is discontinuing business.

J. B. Taft & Co., Ltd., general merchants, Grande Prairie, are discontinuing business.

Carey & Munog, grocers, Weyburn, Sask., have been succeeded by Carey & Hamilton.

The Crescentwood Meat Market & Grocery, Winnipeg, has been succeeded by the Crescentwood Grocery.

John J. Bildfell, formerly a member of the firm of Thorvardson & Bildfell, doing business under the firm name of the Central Groceries, as general merchants, on Ellice Avenue, Winnipeg, has retired from this business.

VETERAN TRAVELLER GONE

A very well-known traveller, Joseph A. Tetrault, died at his home in Montreal last week.

For the past twelve years Mr. Tetrault represented the Lake of the Woods Milling Co., Ltd., representing them in the City of Montreal. Previous to joining the Lake of the Woods Co. he was with Henry Morgan and Co., also of Montreal.

Born at St. Cesaire, Quebec, 54 years ago, Mr. Tetrault married Miss Mary Weekes of Montreal, who, with three

small children, survive him. A graduate of the College at St. Cesaire, he always evinced an interest in this institution, and was for some years president of the society of former pupils of this educational school. He had been ill about six months.

APPOINTED MANAGER

**C. T. Miller Appointed Toronto Manager
T. H. Estabrooks Co., Ltd.—Assumes Position After Many Years' Service With Company**

The appointment of C. T. Miller as manager of the Toronto branch of T. H. Estabrooks Co., Ltd., St. John, N.B., proprietor of Red Rose Tea, has been



C. T. MILLER,
New Toronto Manager for T. H. Estabrooks Co.

confirmed. Mr. Miller joined the staff of the company on April 17, 1906, and has been chief accountant for the past seven years, and acting manager for the past year. Mr. Miller is an active Rotary Club member and Y.M.C.A. worker.

In making this appointment the company state they have followed their usual practice, not only of selecting a capable man, but of promoting one who has been trained in their employ and proven his worth by years of active service. Mr. Miller's many friends throughout the trade will wish him success in his new post.

PIONEER CAKE MANUFACTURER DIES

Robert Vogan, President of Vogan's, Ltd., Succumbs to Pneumonia

Robert Vogan, President of Vogan's, Limited, cake manufacturers of this city, died on Thursday of last week after a brief illness, due to complications following pneumonia. Mr. Vogan was one of the oldest members of the trade in this city, having been continuously in business since 1879. He was born in County Cavan, Ireland, sixty-six years ago, and came to this country at the age of seventeen with his brother, S. W. Vogan of Walkerton, who pre-deceased him by only several months. He

is survived by his wife and four daughters and two sons, Wilfred L. and Samuel J., who are both connected with the firm of Vogan's, Limited.

The removal of such an old and well respected member of the trade will be a real sorrow to the multitude of friends the late Mr. Vogan had made during his long association with the trade.

J. S. DONALDSON PASSES ON

One of the Oldest Members Known to the Wholesale Grocery Trade Dies at Age of 88

One of the oldest and best known figures in the wholesale grocery trade, in the person of J. S. Donaldson, Toronto, passed away at his home on December 31, 1918, at the age of 88. Mr. Donaldson was head of the firm of J. S. Donaldson & Co., Toronto, wholesale brokerage.

Mr. Donaldson first came to Toronto in 1864 and was one of Ontario's first commercial travellers. He was blessed with a remarkable memory, and his stories of old-time merchants and trade conditions revealed a keen sense of appreciation of the situations he had to face. He used to drive from Montreal to Toronto and from Toronto to Windsor. Those were the days when Old Dobbin held a firm place in the transportation problems of the country, and that he responded well may be judged from Mr. Donaldson's experiences in driving from Montreal to Toronto in 36 hours.

Under the firm name of Donaldson, Sinclair & Co., Mr. Donaldson was at one time engaged in the wholesale grocery business in Toronto, the warehouse being located on Wellington street East.

Frederick A. Donaldson has been associated with his father in the firm of J. S. Donaldson & Co., and will carry on the present business.

CATALOGUES and BOOKLETS

An interesting little booklet has just come to our attention which shows how one manufacturer endeavors to serve his customers and show his continued interest in them and in their use of his product.

It is called the "Sherer Counter Guard" and is published monthly by the Sherer-Gillet Company, Chicago.

The "Counter Guard" is a bright, newsy, friendly, instructive little book containing much information of benefit to the clerk or storekeeper, and many suggestions looking toward better merchandising.

In the November issue, W. T. Sherer devotes a whole page to urging his readers to take at least one good trade paper.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

PRUNES are to be a factor in 1919 business after all. After weeks and months of uncertainty, advices have come to hand indicating that the United States has lifted the embargo on the export of these to Canada, and the trade will, as a result, secure a very fair allotment.

In fact, reports from some packers show that Canada is to be treated quite generously. When orders were booked originally only very large and very small prunes were available, the Government having taken the intermediate and best sizes. It now develops that from both California or Oregon some packers will be able to supply pretty close to the full range of sizes—not large quantities of the sizes of which the Government commandeered and took delivery, but there will be some come through. Needless to say this is welcome news to the trade.

All refiners are now on the same price basis as regards sugar. Differentials have been adjusted, and with one exception these, too, are now uniform.

MONTREAL—Grocery markets are on the quiet side, though there are some important changes. Cod liver oils are firmer in price, and ground nutmeg advanced 5c in one quarter. Nuts are very firm, and shelled almonds and walnuts advanced in growing centres. There is a much better movement of refined sugar supplies, and the jobbers are rejoicing in being able to fill the wants of their customers on a much freer basis.

Coffee prices have advanced again from one to three cents per pound, and the market is very firm. Supplies of roasted coffee are not heavy, it is stated, and at the high rates few are inclined to stock up. There is every indication

here that prices will continue to rule high.

Some look for a removal of restrictions regarding the milling of flour, and this it is felt might mean some changes of price. Cereals are still quiet but unchanged. Celery is scarce and high, and cranberries are up to \$25 per barrel in some quarters.

TORONTO—Many important changes have been made this week, and it is noted that several of these are upward. Plug and cut tobaccos have been revised, one manufacturer sending out a new list which provides for an advance in price, a new size of plug and new size of package in some instances.

Higher prices have also been recorded in one line of baking powder. Other products similarly affected are bi-carb. soda, cream of tartar, yeast cakes and lye. The prices on sealers for the 1919 season have also been announced.

Honey seems to be slightly easier in some quarters, and indications are that there is very little moving. To clean up on odd lots of nuts, some interests have shaded prices 1c or 2c per pound. Indications are that stocks were pretty well cleaned out with the holiday trading.

The market on cornmeal has eased off about 15c, although the grain seems to be on the upward move. Rolled oats is fluctuating, but there is little buying interest apparent just now.

Reports of damage to the orange crop in California through frost are somewhat vague. The Government has ordered picking stopped for ten days until estimates can be formed as to extent of loss. Lemons and celery are other lines which may be hurt also.

Live hogs are again moving upward. Lard has eased away ½c owing to light demand, with accumulation of stocks resulting.

QUEBEC MARKETS

MONTREAL, Jan. 8.—As is usual, the holiday season brought a semi-quiet spell for the grocers, and this will continue for a short while. There is some movement of staple goods nevertheless, and the outlook is reasonably satisfactory. Coffee has undergone revision, new prices being up from 1c to 3c per pound. Nuts rule with a firm undertone. Sugar supplies show improvement, and situation generally is much better.

Sugar Situation Better; All Prices Same

Montreal.

SUGAR.—An equalized basis has been reached on various refined sugars, and the price of \$9.95 now obtains for these here. There is still some slight difference in differentials, and some are still not making the special sugar. The most encouraging aspect of the situation is that of supply. The improvement in this respect is marked, and some of the large

Jobbers are getting plenty of sugar and distributing this rapidly in much larger quantities than before. If the present position can be maintained it should soon be possible to say that the sugar situation is nearing normal.

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

Export Will Improve For Canned Goods

Montreal. CANNED GOODS.—That there will be a considerable export business in canned goods appears to be evident at this time. Already some supplies have gone forward, and the only drawback at present seems to be that of Government permission being secured and the necessary shipping. It is expected here that much improvement in the matter of moving stocks forward will soon manifest itself. Locally there is little interest. Business is on the quiet side and prices are without change.

"Clover Leaf," 1/2-lb. flats	2 45
Sovereign, 1-lb. flats	4 62 1/2
Do., 1/2-lb. flats	2 30
1 lb. talls, cases 4 doz., per doz.	4 50 5 00
1/2 flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 15
Do., 1/2s, flat	1 20 1 25
Pinks, 1-lb. flat	2 25
Pinks, 1-lb. talls	2 65 2 75
Pale, 1/2-lb., doz.	1 37 1/2
Pinks, 1/2-lb., doz.	1 62 1/2
Cohoes, 1-lb. talls	4 35
Cohoes, 1-lb. flats	2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (1/2-lb.)	1 00
Red Springs, 1-lb. talls	4 00 4 60
Red Springs, 1/2 lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (1/4s)	22 00 20 00
Lobsters, 1/4-lb., doz.	2 25
Do., 1/2-lb. tins, doz.	3 60 3 75
Do., 1-lb. talls	6 90 7 00
Do., 3/4-lb., doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines—Canadian brands (as to quality), case	9 50 16 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, doz.	2 50
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25 2 50
Crab meat (Jap.), 1/2's (cs 4 doz.)	6 00
Crabs, No. 1 (cs 4 doz.)	6 75
Canned Vegetables and Fruits—	
Asparagus (Amer.) mammoth green, doz.	4 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 25
Tomatoes, 3s	1 85 2 02 1/2
Tomatoes, U.S. pack, 2s	1 40 1 50

Tomatoes, 2 1/2s	1 90	1 92 1/2
Tomatoes, gallons	6 00	7 05
Peas, standards	1 45	1 47 1/2
Peas, early June	1 57 1/2	1 60
Peas, extra fine, 2s	2 35	
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins	7 50	
Do., 1/4 gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	
Salad oil (bbls. 50 gals.), gal.	2 50	
Olives (in bls. 49 wine gals.), gal.	1 35	
Olives, Queen, gal.	1 45	

Molasses May Hold; Syrups Are Steady

Montreal. MOLASSES, SYRUPS.—That some lines of molasses may hold fairly high is the consensus of opinion among jobbers here. There has been no receding in the matter of quotations, and while some are offering various grades at from \$1.05 to \$1.10 per gallon, according to quantity, the Barbadoes grades are steady as quoted herewith. Syrups have been steady in price and somewhat quiet in point of sales.

Corn Syrup—	
Barrels, about 700 lbs.	0 07 1/2
Half bbls.	0 07 1/2
Kegs	0 07 1/2
2-lb. tins, 2 doz. in case, case	4 80
5-lb. tins, 1 doz. in case, case	5 40
10-lb. tins, 1/2 doz. in case, case	5 10
20-lb. tins, 1/4 doz. in case, case	5 05
2-gal. 25-lb. pails, each	2 25
3-gal. 38 1/2-lb. pails, each	3 40
5-gal. 65-lb. pails, each	5 50
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 30
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, 1/2 doz. in case, case	5 60
20-lb. tins, 1/4 doz. in case, case	5 55
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 50
Barrels, per 100 lbs.	10 25
Half barrels, per 100 lbs.	10 50
Glucose, 5-lb. cans (case)	4 80

Prices for Island of Montreal	
Barbadoes Molasses—	
Punchons	1 18
Barreles	1 16
Half barreles	1 18
For outside territories prices range about 3c lower.	

Rice Price Sags; Some Movement

Montreal. RICE.—One line of rice is quoted less this week in the local market, this being a grade of Indian known as Pakling. The quotation is now \$8.40 to \$8.50 per 100 pounds. There is some movement of the line but this is not marked by any specially heavy selling.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	12 50 15 00 16 50
Siam, No. 2	9 00 9 75
Siam (fancy)	10 50 11 00
Rangoon "B"	8 75 9 25
Rangoon CC	8 75 8 85
Mandarin	10 00
Paking	8 40 8 50
Tapioca, per lb. (seed)	0 13 1/2 0 14
Tapioca (Pearl)	0 13 1/2 0 14
Tapioca (flake)	0 12 1/2

Spain Nuts Advance; Supplies Scarce

Montreal. NUTS.—That there will be a scarcity of shelled walnuts and shelled almonds even more accentuated than ever appears to be more than likely now. Advances just received from Spain and Italy indicate that prices there are soaring again, and this will doubtless have an

effect on the local markets. Almonds have advanced 4c to 5c per pound, and walnuts from 8c to 9c. Peanuts are still easy, but there are no further reductions. Markets are quiet.

Almonds (Tara), per lb.	0 28	0 32
Almonds (shelled)	0 50	0 55
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 25	0 30
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 20	0 25
Filberts, Barcelona	0 24	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 20	0 24
Large	0 16	0 20
Medium	0 14	0 16
Shelled, No. 1 Spanish	0 17 1/2	0 18
Salted Spanish, per lb.	0 24	0 25
Shelled, No. 1 Virginia	0 19 1/2	0 20 1/2
Do., No. 2	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 40	
Fancy splits, per lb.	0 35	
Salted Spanish, per lb.	0 25	0 27
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 23	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo	0 60	
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 30-0 35-0 35	
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Fruit Delivery Still Delayed

Montreal. DRIED FRUITS.—One of the most outstanding features of the situation at present is that of the slow delivery from the producers. The railroad companies seem to have little facility for quick handling and delays ensue. Local business is seasonable and of a routine nature. Prices are fully maintained on all lines and export for evaporated apples is still expected to materialize. Portugal figs, for some weeks on the free list, have again been forbidden sale abroad.

Apricots—	
Choice	0 26 0 28
Slabs	0 24 1/2 0 25
Fancy	0 30
Apples (evaporated)	0 16 0 18
Peaches (fancy)	0 21 0 23
Faced	0 19
Choice	0 20 0 24
Extra choice	0 21 0 24
12 oz., per pkg.	0 16 0 18
Pears	0 24 0 25
Drained Peels (old)—	
Citron	0 46
Lemon	0 40
Orange	0 41 0 43
Drained Peels (new)—	
Lemon	0 40 0 41
Orange	0 42 0 43
Citron	0 47 0 48
Cut mixed (1-lb. cartons), doz.	4 10 4 30
In 36 ls. case	12 75
Cut, 10-lb. boxes (lb.)	0 48
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.	
Muscatsels, loose, 2-crown	0 14
Muscatsels, loose, 3-crown, lb.	0 15
Malaga Raisins (5 1/2-lb. bxs), 3 cr.	1 75
Do., 4 cr.	2 00
Do., 5 cr.	2 25
Do., 6 cr.	2 75
Cal. seedless, loose	0 14 1/2 0 17 1/2
Cal. seedless, cartons, 16 oz.	0 15 1/2
Do., 12 oz.	0 12 1/2
Fancy seeded, 16 oz. pkgs.	0 16 0 20
Choice seeded, 16 oz. pkgs.	0 17 0 19
Valencias, selected	0 11 1/2
Valencias, 4-crown layers	0 11 1/2
Sultanas (bleached) 50-lb. boxes	0 10 1/2 0 20
Currants, old pack., 15 oz.	0 29 0 31
12 oz.	0 23 0 24
50-lb. boxes, loose	0 28
Cartons	0 32
15 oz. pkgs.	0 28 0 24
80 lb. Ainslia	0 28
12 oz.	0 26
Do., new	0 32

Cal. currants (loose)	0 18	
Cal. "Kurrants," 15 oz. pkge ..	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 50	7 92
Do., Dromedary (36-10 oz.)...	3 00-3	50-3 64
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (new), 100 to case		11 00
Figs (layer), 10-lb. boxes	1 90	2 75
Figs (mats)	0 16	0 18
Figs, Fancy Cal. White (Choice)—		
Pkgs. 16 oz. (10 pkgs.)		1 75
Pkgs. 10 oz. 12 pkgs.)		1 45
Pkgs. 8 oz. (20 pkgs.)	2 90	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscateles, 4-crown, lb.		0 13

Prunes—		
Santa Clara	0 80-0	90-0 15
California, 40-50s	0 19	0 25
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
20-30s		0 25
30-40s		0 20
25-lb. cases, 50-60s	0 18	0 20
60-70s	0 17	0 18
70-80s	0 15	0 16
80-90s	0 14	0 15½
90-100s	0 13	0 14
Oregon, 30-40s		0 15½
50-60s		0 18½
60-70s		0 17½
70-80s		0 16½

*Split Peas Weaken;
Beans May Lower*

Montreal.

BEANS AND PEAS.—A reduction by one large jobber of his quotation on split peas makes the range much lower, the market now ranging from \$7 to \$7.25 per 98-lb. sack. There is an easy undertone all around. Beans are still unsettled. From some districts good orders are received for moderate lots, while other centres seem to be well supplied. There would seem to be a surplus over the domestic requirements and lower prices may be reached.

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

*Coffee Again Up
One to Three Cents*

Montreal.

COFFEE, COCOA.—Another advance has been effected in coffee. This is in accord with the tendencies pointed out in CANADIAN GROCER for some time past and the end is not expected to have come yet. Supplies in the hands of importers are not large and they must buy. This makes a certain amount of business from week to week, and it is one of the big factors that has maintained the market here. For, as is very well known, the holdings in Brazil are enormous, and one big importer intimated to CANADIAN GROCER that there was enough coffee now to supply the world demand for the next two years. It looks like a maintained and firm market for some time. Cocoa is steady and firm, and prices range on bulk from 24c to 26c according to quantity.

Coffee, Roasted—		
Bogotas, lb.	0 38	0 41
Jamaica, lb.	0 31	0 34
Maracaibo, lb.	0 33½	0 36
Mocha (types)	0 37	0 41

Mexican, lb.	0 37	0 39
Rio, lb.	0 30	0 32
Santos, Bourbon, lb.	0 34	0 36
Santos, lb.	0 33	0 35
Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.) ..		0 24
Do., 100-lb. bbls. (lb.)		0 25
Do., 50-lb. cans (lb.)		0 26

*Teas Are Strong;
Export Expected*

Montreal.

TEAS.—Markets are steady but quiet. That there will be a maintenance of the present price basis is generally expressed, for the markets abroad are quite bare of supplies. It may be a little while before export sales are actually consummated from here, but this is now looked for in due course.

Ceylon and India—		
Pekoe, Souchongs, per lb.	0 47	0 49
Pekoes, per lb.	0 51	0 54
Orange Pekoes	0 55	0 57
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 41	0 43
Broken Orange Pekoes	0 43	0 45
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Orange Pekoes	0 46	0 49

*SHELLED ALMONDS AND
WALNUTS SCARCE AND HIGH*

Last minute advices to CANADIAN GROCER reveal an advance for shelled almonds of 4c to 5c per pound, and of 8c to 9c per pound for shelled walnuts in both Spain and Italy. This is accounted for from the fact that the demand now from Central European States is heavy and various points in the United States are also working along on restricted supplies. With this heavy demand likely to continue, it is probable that prices may still soar. Not only this, but with Europeans willing to buy on the high price basis it is questionable if Canada will get what she wishes to obtain of these two lines. Scarcity will perhaps be further accentuated.

*Spice Interest Light;
Basis Unchanged*

Montreal.

SPICES.—The markets are steady and unchanged. For the most part the past two weeks have ruled quietly as travellers were in and mail orders were naturally the only source of business. Supplies are fairly good and the demand is expected to gradually improve.

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

Celery seed, bulk (nominal) ...	0 85	0 90
Shredded cocoonut, in pails.....	0 21	0 23
Pimento, whole	0 20	0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.		

*Clover Honey High;
Prices the Same*

Montreal.

HONEY, MAPLE PRODUCTS.—A high price basis still continues for honey and the clover grades are very firm. Much pail honey is sold here, and while there is an ample stock of this the basis is well held. No changes are made in maple sugar or syrup. Supplies are limited and the trading done is conducted on a steady and firm basis.

Maple Syrup—		
10-lb. cans, 6 in case, per case.....		\$15 10
5-lb. cans, 12 in case, per case....		17 10
2½-lb. cans, 24 in case, per case....		18 50
Maple Sugar (nominal)	0 33	0 35
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb pails		0 27
10-lb. pails		0 28
5-lb. pails		0 23
Honey—Buckwheat, tins or bbls.		0 23

*Flour Mills Waiting;
Expect Some Change*

Montreal.

FLOURS AND FEEDS.—That there will be a probability of change in the basis of milling wheat flours is anticipated in some quarters. Now that the United States Government has permitted the milling of flour on the old patent basis some look for an early lifting of the restrictions as to the percentage of extraction permissible. This will have the effect of making quotations somewhat less, probably for flour, and higher for shorts and bran. In the meantime there is no change. Feeds are steady and quite active. Crushed oats were quoted last week at \$49. As this feed is usually bought in bags the price has to be added, and from \$55 to \$65 per ton is quoted, according to the quality of the product.

Crushed oats	55 00	65 00
War Standard, Graham and Whole		
Wheat Flours—		
Mixed car lots on track		11 25
Straight car lots on track (minimum 50,000 lbs.), to bakers		11 25
Add 20c for delivery for small lots.		
Shorts, car lots on track		42 25
Bran, per ton, car lots on track ..		37 25
Barley chop	52 00	58 00
Gluten feed (23% protein)—		
F.O.B. Cardinal		62 00
F.O.B. Ft. William		60 00
Feed oats, per bushel (as to grade)	0 95	1 02
Shorts and bran delivered in Montreal \$1.00 per ton extra.		

*Cereals Are Quiet;
Corn Flour Easy*

Montreal.

CEREALS.—A very quiet situation prevails with regard to various cereals and the movement will perhaps be small for a little time yet. Corn flour of the white variety has eased somewhat although the range only has been effected. Revisions may be looked for on some of the lines in the near future, when re-

strictions are removed and the holiday quiet has passed away.

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

Cranberries at \$25; Oranges Firmer

Montreal.
FRUITS.—Oranges are somewhat firmer, although the basis is without change. Cranberries have been quoted as high as \$25 per barrel, and even at this some state that they are selling at but a moderate advance over cost. Apples are steady and the price is well maintained. Best grades are still firm and the demand has been fair. Grapes are still available in fair variety and prices are steady and very firm.

Apples—	.....	.....
Baldwins, No. 1	.....	6 00
Blenheims	.....	5 00
Wealthy (in bbls.), No. 1	.....	7 50
Do., No. 2	.....	6 00
Greenings, No. 1	.....	6 00
McIntosh Reds (best)	.....	8 50
Gravensteins, No. 1	.....	4 50
Fameuse, No. 1	.....	8 00
Spys	.....	7 00
Russets	.....	6 50
Kings, No. 1	.....	6 50
Do., No. 2	.....	6 00
Wagners	.....	5 75
Apples (in boxes)	.....	3 50
Bananas (fancy large), bunch	.....	4 50
Cranberries, bbl.	.....	18 00
Do., gal.	.....	0 75
Grapes—	.....	.....
Spanish Almeria, keg (heavy)	.....	11 00
Do., (med.)	.....	10 00
Tokays	.....	3 00
Malagas	.....	2 50
Emperor, keg	.....	5 50
Grapefruit (fancy Porto Rico)	.....	4 50
Do., gal.	.....	1 00
Lemons (fancy new Malagas)	.....	6 00
Lemons (California)	.....	8 00
Pears, Cal., eating, small box	.....	4 00
Pears, California (110 size)	.....	5 50
Oranges, Porto Rico	.....	5 00
Oranges, Florida	.....	5 50
Oranges (Cal. navel)	.....	7 50
Oranges (California)	.....	8 00
Oranges (Mexican)	.....	6 00

Celery is High; No Spanish Onions?

Montreal.
VEGETABLES.—It is very difficult to get supplies of good grade celery, vegetable dealers state. There is a dearth of reliable stock, and even celery hearts of the local variety are selling at \$1 per bunch. It is stated that the hope of getting Spanish onions forward is small. These are likely to be wanted in Europe and supplies here may therefore be limited or quite unavailable altogether.

Artichokes (bag)	.....	2 25
Onions, new string (American)	.....	.....
Beets, basket	.....	3 00
Beets, bag	.....	6 75

Brussels Sprouts, quarts	.....	0 20
Brussels Sprouts (doz.)	.....	1 00
Cucumbers, Boston (doz.)	.....	4 00
Cauliflower (Montreal), doz.	.....	2 00
Cauliflower (imported), bbl., 2 1/2 to 3 doz.	.....	8 00
Cabbage (Montreal), doz.	.....	0 50
Cabbage, bbl.	.....	1 50
Carrots, bag	.....	0 75
Celery (Montreal), doz.	.....	1 00
Do., crates (6-7 doz.)	.....	7 00
Celery, Boston (2 doz.)	.....	3 75
Celery, California	.....	13 00
Horseradish, lb.	.....	0 20
Lettuce, curly (doz.)	.....	0 50
Lettuce, Boston, box	.....	3 50
Leeks	.....	3 50
Mint	.....	0 60
Mushrooms, lb.	.....	1 00

Basket (about 3 1/2 lbs.)	.....	3 00
Onions, Can., bag (75 lbs.)	.....	1 50
No. 1 Yellow (75 lbs.)	.....	1 75
No. 1 Red (75 lbs.), crate	.....	1 50
Onions, Spring (imported), doz.	.....	0 40
Oyster Plant	.....	0 50
Parsnips, bag	.....	1 25
Parsley (Canadian)	.....	0 50
Potatoes, Montreal new (90-lb. bag)	.....	1 60
Potatoes (New Brunswick), bag	.....	1 90
Potatoes (sweet), hamper	.....	3 25
Romane	.....	0 50
Spinach, box	.....	1 00
Squash (Huber), doz.	.....	3 00
Turnips, per bag	.....	1 00
Tomatoes (hothouse), lb.	.....	0 40
Tomatoes, crates	.....	8 00
Watercress (Can.)	.....	0 50

ONTARIO MARKETS

TORONTO, Jan. 8.—Higher prices have been named on some lines of yeast cakes, baking powder, cream of tartar and soda. Prices on sealers for 1919 are out, and revised prices have been issued on one line of plug and cut tobaccos which provide for an advance. West India molasses is down about 10c per gallon. The embargo on the export of prunes from the United States to Canada has been lifted, which will be welcome news to the trade. Deliveries will be very fair and practically a complete range of sizes is to come, though very small quantities in some. Some damage to the orange crop in California has been occasioned by frost. Apples are firm, while prices on cornmeal have eased slightly.

Plenty of Sugar; Differentials Revised

Toronto.
SUGAR.—Indications are that there is plenty of sugar available to meet present needs, and the supply seems likely to show steady improvement, as requirements of the trade extend. All refiners are now on the same basis of quoting and the differentials, with one exception, are the same also. Reports indicate that manufacturers are buying sugar quite freely, and it is expected regular domestic trade will brighten up in another couple of weeks. The present basis of quoting and differentials follows:

Basis 100-lb. bags	
Atlantic, extra granulated	.....\$10 27
St. Lawrence, extra granulated	..... 10 27
Acadia Sugar Refinery, extra granulated	..... 10 27
Can. Sugar Refinery, extra granulated	..... 10 27
Dom. Sugar Refinery, extra granulated	..... 10 27
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, 50/2s, 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, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Sealer Prices Announced For 1919

Toronto.
SEALERS—Prices on sealers for 1919 have been announced, the following quotations and terms being in effect:
Crown and Gem, wine measure, small, \$11.50; medium, \$12.00; large, \$15.00.
Imperial measure, Crown style only, small, \$12.00; medium, \$13.00; large, \$17.00; Perfect Seal, small, \$12.50; medium, \$13.00; large, \$17.25.
Terms: Net 30 days from June 1 for

deliveries before that date. Net 30 days from date of shipment for deliveries after that date, f.o.b., Montreal, Wallaceburg, Toronto.

Shipments from March 1 to June 1, 1919, at manufacturers' option. No allowance for breakage and no rebates or variations from list prices.

Yeast Cakes, Baking Powder, Lye, Soda Up

Toronto.
YEAST CAKES, BAKING POWDER, LYE, SODA.—A new price list has been issued by the E. W. Gillett Co., Ltd., Toronto, on their products, slight advances being generally effective. The new prices, which are being quoted to the trade, are as follows:

Royal Yeast Cakes, per case 3 doz. packages, \$1.70; Gillett's Perfumed Lye, per case 4 doz., 1 case lots, \$5.85; 3 cases, \$5.75; 5 cases or more, \$5.70; Magic Baking Powder, per dozen, 2 oz. in 6 doz. cases, 85c; 4 oz. in 4 doz. cases, \$1.35; 6 oz. in 4 doz. cases, \$1.80; 8 oz. in 4 dozen cases, \$2.35; 12 oz. in 4 doz. cases, \$2.90; 12 oz. in 2 doz. cases, \$3.00; 16 oz. in 4 doz. cases, \$3.70; 16 oz. in 2 doz. cases, \$3.80; 2 1/2-lb. in 1 doz. cases, \$8.90; 5-lb. in 1/2 doz. cases, \$16.10; assorted case containing 2 doz. 6-oz. cans, 1 doz. 12-oz. cans and 1 doz. 16-oz. cans, \$10.40 per case; Gillett's Cream Tartar, 1/4-lb. paper pkgs., 4 doz. in case, \$3.55 per doz.; 1/2-lb. paper pkgs., 4 doz. in case, \$6.50 per doz.; assorted 4 doz. 1/4-lb. paper pkgs. and 2 doz. 1/2-lb. paper pkgs., \$27.00 case; 1/2-lb. cans with screw covers, 4 doz. in case, \$7.65 per doz.; 5-lb. square canisters, 1/2 doz. in case, \$1.18 per pound; 10-lb. wooden cases, \$1.10 per pound; 25-lb. wooden pails, \$1.10 per pound; 100-lb. lined kegs, \$1.07 per pound; Magic Bi-Carb Soda, Case No. 1, 60 1-lb. pkgs., 1 case lots, \$4.80 case; 5 cases or more, \$4.75 case; Case No. 5, 100 10-oz. pkgs., 1 case lots, \$5.40 case; 5 cases or more, \$5.30; Gillett's High-Grade Bi-Carb. Soda, 100-lb. kegs, \$5.70 per keg, in factory, Toronto; 400-lb. bbls., \$16.10 per bbl. in factory, Toronto.

West India Molasses Declines

Toronto.
MOLASSES, SYRUPS. — Prices on

West India molasses have declined and new quotations to the trade will be made on a basis about 10c per gallon below present levels. There is a fair amount of business being done, but along with most lines the movement is not brisk.

Syrups show no material change. The grain market on corn reveals considerable strength, which is a factor in holding corn syrup at present levels. Cane syrups are steadily maintained with no changes reported.

Corn Syrups—		
case	5 60	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cases, 10-lb. tins, white, 1/2 doz. in case	5 90	
Cases, 5-lb. tins, white, 1 doz. in case	6 10	
Cases, 2-lb. tins, white, 2 doz. in case	5 30	
Barrels, per lb.	0 97 1/2	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 40	
Cases, 10-lb. tins, yellow, 1/2 doz. in case		
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cane Syrups—		
Barrels and half barrels, lb.	0 08	0 08 1/2
Cases, 2-lb. tins, 2 doz. in case		7 00
Molasses—		
Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, 1/2 bbls., gal.		0 56
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes		5 20
Tins, 2-lb., baking grade, case 2 doz.		5 50
Tins, 3-lb., baking grade, case of 2 doz.		7 40
Tins, 5-lb., baking grade, case of 1 doz.		
Tins, 10-lb., baking grade, case of 1/2 doz.		
West Indies, 1 1/2s, 48s		6 95

Quiet Prevails in Canned Goods

Toronto.
CANNED GOODS.—Generally speaking, canned goods are quiet. The question of a probable increase in the demand for lumber camps, which will be in full swing from now until Spring at least, has had a firming influence and the possibility of a very good volume of export business is also a steadying influence.

Whale steak is now in wholesalers' hands, and it is said is not unlike corn beef. A very good demand is looked for once the trade takes hold of the line, and it is considered quite reasonable in price.

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Coboes, 1/2-lb. tins	1 85	1 90
Coboes, 1-lb. tins	3 45	3 75
Red springs, 1-lb. talls	3 65	3 95
White springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		8 75
Whale Steak, 1s flat, doz.		1 75
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s	1 90	2 30
Tomatoes, 2 1/2s	1 80	2 10
Pears, standard	1 50	1 95
Pears, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.	2 40	2 60
Pumpkins, 2 1/2s	1 80	2 00
Spinach, 2s, doz.		1 90

Do., 2 1/2's, doz.	2 52 1/2	2 55
Do., 10s, doz.	7 55	7 57 1/2
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 60
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 37 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, fruit sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	2 40	4 25
Do., 4s, each		0 98
Strawberries, 16 oz., doz.	3 90	4 10
Do., 4s, each		1 08

Prunes Finally Released to Canada

Toronto.
DRIED FRUITS.—After weeks and months of uncertainty, prunes have finally been taken from the embargo list of

LID AGAIN PLACED ON PORTUGUESE FIGS

After the signing of the armistice the Portuguese Government raised the embargo against the export of figs. This was welcome news and supplies were permitted free course to the markets on this side of the water. News just available by CANADIAN GROCER reveals the fact that the embargo has again been made effective, and that supplies of figs from this source are likely to be short for some time is certain. All indications point to a firm market on such imported lines as these, and is a reflection of the active demand developing in the markets of Europe.

exports in the United States, and indications are that Canada will get a very fair supply and a much better range of sizes than had been expected. California and Oregon interests have both submitted details as to what may be expected these appearing elsewhere in this issue. Latest cables from Greece indicate that lower freight rates now prevail and currants are being quoted at a price about 3c below recent figures. The big selling period is past now, however, and shipments are not expected to be very heavy prior to next fall, when it is thought even lower figures may be available.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 30
Do., choice, 25s	0 25 1/2	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 43 1/2	
Orange	0 45 1/2	
Citron	0 53	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, 1/2 cs. lb.	0 26	0 28
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	6 50	6 75
Dromedary dates, 3 doz. in case	7 50	7 75
Figs—		
Taps, lb.		
Malagas, lb.		

Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		6 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 18
40-50s, per lb.		0 19
50-60s, per lb.	0 16 1/2	0 18
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 12 1/2	0 13
100-120s		0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 23
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Seedless, 15 oz. packets	0 14 1/2	0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, 25s	0 14	0 16
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompson's	0 16	0 17 1/2
1 Crown Muscatels, floated, 50s		0 14
Spanish, Connoisseurs, 1/4 boxes		2 00

Teas Show Firmer Undertone

Toronto.
TEAS.—A somewhat firmer tone is noticeable in the market, export from America being the main factor in this feeling. Cables from Colombo reveal higher prices, the fact that ships are now going to London being the element which has stiffened values. Export from America will be welcomed, as in this way the market can be cleaned up of surplus stocks, many of which are undesirable for this trade.

Ceylon and India—		
Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 59
Orange Pekoes	0 56	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Some Coffees Up; Primary Mark Time

Toronto.
COFFEES.—Higher prices have been established on some lines of coffee, Chase & Sanborn issuing a new price list which reveals quotations on their line of 46c per pound in 1-lb. cans, 45c in 2-lb. cans and 47c in 1/2-lb. can. Dalton's French Drip coffee is also higher, 1-lb. cans advancing to 52c per pound; 1/2-lb. cans to 53c and 1/4-lb. cans to 54c. Primary points generally show coffee marking time at high levels.

Cocoa is very firm and the market seems to show tendencies towards somewhat higher levels.

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

Spice Markets

Dull; Cloves Easier

Toronto

SPICES.—Generally speaking the spice markets are dull. The holidays breaking in with little active demand just at this season has carried the market through into the new year with little change. Cloves are somewhat easier at 70 to 75c per pound. Readjustments in many lines may be looked for, but advices from primary points would indicate that these will come very slowly.

	Per lb.	
Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 70	0 75
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 44	0 46
Peppers, white	0 50	0 55
Paprika, lb.	0 60	0 65
Nutmegs, select, whole, 100s	0 45	0 50
Do., 80s	0 55	0 65
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 55
Celery seed, whole	0 25	0 75
Coriander, whole	0 25	0 35
Caraway seed, whole	0 90	1 00
Tumeric	0 30	0 30
Cream of Tartar— French, pure	1 00	1 10
American high test	2 00	2 00
2-oz. packages, doz.	3 50	3 50
4-oz. packages, doz.	6 75	6 80
8 oz. tins, doz.	0 21	0 21
Tartarine, barrels, lb.	1 75	1 75
Do., 8 oz., doz.	3 25	3 25
Do., 16 oz., doz.	3 25	3 25

Some Lower

Prices on Nuts

Toronto.

NUTS.—Some lower prices are being quoted on a few lines of nuts, filberts and peanuts coming down a cent or two and almonds in some quarters are slightly weaker. This seems to be generally the result of a desire to clean up a few odd lots, for indications are that stocks have been pretty well sold up. Jumbo peanuts, roasted, are being quoted at 19c; filberts at 18c and Spanish peanuts around 16-17c.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 33	0 35
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 18	0 23
Eccans, lb.	0 30	0 30
Cocoonuts, Jamaica, sack	9 00	9 50
Peanuts, Jumbo, roasted	0 19	0 25
Brazil nuts, lb.	0 30	0 32
Shelled— Almonds, lb.	0 45	0 50
Filberts, lb.	0 35	0 45
Walnuts, lb.	0 73	0 77
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 16
Brazil nuts, lb.	0 16	0 16
Brazil nuts, lb.	0 16	0 16

Dull Situation

Shown in Beans

Toronto.

BEANS.—The coming of the new year has brought nothing to stimulate interest in beans. There is practically no movement in progress, supplies are good and prices rule without change.

Ontario, 1-lb. to 2-lb. pickers, bu.	6 00	6 75
Do., hand-picked	7 00	7 00
Can. White Kidney Beans, bush.	8 40	9 00
Japanese Kotonashi, per bush.	7 00	7 00
Rangoons, per bushel	6 00	6 00
Limas, per pound	0 17½	0 17½

Tapioca Down ½c;

Rice Steady

Toronto.

RICES.—A decline of ½c per pound in tapioca is reported in some quarters, making price 14c per pound. Sago has been similarly affected. The market is just a little quiet now with indications that supplies are very good.

Rice seems to be ruling with a steady undertone, and it is indicated that some lines show an advanced cost during the week. There has been no quotable change in prices to the trade as yet.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	12 75	13
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 50
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	9 50	10 00
Do., Simiu	13 00	13 00
Do., Mujin, No. 1	12 00	12 00
Do., Pakling	11 50	11 50
Tapioca, per lb.	0 14	0 14½
White Sago	0 14	0 14½

Package Goods

Undergo No Changes

Toronto.

PACKAGE GOODS.—There have

PLUG AND CUT TOBACCOS REVISED

New Sizes, New Packages, New Prices

A NEW price list on plug and cut tobaccos has been issued by the Imperial Tobacco Co. The complete list is reproduced below and this reveals an advance in price on most lines ranging from 10c to 12c per pound. It will also be noted that the size of plug and the method of packing has, in some

instances, been changed. It will be possible for a little while to secure through wholesalers some of the old style packages, but these will soon be supplanted by stocks represented in lists as shown below. This list, which is dated January 2, 1919, replaces all previous lists:

CUT TOBACCO

Brands	Description of Packing	Wght of Cases (lbs.)	Price per lb.
FOREST AND STREAM—1/9	Tins—2-lb. cartons	8 24	\$1.44
FOREST AND STREAM—1/4, 1/2 and 1-lb.	Tins—2-lb. cartons	24 48	1.50
FOREST AND STREAM—1-lb.	Glass Humidors—1-lb. cartons	3	1.75
GREAT WEST—1/9	Pouches—3-lb. cartons	24	1.12
GREAT WEST—1/4-lb.	Tins	25	50
GREAT WEST—1-lb.	Lunch Boxes	24	48
MASTER WORKMAN—1/9	Packages—2-lb. cartons	8 18	1.12
MASTER WORKMAN—1/9	Packages—5-lb. cartons	25	1.12

BLACK PLUGS CHEWING

Brands	Plugs to lb.	Size of plugs	Descr. and Wght. of Pkgs.			Price per lb.
			Butts	1/2 Cads	1/4 Cads	
BLACK WATCH	10	2 x 8	12	6	6	\$1.20
CLUB	12	2 x 3	12	6	6	1.00
CURRENCY	12	2 x 3	12	6	6	1.00
CURRENCY (BARS)	24	12	12	6	6	1.00
OLD FOX	12	2 x 3	12	6	6	1.00

TWISTS

Brands	Plugs to lb.	1/2 Cads	Price per lb.
FAVORITE	16	9	\$1.15
FAVORITE	12	9	1.15
MICMAC	16	9	1.15
MICMAC	12	9	1.15

BRIGHT CHEWING

Brands	Plugs to lb.	Size of plugs (ounces)	Weight	Cuts			Price per lb.
				Bar	1/2 Cads	1/4 Cads	
BOBS	12	2 x 3	12	6	10	6	\$1.00
EMPIRE NAVY (BARS)	9	3-5	3 x 12	6	10	8	1.25
OLD KENTUCKY (BARS)	10	2 x 3	10	2 x 12	5	8	1.25
PAY ROLL	10	2 x 3	10	2 x 3	5	6	1.25
PAY ROLL (BARS)	10	2-3	2 x 12	5	7½	24	1.25
STAG (BARS)	10	3-5	3 x 12	6	9	6	1.08
WALNUT	10	2 x 3	10	2 x 3	5	2	1.25

BRIGHT SMOKING

Brands	Plugs to lb.	Size of Plugs	Weight	Size	Cuts			Price per lb.
					Bar	1/2 Cads	1/4 Cads	
DERBY	9	2 2-5 x 3	12	3 x 12	6	8	8	\$1.00
FIRE CHIEF	12	3 x 12	12	3 x 12	6	8	8	1.00
MASTER WORKMAN (BARS)	11	2-5	3 x 12	5	7	14	3½	1.20
OLD VIRGINIA	12	1½ x 3	12	3 x 12	6	8	8	1.50
OLD VIRGINIA	7	1-5	2 x 3	12	6	8	8	1.50
OLD VIRGINIA	4	3 x 6	12	3 x 12	6	8	8	1.50
PEDRO	9	1-3	3 x 6	12	3 x 12	6	8	1.20

Brands	Plugs to lb.	Size of Plugs	Weight	Size	Bar	1/2 Cads	1/4 Cads	Boxes	Price per lb.
ROSEBUD	7½	2 x 3	12	3 x 12	5	9	8	4	.97
ROSEBUD (BARS)	8	4-5	3 x 12	5	9	8	4	6	1.15
SHAMROCK	9	2 x 3	12	3 x 12	6	8	6	6	1.08

BLACK SMOKING

Brands	Plugs to lb.	Size of Plugs	1/4 Cads	Price per lb.
B.L.	9	2 x 3	6	\$1.18

been no revisions made in package goods this week. There is little movement reported in any one line, stock-taking and quiet generally noticeable at this season being factors which preclude heavy buying.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Shredded Wheat, 36s, regular, case	4 50
Porridge wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, dozen	1 45

Little Movement of Honey; Maple Syrup

Toronto.
HONEY.—There is nothing new in the way of an active demand to report, but somewhat easier prices are noticeable in some quarters, clover in 60-lb. tins selling as low as 26c per pound. Buckwheat in 60-lb. tins is quoted at 23c per pound. Maple syrup is dull and featureless, prices remaining unchanged and movement light.

Honey—		
Clover, 2½-lb. tins	0 29	0 30
5-lb. tins	0 28	0 29
10-lb. tins	0 28	0 29
60-lb. tins	0 26	0 27
Buckwheat, 60-lb. tin, lb.	0 23	0 23
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	3 00

Maple Syrup—		
No. 1, 10-lb. tins, 6 to case	15 10	15 10
No. 2, 5-lb. tins, 12 to case	17 10	17 10
No. 3, 2½-lb. tins, 24 to case	18 50	18 50
No. 3, 32-oz. bottles, 24 to case	16 70	16 70
Gallon tins, Imperial, per gal.	2 25	2 25
5-gallon tins, Imperial, per tin	10 50	10 50
Barrels, 25 or 40 Imp. gals., gal.	2 00	2 00

Oranges Hit by Frost; Uncertain

Toronto.
FRUITS.—Advices reaching the trade this week indicate that some damage has been done the orange crop in California by frost. The Government has stepped in and stopped picking for ten days until extent of damage can be determined. It is possible the northern crop Valencias may be hurt, and lemons may also have been affected. Grapefruit continues firm at primary points. Cuban is reported in with little coming from Florida. Locally, the supply is considered moderate. Prices are high on bananas, but a gradual improvement in shipping with bigger arrivals may bring about lower price levels. Apples are very strong, there being a heavy export demand, which those having any stock are endeavoring to take care of. Strawberries are down 10c to 90c per box this week.

Apples—			
11-qt. basket	0 30	0 50	
Do., B.C., McIntosh Reds, box	3 00	3 00	
Do., B.C. Jonathans, box	3 25	3 25	
Do., Rome Beauty, box	3 25	3 50	
Do., Winesaps, box	3 25	3 25	
Do., Spys, box	2 00	3 25	
Do., Greenings, box	2 15	2 25	
Do., Baldwins, box	2 00	2 25	
Do., in Barrels, No. 1	No. 2	No. 3	
Greenings	6 00	5 50	
Baldwins	6 00	5 50	4 00
Spys	7 50	6 00	4 50
Russets	6 00	5 50	
Tolman Sweets	6 00	5 00	
Bananas, per lb.	0 06½	0 07	
Grapes—			
Do., Malagas, bbl.	12 00	15 00	

Grapefruit—		
Florida, 46s	5 50	
Do., 54s, 64s	4 75	5 75
Do., 70s, 80s, 96s, 100s	5 25	6 00
Oranges—		
Florida, 126s	4 75	5 50
Do., 150s	4 75	5 50
Do., 176s, 200s, 216s	4 75	5 50
Florida Tangerines, all sizes, ½ box	4 00	4 75
California navels, 100s	5 00	
Do., 126s	5 50	
Do., 150s	6 00	
Do., 176s	6 50	
Do., 200s, 216s, 250s, 288s	6 50	7 00
Lemons, Cal., case	4 00	5 00
Strawberries, Florida, box	0 90	

California Cabbage Here; Celery Firm

Toronto.
VEGETABLES.—A shipment of California cabbage is reported in, this being said to be good stock, nice and green and heads hard. Price to the trade is around \$3.00 crate, crate weighing about 80 pounds. The market on celery is very firm. Local stock is pretty well exhausted, and California remains high with possibility of even higher levels if freeze up has touched the crop. Potatoes show no particular feature of interest and onions are in unchanged position.

Beans, green, hamper	4 50	5 00
Cabbage, Can., bbl.	1 25	1 50
Do., Cal., crates	3 00	3 00
Carrots, bag	0 75	1 00
Cauliflower, California, 246, case	6 50	6 50
Celery—		
Do., California, case	11 00	12 00
Cucumbers, doz.	4 00	4 00
Endives, dozen	0 75	0 90
Lettuce head, Louisiana, hamper	3 50	4 00
Do., Do., Florida, large hampers	6 00	6 00
Do., leaf, dozen	0 30	0 35
Melons, Casaba, 6-8 to case, case	2 75	3 00
Mushrooms, 3-lb. boxes	3 00	3 00
Onions, Can. Yellow, 100-lb. bag	2 25	2 25
Do., green, Shallots, doz.	0 80	0 90
Parsley, jumbo bunches, doz.	0 75	0 75
Parsnips, bag	1 00	1 25
Peppers, green, dozen	0 90	0 90
Potatoes, sweet kiln dried, hamper	3 00	3 10
Potatoes, Ontario, bag	1 60	1 65
Do., N.B. Delawares, bag	1 85	2 00
Tomatoes, Hothouse, lb.	0 30	0 35
Turnips, bag	0 75	0 75

Market Very Quiet on Flour

Toronto.
FLOUR.—Indications are that the market on flour is very quiet. There is lots of wheat available to mill, but there is little demand reported. What course may be pursued is as yet unknown, no word of Government action being given out as yet.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Bran in Short Supply; Feeds Quiet

Toronto.
MILL FEEDS.—Indications are that the market on mill feeds is quiet, much more so than usual at this time of year. There is a shortage of bran reported, millers devoting their activities largely to shorts. Indications are that farmers are feeding oats and barley instead of mill feeds, which may explain present lull in movement to the trade.

Bran, per ton	\$37 00
Shorts, per ton	42 00

Cornmeal Slightly Easier; Oats Vary

Toronto.
CERIALS.—A slightly easier price is noted in cornmeal, though the grain market seems to be showing quite a good deal of strength just now. Rolled oats seem to be in the buyer's favor just now, though lower prices reported do not seem to have stimulated interest particularly—rather is the reverse the case. The market on the grain seems to be on the upward move here, too, but whether this will tend to steady the market is uncertain.

	Single Bag	Lots
	F.o.b. Toronto	
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 75	5 20
Barley Flour, 98s	5 50	6 00
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 00	5 50
Do., fancy yellow, 98s	4 50	5 40
Corn flour, white, bbl.	9 80	10 35
Do., Government standard, bbl.	9 85	10 15
Hominy grits, 98s	5 50	6 60
Hominy, pearl, 98s	5 25	6 10
Rolled Oats, 90s	4 65	5 00
Oatmeal, 98s	5 15	5 85
Potato Flour, lb.	0 18	0 18
Oat Flour	5 50	6 20
Rolled wheat, 100-lb. bbl.	6 75	7 00
Rice Flour, per 100 lbs.	9 00	12 00
Rye Flour, 98s	6 50	7 25
Peas, split, lb.	0 07½	0 09½
Blue peas, lb.	0 11	0 15

Above prices give range of quotations to the retail trade.

U.S. WILL PROTECT ITSELF AGAINST DUMPING OF WHEAT

The United States Congress has been asked to pass legislation to make effective the wheat price guarantee for the 1919 crop and at the same time to safeguard the Government against losses. The request was made by the Department of Agriculture and the Food Administration and the recommendations are as follows:

First, extension by Congress beyond June 1, 1920, of the date for the Government purchase of the 1919 crop.

Second, continuance of the Food Administration's Grain Corporation, or creation of a new agency to buy, store and sell 1919 wheat that may be offered to the Government; and

Third, possible legislative provisions to protect the Government against wheat or flour brought in from other countries during the period of effectiveness of the guaranteed price and also to protect buyers of such wheat as long as the wheat is in this country and not consumed.

EXPORT WILL BE MADE OF VARIOUS CANNED GOODS

A Montreal canned goods operator informed CANADIAN GROCER that he had orders in hand for the exportation of some 10,000 cases of canned goods and that this order would be executed forthwith. The restrictions have now been lifted as far as export of apples, peas and canned tomatoes are concerned, and it is very probable that considerable movement to the seaboard will presently develop. Enquiries have been received from large buyers in Europe.

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 7.—There have been a number of price changes on this week's markets. California lima beans are offering at 15½c for medium, 20c being asked for the large. Kootenashi beans are 12c. Flour is down to \$10.50 barrel; rye \$11.20. Ontario apples, gallons, are \$2.85; navel oranges \$6 to \$8; lemons \$7 to \$7.50. All Gillett's goods advanced, Red Rose coffee advanced 10c a pound. Royal Crown Castile soap is 45c a case higher. Wagstaff's jams go up 2c per pail. Sago and tapioca quoted at 12c to 12½c in sack lots.

Beans, small white, per cwt.	10 50	12 00
Beans, small, ivory, lb.	0 07	0 08
Beans, Kootenashi		12 00
Beans, Calif. Lima, med.		0 15½
Do., large		0 20
Flour, 98s, per bbl.	10 50	
Rye flour, 49s, per bbl.	11 20	
Cornmeal, 24s, per bbl.	11 00	
Rolled oats, 80s	4 40	4 50
Rice, Siam, cwt.	9 25	10 00
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large.	27 50	29 50
Butter, creamery, lb.		0 50
Do., dairy, lb.		0 35
Lard, pure, 3s, per case		19 80
Eggs, new-laid, case		18 00
Eggs, No. 1 storage, case		16 50
Candied peel, lemon, lb.		0 34½
Do., orange, lb.		0 36½
Do., citron, lb.		0 39½
Tomatoes, 2½s, stand. case, spot.	3 75	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case		3 50
Apples, gal's., Ontario, case		2 85
Strawberries, 2s, Ontario, case.	8 10	8 50
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.		0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 18	0 20
Peaches, 2s, Ontario, case		4 75
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves		18 50
Potatoes, per ton		33 00
Oranges, navels	6 00	8 00
Oranges, Florida		
Lemons, case	7 00	7 50
Grapefruit	5 60	7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 7.—Sales of seed now in progress for spring delivery show record prices for clover, and for timothy almost as high as last year. Timothy No. 1, \$17 to \$17.25; No. 2, \$14.25 to \$14.50; Clover Alsace, \$34.50 to \$36.50; Red Clover, \$53.50 to \$56; Mammoth,

\$54.50 to \$59. There are few changes in market. American pork is easier, \$58 to \$64. Florida oranges, \$6 to \$7.50. Apples, \$2 to \$7. There are no evaporated peaches left in this market.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.		\$12 65
Cornmeal, gran., bags	6 50	6 75
Cornmeal, ordinary, bags	3 65	3 75
Rice, Siam, per 100	9 00	9 10
Sugar—		
Standard, granulated	10 25	10 30
No. 1, yellow	9 75	9 80
Cheese, N.B., twins	0 30	0 31
Eggs, fresh, doz.		0 70
Eggs, case	0 55	0 56
Breakfast bacon	0 38	0 40
Butter, creamery, per lb	0 50	0 52
Butter, dairy, per lb.	0 45	0 48
Butter, tub	0 43	0 45
Margarine	0 33	0 35
Lard, pure, lb.	0 35	0 35½
Lard, compound	0 28	0 28½
American clear pork	58 00	64 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 40
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 90
Peas, standard case		3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 16½	0 17
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags.	2 10	2 25
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 00	8 50
Oranges, Florida	6 00	7 50
Grapefruit, case	6 00	7 00
Bananas, per lb.	0 09	0 10
Apples, N.S.	2 00	7 00

A CASE OF SPLENDID MANAGEMENT

(Continued from page 28)

the bag used. The same applies to butter plates and every other package material.

Thus many of our old-time ways must now be revised. In our store years ago we figured all wrappings as merchandise, because, just as my friend says, they were sold. Now the only safe way, in regions where new laws prevail, is to charge them all to expense. Further, inasmuch as those laws tend to be extended to cover other regions, it should seem safest to begin the new system everywhere at once.

My friend says that "Not all paper and bags are thus sold, but who can state the amount sold and not sold?" In that case, there is just one safe course. That is, to charge it all to expense.

What will we do with revenue derived from salvage sales—empty bags, boxes, waste papers, etc.? Well, what do any of us do with it now? We ring it up on the register, do we not? If we do, it operates in two ways. It swells our merchandise sales, and thus reduces

by just so much the ratio of what would otherwise be our overhead expense—reduces in fact, the general ratio of expense by swelling sales. It also adds to our general profit account by just so much "velvet," as my correspondent says. Now, velvet is very nice if we know it is all silk and a yard wide; but only partial comfort if we doubt its genuineness. If we are not sure that the velvet fully offsets the expenditure made, but not charged, for expense items, there is little good in velvet. How then to be sure?

The way to know that velvet is surely velvet is to charge every doubtful item to expense. Then every bit of velvet, all salvage from merchandise or expense items, every unlooked for and uncalculated sale of anything not charged to merchandise operates as a buffer between us and the many uncounted and unseen leaks which exist in the best regulated business. And I always have been strong for buffers—believe me, I like 'em! They are the sheet anchor of retailing. Remember, no harm can result from having more cash in your till than your accounts show, but there is much harm in not having as much.

Slop over on buffers anytime!

This Man Has Right Ideas

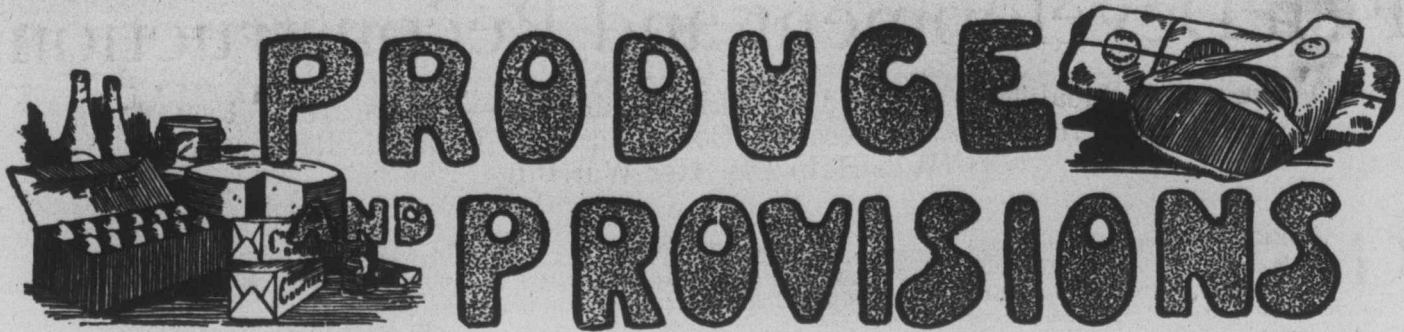
Aside from this little tendency to argify about a pet theory—which is a weakness common to most of us—this Canadian merchant shows he is made right and has right ideas. Note that remark he makes about the disadvantage of trying to run on too little help. Economy, you know, is a good thing, but too much of it—like too much of anything else—is not good. It's like saving—a virtue in correct proportion, but miserliness if overdone. Old Solomon had it about right:

"There is that scattereth and yet increaseth, and there is that withholdeth more than is meet, but it tendeth to poverty."

Get that? Truly, the right management of a grocery business is fascinating as well as profitable. Let's keep on studying. So long as we put deep thought and hard work into the business, and keep our minds open to new ideas, we shall be in a fair way to make a success.

I hope to hear further both from Texas and Canada!

The elevator of the Superior Elevator Company, Fort William, was destroyed recently by fire, along with a stock of grain in the elevator at the time. The loss is covered by insurance.



PRODUCE AND PROVISIONS

Specialized Meat Service Brings Trade

Understanding the Likes and Dislikes of a Customer a Large Factor in Business—The Double Service Store Gets the Summer Trade—Fewer Deliveries an Advantage to Everyone

MORE and more the grocery merchant is beginning to realize the very close connection between the grocery and the butcher business. Some few years ago they were two distinct businesses that no one would have thought of bringing together. Today there is hardly a grocery store that does not handle some at least of the goods that formerly belonged exclusively to the butcher, and hardly a butcher that does not handle a very fair proportion of grocery lines.

It began with lard, and shortening, and butter and eggs, and developed into cooked meats and hams and bacons till these latter items are now often proving to be one of the most important departments of the store's trade. Very often too, the development has gone still farther and has inaugurated a complete meat department in connection with the store to give the added service without doubling the cost of business.

Advantages in Handling Summer Trade

J. J. Hatley of Orillia have developed such a service to their profit. The stores adjoin one another with an archway between them, and in this space is the office that serves both departments. This association of the two departments and the fish department that occupies the rear of the grocery store has meant an ever-increasing business for the store.

There is a large summer business around Orillia, and the double service store has a very large appeal to such a trade. To begin with, the summer visitor usually is a stranger and does not want to form too many business connections; moreover, it is a disadvantage to have too many deliveries as the summer cottager is not always at home as is usually the case with the city dweller, therefore the store that offers them the double service and the minimum of deliveries naturally obtains their trade.

This has been the experience of the store, and moreover the co-operation of the two departments has been a very large factor in building business generally the year round, while the sharing of so many expenses between the two de-

partments of the business has materially decreased the actual costs of operation.

Hind Bros., of Barrie, Ont., is another firm who have found the combination of these two departments very beneficial to trade. The meat department is given a very prominent place in the front of the store, and as the store is somewhat away from other butcher stores in the town this has been a large drawing factor and has meant many paying customers to the store as a whole.

A Specialized Department

There are many stores, however, which have not the opportunity at present of developing such a department, or whose owners, for one reason or another do not think it would be advisable to do so. There are many of these storekeepers, however who are not willing to let the entire benefit of this trade pass them by, and who therefore make a department for cooked and cured meats and the items that go with them, finding in these lines a large trade, as large a trade as may be handled, perhaps, without the added assistance of a trained butcher to assist in buying and to protect the store against loss.

Among such stores might be noted that of T. B. Cramp, Orillia. Mr. Cramp has a finely arranged provision department, devoted entirely to this business, at the rear of the grocery department where it is located close to the large store refrigerator. This permits a careful handling of all the products and a care in keeping them always attractive looking, which is essential to a real business in this department. This arrangement Mr. Cramp has found to work out very satisfactorily. The measure of business done in a year totals up to a very creditable average, and he has also found that it has been a factor in obtaining other business, and is therefore worth more than the business done by the department.

Keeping Cooked Meats to the Fore

Crothers and Curry, Collingwood, Ont., make a practice of always keeping a glass-faced display case attractively ar-

ranged with cooked meats at the front of the store. There are many occasions, they have found, when the housewife enters the store undecided as to just what she wants. This suggestion on the counter directs her attention to these goods and results in a great many cases in sales. This has been found to be a very satisfactory item of business and one that does not detract from any other business, but might, on the other hand, be considered as found profit.

Meat Cutter an Essential

J. B. Harrell and Son, Midland, Ont., have built up a substantial demand for cooked and cured meats by fostering a demand for a special quality and grade of goods and by seeing that these goods in that identical quality were always available. There are people who have been buying their bacon here for years because the store has taken the trouble to discover the brand of bacon that suits them best and has made a point of always having this brand of goods available. The company uses a modern meat cutter and believes it is indispensable if the trade is to be kept at its highest level. Such equipment they believe is essential to good service, and is at the same time a money saver for the store. A man can cut in five minutes bacon that it would take him an hour to cut by hand. It is a saving, too, in the wastage that used formerly to be such a large item in these sales. Such equipment pays for itself in no time is the opinion of this firm.

Care in Selection an Important Factor

A. D. Parsons is another Midland, Ont., merchant who has built up a nice little business in cooked and cured meats by the simple process of giving the customers the grade of goods that appeared to suit them best. He tried all grades at one time or another and subjected them to the decision of the actual purchaser. That has given him a fairly good idea of just what his customers want, and so he supplies them, buying bacon from one firm, some cooked meats

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Fish Development and Reconstruction

The Present an Ideal Time to Build Up This Department—Take Care of Fish When Received from the Wholesaler—Conservation of Canada's Resources Will Help Pay Her War Bill

GROCERS of Canada can do much to develop a basic industry, and in so doing serve their country well and make it profitable to themselves at the same time. Such is the opinion of authorities with regard to the sale of fish. CANADIAN GROCER asked the question of several fish men in Montreal, and received very encouraging replies. Regarding the assistance that they can give many important points are brought out. CANADIAN GROCER is of the opinion that the grocer must see possibilities before him if he is to increase his stock of a given commodity. Others have made good profits in selling fish and there will be a lot of profit made in 1919, throughout Canada. One of the most encouraging statements came from a large producer of fish, when he stated that what the public want most is fresh fish placed before them attractively, or cured fish offered in such form as to make its own appeal.

Some Pitfalls Exposed

One of the apparent drawbacks encountered by a number who have carried a stock of fish, and who have not found it as profitable as they would have liked, is that of carrying this commodity more as a side line than as one of the regular and important sellers. It has been felt sometimes that fish were a very undesirable line to tie money up in; that it was not a nice line to handle, and that in any case the results to be obtained were not likely to show a fair profit.

That some have so developed fish selling as to make a large business of exclusively selling fish, and that these dealers have also made good profits from year to year, even with a heavy overhead expense, is proof positive that fish can be sold to advantage. Their methods have been described in the columns of CANADIAN GROCER, and one Montreal retail fish merchant now maintains six rigs in his delivery service.

To the detriment of the trade it has been stated that many retail stores handle fish so carelessly that it is little wonder profits are small and encouragement to further development lacking. This cannot be charged to the account of the grocer any more, if as much as to the corner store fish dealer who has been but a menace to the trade generally. For instance, he has probably opened a box of codfish or haddies, and these are left for inquisitive folks to handle (probably with dirty hands), and for flies and dogs to reach as they choose. This constitutes one of the greatest faults, apparently, in handling fish successfully, for it is a fruitful source of wanton waste.

Make Plan Now

The purpose of this special article is to point out real advantages that may be adopted and developed in connection with the sale of fish by grocers. It is written now because peace is in sight and early planning for the forward movement that is to come cannot be considered too soon. The twentieth century grocer has many problems to solve. He will have great opposition, it may be, and he always has a most energetic program to follow, every business day.

It may safely be said that if a fish department is to be made profitable plans will require to be made in advance and these will be carefully thought out ahead of time. In making these tentative or definite plans it may be well to consider the proposal to make the store's fish department a separate one, where a comprehensive variety of fresh, smoked, frozen, and cured fish will be found by one's customers. There is this big argument in favor of such planning, and that is found in the wide publicity which the Federal Government is giving to the use of fish in Canadian homes. It is understood by CANADIAN GROCER that this assistance to the dealer will be continued during the present year. To look up with it will be the plan of many, very probably, and the energetic dealer will get the cream of the business and he it is who will make the profit.

From Producer to Consumer

Some successful fish dealers state that their success has been built upon the care with which they have filled the customer's order. That is to say, it has depended upon the wholesomeness of this food, when delivered to the kitchen, whether the customer became a regular weekly patron, or only a periodical one.

Mrs. Jones uses the telephone and wants a fresh salmon or a few pounds of halibut. "Is it fresh?" she asks. This is her first query and the store man thereupon finds that, if he can meet this requirement, it is more important than that of the price he will presently quote. "Patrons want fresh, appetizing fish," said a producer to CANADIAN GROCER. "The price is a secondary consideration with many of them and some of those with plenty of money rarely ask the price at all. It is quality that they seek, and this they are willing to pay for. But give them a piece of tainted or poor fish and they will not return for more."

Many of the big fish men have all supplies come to them direct from the producer by express. This is an ideal way in which to specify shipments. It may be a little more costly, but the extra cost entailed will be worth while when it means freshness in the matter of supply.

In warm weather a few hours make a great difference. Every fish eater wants his fish palatable and appetizing.

The Weekly Fish Day

A suggestion was made the writer that when the weekly fish day arrives every energy should be directed toward the sale of fish. He emphasized the importance of display. Some would have a little board about 12 inches wide and 24 inches long with a big butcher knife on it for cutting, and a few fish poorly displayed before the prospective customer. This man argued that an increase of turnover in one's fish department could scarcely be anticipated under such conditions. He advocated a better display on fish day. If fresh meats were also handled, fish on this special day should receive greater prominence.

A plan that might be successfully adopted and put into immediate effect may be conducted somewhat as follows: Having ordered what fresh fish and special lines it is considered may sell for the week, clearly indicate to your supplier that these are to be sent by fast express at the last moment, the day previous to fish day. Also specify that you desire only prime fish as customers want the best. Maintain a rigid rule in this respect and customers will come to appreciate it. Having secured this supply it will be well to make ready the display window, and it will also have been a good plan to announce the arrival of fresh fish and that it is better to buy early.

Making the Display

Nothing appears to better advantage with fresh fish in a window or interior display than fresh vegetables. Cauliflower, tomatoes, cabbage, cranberries, turnips, beets, brussels sprouts, etc., are excellent in giving effective and pleasing appearance to the showing which has been arranged. Semi-circular or circular plans will be in good taste, or these may be made in a rectangular form also. For the window, the floor thereof will need to be raised somewhat at the back. This will have the advantage of showing the fish up better, and the drip from any ice that is used to place the fish on will find its way toward the front and may be carried off into a receptacle provided for the purpose.

Inside display may be arranged the night before, and this will serve to attract customers that may have come to buy other lines. The stock of tinned fish and meats that is carried will help out here, for it may be that in developing the fresh and cured fish trade, it will not be possible to have much surplus aside from what is shown in the window.

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Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 7.—Advances for the week in the provision market are confined to live and dressed hogs. The undertone is very firm on these owing to the short supply and active buying by packers. Shortening is down half a cent and lard tendencies are easier, with the probability of declines being registered. The butter market is firm and storage supplies are being rapidly absorbed. New-laid eggs may be reduced as soon as the market is being supplied with more of these each week. Storage eggs are being depleted largely each week, the demand being very heavy. Fish markets are quiet, but a stiff advance has been made in the price of live lobsters, while salmon and herrings are lower.

Hogs Sold at \$19.25; Packers Big Buyers

Montreal.
PROVISIONS.—There has been a sharp advance here in live and dressed hogs this week. This is the immediate result of active bidding for supplies by the packers and they seem more than anxious for all the hogs they can get regardless of price. Live are selling at \$19.25 and abattoir killed at \$26 to \$26.50 per cwt. The run was small early in the week. This is not the result of short supplies, apparently, for the abattoir state that the country supplies are large. Whether prices will continue high or not is questionable. For instance, the packers who are selling various products overseas claim that their margins at present are very small, after paying freight and other costs. There is a large demand for bacon, etc., in all parts of the country and prices will perhaps rule high for some time. The cured meat market is fair, but supplies are fully equal to the demand and prices are unchanged.

Hogs, Dressed—		
Abattoir killed, small	26 00	26 50
Do., heavy, 225-275 lbs.	24 50	25 00
Hogs (country dressed)	23 00	23 50
Hogs, live		19 25
Hams—		
Medium, smoked, per lb.—		
(Weights) 16-25 lbs.	0 35	0 36
Large, per lb. (wgh.) 25-35 lbs.	0 32	0 33
Bacon—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Bacon—		
Breakfast, per lb.	0 43½	0 44
Roll, per lb.	0 33½	0 34½
Dry Salt Meats—		
Long clear bacon, ton lots	0 29	0 29½
Long clear bacon, small lots	0 29½	0 30
Fat backs, lb.	0 29½	0 30
Cooked Meats—		
hams, boiled, per lb	0 53	0 54
Hams, roast, per lb.		0 54
Shoulders, boiled, per lb.		0 46
Shoulders, roast, per lb.		0 48
Barrel Pork—		
Canadian short cut (bbl.)		\$56 00
Clear fat backs (bbl.)		68 00
Short cut clear pork (bbl.)		56 00
Heavy mess pork (bbl.)		63 00
Bean pork (bbl.)		52 00

Lard Prices Hold; Undertone is Easy

Montreal.
LARD. — While the undertone was

easy last week and is still so, there has been no actual change of price. The basis rules the same and differentials are without change. Supplies are said to be larger and it is very probably the accumulation of this excess over demand which has resulted in the easier tendencies.

Lard, pure—		
Tierces, 400 lbs., per lb.	0 30½	0 31
Tubs, 50 lbs.	0 31¼	0 31½
Pails, 20 lbs., per lb.	0 31½	0 31¾
Bricks, 1 lb., per lb.	0 32½	0 33

Shortening Down Half a Cent

Montreal.
SHORTENING.—A decline of half a cent per pound is made in the price of shortening this week and the various differentials are reduced in like manner. A fair demand has been in evidence although there is naturally some falling off in orders now that the holiday season is over. Supplies are quite ample.

Shortening—		
Tierces, 400 lbs., per lb.	0 26	0 26¼
Tubs, 50 lbs.	0 26½	0 26¾
Pails, 20 lbs., per lb.	0 26¾	0 27
Bricks, 1 lb., per lb.	0 28	0 28¼

Margarine at 32c; Demand Unchanged

Montreal.
MARGARINE.—The easy undertone of the past while shows itself this week in a reduction to 32c per pound for some grades, while 34c is about the outside mark for select grades. The demand is unchanged and supplies here are quite ample for the requirements of the trade.

Margarine—		
Prints, according to quality, lb.	0 32	0 34
Tubs, according to quality, lb.		0 30

Butter Market Holds; Storage Drawn On

Montreal.
BUTTER. — Butter prices here are without change this week, but the market is first nevertheless. Supplies of storage butter have been cut into very deeply and it is stated that these are less than they were a month ago to the extent of over 35,000 packages. This in-

dicates to some extent the strain that has been placed upon supplies held here. Comparing them with a year ago the difference shows that there was an increase in holdings at the first of January over those of last year of nearly 10,000 packages. Receipts all through the season have shown considerable increase over those of last year.

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

Cheese is Active On Steady Basis

Montreal.
CHEESE.—The retailing of cheese is now active and supplies finding their outlet to the consumer in this way total quite a large amount. Of course there is a constant stream of supply finding its way to the seaboard for export. This latter condition reveals the fact that storage stocks in Montreal are 68,802 boxes less than they were last year on January 1. The undertone is steady and firm.

Cheese—		
Large, per lb.		\$0 28
Twins, per lb.		0 28½
Triplets, per lb.	0 27½	0 28
Stilton, per lb.		0 30
Fancy, old cheese, per lb.	0 29	0 30

Big Cut in Egg Stock; New Laid May Lower

Montreal.
EGGS.—A decline may soon manifest itself in the price of new-laid eggs, although there has been no change as yet. The production has improved and this will have the effect of bringing about an easier price basis here.

As an indication of how heavy the demand has been for storage stock it is shown now by the reports that 21,000 cases less are held than were in store a month ago—or on December 1. The consumption is very heavy.

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

Storage Takes Poultry; Markets Quieter

Montreal.
POULTRY. — That there may be a somewhat easier tendency in the price of poultry ere long is indicated in the accumulation of supplies for storage purposes. Of course, these are likely to be in demand regularly and produce men have been putting stock into storage right along for the past two weeks. Demand has lessened, but for the holiday season this was very good.

Dressed		
Chickens, roast (3-5 lbs.)		\$0 38
Chickens, roast (milk fed)		0 43
Broilers (3-4 lb. pr.)		0 40
DUCKS—		
Brome Lake		0 47
Young Domestic		0 38

Turkeys (old toms), lb.	0 43	0 43
Turkeys (young)	0 43	0 45
Geese	0 28	0 30
Old fowls	0 36	

Paper Oyster Pails, 1/16 per 100	1 25
Spiced Pigs' Feet, a dozen	0 75
Spiced Lamb Tongues, a dozen	0 75

Hard Shell Crabs, 1 1/4 to 1 1/2 each	0 20
Display package, for Oysters, each	6 00
Display package, for Fish, each	10 00

**Live Lobsters Up;
Herring; Salmon Down**

Montreal.

FISH.—Lobsters are very much higher this week. Live are up 20c per pound and the market is very firm. A decline in the price of fresh frozen Cohoes salmon is made to 21-22c per pound, and lake herrings are also lower at \$6.50 per barrel.

The trade, after the busy holiday season, is quieter, and it may be that pickled and salt varieties will continue light, which is now true of these. Supplies of frozen fish from the Eastern producing centres are expected to be light now that real winter has set in. Bulk and shell oyster trade is good.

FRESH FISH		
Haddock	0 10	0 12
Steak Cod	0 11	0 13
Market Cod	0 08	0 09
Flounders	0 10	0 12
Prawns	0 30	0 32
Live lobsters	0 70	0 75

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Halibut, medium	0 23	0 24
Haddock	0 08 1/2	0 09
Mackerel	0 16	0 17
Dore	0 15	0 16
Salmon Cohoes, Hd. and Dd.	0 21	0 22
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 14 1/2	0 15
Gaspe Salmon, per lb.	0 24	0 25
Whitefish	0 15 1/2	0 16
Whitefish, small	0 12	0 12 1/2
Pike, Headless and Dressed.	0 11 1/2	0 13 1/2
Market Cod	0 07 1/2	0 08
Sea Herrings	0 08	0 09
Steak Cod	0 09 1/2	0 10
Smelts, No. 1, per lb.	0 17	0 18
Smelts, No. 2, per lb.	0 14	0 15
Smelts, extra large	0 24	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	5 00	
Lake Herrings, bag, 100 lbs.	6 50	
Alewires	0 07 1/2	0 08

SMOKED FISH		
Haddies, 15 and 30 lb. boxes.	0 16	
Filletts, 15-lb. boxes	0 19	0 20
Bloaters, Yarmouth Mild	2 00	2 25
Kippered Herrings, large, a box.	0 40	2 50
Kippered Herrings	0 50	3 25
Medium Smoked Herrings, box each	0 25	

SALTED FISH		
Codfish—		
Codfish, large brl., 200 lbs.	\$22 00	
Codfish, No. 1, medium, brl., 200 lbs.	21 00	
Codfish, No. 2, 200 lb. barrel.	19 00	
Pollock, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (30-lb. boxes) lb.	0 20	
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Codfish (boneless) (2-lb. size)	0 23	
Codfish, Shredded (12 lbs. 24 pkgs.) ..	2 50	

Pickled Fish—		
Herrings (Scotia) barrel	14 00	
Herrings (Scotia) 1/2 barrel	7 25	
Salmon, Labrador (300-lb. tierces) ..	38 00	
Salmon, Labrador (200 lbs.)	28 00	
Sea Trout, Red (200 lb. barrels) ..	25 00	
Turbot (200 lb. barrels)	18 00	
Salmon, B.C. (200 lb. barrels) ..	26 00	
Codfish tongues and sounds (lb.) ..	0 15	
Eels, lb.	0 16	

Oysters—		
Cape Cod, per barrel	\$15 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 00	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 25	
Can No. 5 (Solids)	12 00	
Can No. 1 (Selects)	3 00	
Can No. 3 (Selects)	8 40	

Sundries—		
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, 1/4-lb. per 100 ..	2 25	
Paper Oyster Pails, 1/2 per 100	1 75	

ONTARIO MARKETS

TORONTO, Jan. 8.—Live hogs seem to have furnished all the thrills since the New Year. Starting towards the end of last week, a marked increase has been made in quotations amounting to 75c per cwt., and they are firm at to-day's figures. Lard is somewhat easier owing to lack of demand, with consequent accumulation of stocks. New-laid eggs are reported in better supply, with a slight easing of quotations. Poultry has undergone a general revision again, most lines firming slightly. A freight handlers' strike has held up shipments of oysters, but supplies are expected again towards end of the week.

**Live Hogs Move
Upward; Meats Change**

Toronto.

PROVISIONS.—Live hogs are again the interesting factor this week in the provision markets, prices to-day being up 75c per cwt. from quotations prevailing just a week ago. The coming of the new year seemed to signal the start for the market stiffened and ran up as much as 50c at the end of the week. Efforts to bring the price back to \$18.25 per cwt. fed and watered basis seem doomed this week, \$18.75 being ruling figure with indications that this will be fairly well maintained. The run for so early in the year is considered very good.

Some variation in bacon has been shown, some quarters showing a decline of 1c per pound in breakfast and roll while long clear is down 1c to 29c per pound. Mess pork and short cut backs have eased away slightly. Range of quotations follow herewith:

Hams—		
Medium	0 40	
Large, per lb.	0 34	0 35
Backs—		
Plain	0 46	0 48
Trimmed, with rib in	0 46	
Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, per lb.	0 42	0 43
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 30	0 37
Dry Salt Meats—		
Long, clear bacon, av. 50-70, lb.	0 29	0 30
Do., aver. 70-100, lb.	0 27	0 28
Fat backs	0 30	
Cooked Meats—		
Hams, boiled, per lb.	0 50	0 52
Hams, roast, without dressing, per lb.	0 53	0 55
Shoulders, roast, without dressing, per lb.	0 50	0 52
Barrel Pork—		
Mess pork, 200 lbs.	46 00	47 00
Short cut backs, bbl., 100 lbs.	54 00	56 00
Pickled rolls, bbl., 200 lbs.	54 00	57 00
Hogs—		
Dressed, 70-100 lbs., weight	26 50	
Live, off cars	19 00	
Live, fed and watered	18 75	
Live, F.O.B.	17 75	

**Easier Feeling
Noted in Lard**

Toronto.

LARD.—An easier feeling has developed in lard and quotations on a

tierce basis are being made at 28 1/2c to 29c per pound. There has been little movement during the past couple of weeks with the result that supplies have been accumulating. The result is as noted above. A big demand is looked for from the lumber camps now that operations generally will be extended. This will mean that stocks will be reduced to a better marketing basis. Already the movement to the trade has started.

Lard, tierces, 400 lbs., lb. \$0 28 1/2 \$0 29
In 60-lb. tubs, 1/4-1/2c higher than tierces, pails 1/4-1/2c higher than tierces, and 1-lb. prints, 1 1/4-1 1/2c higher than tierces.

**Market Rules
Steadily on Shortening**

Toronto.

SHORTENING.—There is little new to report in the situation. The demand is small just now and supplies are quite satisfactory. Prices have held without change, the tierce basis being from 25 1/2c to 26c per pound.

Shortening, tierces, 400 lbs., lb. \$0 25 1/2 \$0 26
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/4-1/2c higher than tierces, and 1-lb. prints, 1 1/4-1 1/2c higher than tierces.

**Margarine Shows
Little Activity**

Toronto.

MARGARINE.—There is little activity manifest in the market. The opinion is expressed that people generally are too well off to buy margarine. At any rate margarine is quiet, supplies ample and prices unchanged.

Margarine—		
1-lb. prints, No. 1	\$0 33	\$0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

**Steady Position
Marks Butter**

Toronto.

BUTTER.—There is little really new to report in regard to butter. The demand is active, storage stocks going forward freely. There is little fresh made creamery available just now. Prices remain unchanged this week at following levels:

Butter—		
Creamery prints (storage)	0 58	0 54
Creamery solids (storage)	0 52	0 53
Creamery prints (fresh made)	0 55	0 51
Creamery solids (fresh made)	0 54	0 51
Dairy prints, fresh separator, lb. 0 50	0 50	0 51
Dairy prints, No. 1, lb.	0 48	0 48

Better Supplies New Laid Eggs; Down

Toronto.

EGGS.—Better supplies of new laid eggs are coming to hand and prices show a slight recession from last week's levels. The splendid demand experienced for storage stocks right along has reduced the available supply materially and it is indicated stocks now are limited. Range of prices is without change except on new laid, which are quoted at 70c to 75c per dozen.

Storage, extras	\$0 70	\$0 75
Storage, No. 1, doz.	0 58	0 60
Storage, No. 2, doz.	0 55	0 55
Splits and No. 2, doz.	0 45	0 47

Colored Cheese Scarce; Prices Firm

Toronto.

CHEESE.—Indications are that colored cheese is very scarce, in fact there is a short supply all the way along. Prices are very firmly held at 28½c to 29c per pound for large, and that slightly higher figures may be reached seems possible.

New, large	0 28½	0 29
Stilton (new)	0 32	0 32
Twins, ¼ lb. higher than large cheese. Trip-lets ¼ lb. higher than large cheese.		

General Revision In Poultry Upward

Toronto.

POULTRY.—A general revision upward in poultry is reported this week. The amount coming to hand just now is small though stocks as a whole are considered very good. Holiday trading has been very satisfactory and the lull now prevailing is one generally experienced for a very few days following the first of the year.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$. . . - \$0 28	\$. . . - \$0 32
Geese, lb.	0 15-0 20	0 20-0 25
Turkeys, old, lb.	0 28-0 30	0 35-0 36
Do., young, lb.	0 32-0 35	0 38-0 40
Roosters, lb.	0 20	0 25
Fowl, 4 to 5 lbs., lb.	0 23	0 25
Fowl, over 5 lbs., lb.	0 26	0 28
Fowl, under 4 lbs., lb.	0 17	0 20
Chickens, under 5 lbs., lb.	0 23	0 28
Chickens, over 5 lbs., lb.	0 25	0 30
Chickens, over 5 lbs., milk fed, lb.	0 25	0 32
Prices quoted to retail trade:		
Hens, light	\$0 30	\$0 32
Do., heavy	0 32	0 34
Chickens, spring	0 33	0 38
Ducks	0 35	0 40
Turkeys	0 45	0 46
Geese	0 25	0 28

Sea Fish Revised; Oysters Scarce

Toronto.

FISH.—Many lines of fresh frozen sea fish have been revised this week, herring, haddock, halibut and smelts coming in for a change, generally down-

ward slightly. Supplies coming to hand are very good and the demand keeps up remarkably well.

A freight handlers' strike at the coast is holding up shipments of oysters with the result that supplies are scarce locally. An adjustment of existing differences is looked for almost at once and supplies of oysters are expected the end of this week. The range of quotations on fish and oysters follows:

FRESH SEA FISH		
Cod Steak, lb.	0 12	0 13
Do., market, lb.	0 09	0 10
SMOKED FISH		
Haddock, lb.	0 10	0 10
Bloaters, 40 Count, box	2 25	2 25
Cod, smoked, lb.	0 12	0 12
Ciscoes, lb.	0 17	0 17
Haddies, chicken	0 12	0 13
Do., fillets, lb.	0 18	0 18
Do., Finnan, lb.	0 15	0 15
Herring, Kipper, box	1 75	2 75
Shrimps, can	1 75	1 75
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09½	0 10
Do., market, lb.	0 08½	0 09
Flat Fish, B.C., lb.	0 10	0 11
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 07	0 08
Haddock, headless, lb.	0 08	0 10
Do., heads on, lb.	0 09	0 09½
Do., small, case, 200 lbs., lb.	0 05	0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 21	0 22
Do., large, lb.	0 21½	0 22
Herring, lb.	0 08	0 09
Mackerel, lb.	0 14	0 16
Salmon, Cohoe, lb.	0 20	0 21
Do., Qualla, lb.	0 14	0 15
Do., Red Spring, lb.	0 24	0 25
Do., Gaspe, lb.	0 24	0 25
Smelts, No. 2, lb.	0 10	0 12
Do., No. 1, lb.	0 17	0 18
Do., Extra, lb.	0 25	0 26
Tomcods, lb.	0 05	0 06
FROZEN LAKE FISH		
Herrings, Lake Superior	0 06	0 07
Mullets, lb.	0 06	0 06½
Pickeral, lb.	0 15	0 15½
Pike, round, lb.	0 09	0 11½
Trout, lb.	0 16	0 18
Tulibeas, lb.	0 09	0 09½
Whitefish, lb.	0 15	0 16
DRY AND PICKLED FISH		
Cod, Acadia Strip, box		\$6 50
Do., Acadia Tablets, 1 lb., 20 to case	3 90	4 00
Do., Acadia Tablets, 2 lb., 12 to crate		5 25
Do., Halifax Shredded, box		2 40
Herring, Labrador, bbl.	14 00	14 25
Do., Do., keg	7 00	7 25
Do., Do., No. 4 size		5 60
Do., Do., No. 2 size		2 90
Do., Lake, keg	7 25	7 50
Imperial, 25 lbs., loose, case	3 00	3 50
Mackerel, salt, 20-lb. kit	4 25	4 50
Quail on Toast, 24 1-lb. tab's, case	4 20	4 32
Shrimps, headless, No. 1 size, tin	1 50	1 75
Do., Do., No. 3 size, tin		4 20
Skinless Fish, 100s, lb.	0 15	0 16
Sea Trout, keg		12 00
Whitefish, No. 1, keg		15 00
OYSTERS, No. 3 size package		9 50
Do., No. 5 size package		15 50
Do., per gallon		3 30
Shell Oysters, 800 count, bbl.		14 50
Do., Do., 1,000 count		13 00

FISH DEVELOPMENT AND RECONSTRUCTION		
(Continued from page 44)		
The fish in tins will look well in this special display.		
When a box of codfish is opened or a box of fillets, have a pane of ordinary sheet glass at hand the correct size to cover this. It will cost but little and dust or little soiled fingers belonging to juvenile inquisitors will thus be kept from direct contact with this food, which it is desired to sell in the most perfect condition possible.		

A few decorations will be effective in the shape of twisted crepe paper, greenery, or vegetables, and a case of cranberries on either corner of the booth that may have been arranged, will make a nice showing. A few neatly-lettered price and announcement cards will make up one of the best displays that could be thought of.

The Patriotic Feature

Canada has obligated herself by a huge war debt. Contrary to the views entertained by many it transpires that this burden will have to be paid by its citizens. However this may be decided, it is certain that every man, woman and child will have to pay war taxes for many a long year.

It is clearly patent that Canada must speed up her production of natural resources. In no one direction can she better meet the necessity of the hour than through the greater development of her fisheries. The Government is lending its aid to this end. The rank and file of the people should be eating more fish. The per capita consumption may be doubled and still be less than that of the British Isles. Fish is also a good food and man may eat this to his own profit, not only from the standpoint of a lower cost per food unit, but also from the important consideration of having a less cumbersome diet with highly profitable food value.

If the grocer can develop a big fish trade he will, therefore, be doing his bit toward reconstruction. For, as has been repeatedly pointed out by various authorities and public men, the present is a vital time for the country. Vital in that Canada's resources must be more fully developed and her earnings increased. Thrift has received wide publicity for some time. The slogan of Canadians, therefore, might well be: "Save all you can, produce more, and live well on your own products."

SPECIALIZED SERVICE IN MEATS BRINGS TRADE

(Continued from page 43)

from another, and so on. In this way he has encouraged a trade that has become quite a factor in the business.

So many merchants have made an important department of this line of goods and have felt it so well worth their while to encourage business in these lines, that it is very evident that this business is very well worthy of the merchant's most serious consideration.

OLIVE CROP OF ITALY

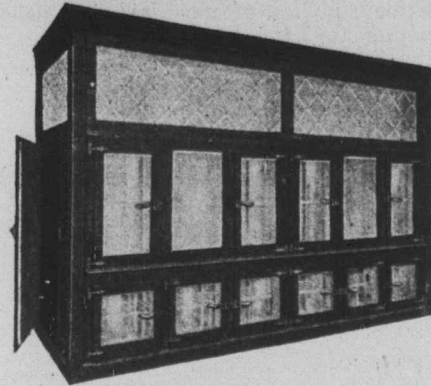
From a recent bulletin published by the Minister of Agriculture it is stated that the Italian olive crop for oil producing amounted to 1,285,500 tons in 1917 as compared with 1,292,200 tons in 1916 and as compared with 1,085,400 tons which was the average for the eight-year period, 1909-1916. The provinces of Apulia, Calabria, Sicily, Tuscany and Liguria in the order named, yielded the largest quantities.

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

FREEMAN'S DRY AIR REFRIGERATOR



Don't wait until the last minute, plan your next summer's refrigerator wants now.

To give you greatest efficiency, your refrigerator must be built to specifications to suit your store. This takes longer when shipping from stock, so we suggest that you order ahead to insure delivery on the date you desire.

Write for the Freeman Catalog. It illustrates the full Freeman line.

The W. A. Freeman Co., Limited
Hamilton, Canada

Toronto
114 York St.

Branches at
Montreal

Winnipeg
208 McDermitt Ave.

100% Satisfaction



RELEG

Pronounce "REAL EGG"

"Releg" Egg Substitute stands for 100% Satisfaction.

It is an absolutely perfect egg substitute—one that will not fail to give entire satisfaction to the Canadian Housewife.

"Releg" is put up in four different sized packages.

Send for a trial supply.

RELEG COMPANY, REG'D
24 King Street, Quebec, Canada

AGENTS: Loggie Sons & Co., Toronto—Angevins & McLaughlin,
St. John, N.B.—W. H. Escott Co., Ltd., Winnipeg, Canada.

HEINZ OVEN BAKED BEANS

Are economical in comparison with other good foods.

You need therefore have no hesitancy in recommending them to your customers who seek the most value for their money as well as those who demand the best regardless of price.

To suit all tastes, Heinz Beans are prepared in four ways:

- Heinz Baked Beans with Pork and Tomato Sauce.
- Heinz Baked Pork and Beans (without Tomato Sauce) Boston Style.
- Heinz Baked Beans in Tomato Sauce with Meat (Vegetarian)
- Heinz Baked Red Kidney Beans.

FOUR OF THE **57** VARIETIES

All Heinz goods sold in Canada are packed in Canada

MATTHEWS-BLACKWELL PRODUCTS

MATTHEWS-BLACKWELL products have created their own demand; and experience has convinced the public that in these products they obtain exceptional, consistent quality, full value and purity in both manufacture and ingredients.

As a dealer you realize what this means—a steady income to all handling Matthews-Blackwell products.

To-day is your opportunity. Write us for information or send in your orders direct to our nearest plant.

Matthews-Blackwell, Limited


Established 1852

Plants at	Branch Houses
Toronto	Winnipeg
Montreal	Fort William
Hull	Ottawa
Peterboro	Sydney
Brantford	Halifax

Canada Food Board License 13-85.



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



SCHNEIDERS
SAUSAGE
KITCHENER
ONT.

TRADE MARK

Quality Hams

Mild Cure

We want you to get full satisfaction—therefore if our hams do not satisfy, return them. But these hams are good, and there will be no complaints but larger business.

Get a trial supply

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

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



Jersey Farm Sausage

Dealers who aim to always push the sales of quality goods should feature this high quality sausage. It will please particular customers.

Maciver Bros. Co., Keating St., Toronto

Man Left You, Did He?

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

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

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

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

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

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

Mention this Paper When Writing to Advertisers



Quality Sea Foods will be in good demand during the Reconstruction Period

For some time to come the people of Europe will require all the meats and other foods that we can spare. Conservation and Economy should still be the watchwords for Canada, and the regular use of such delicious lines as **Brunswick Brand** Sea Foods makes such Conservation a real pleasure.

Help your customers towards judicious economy
by featuring and recommending the **Brunswick
Brand** lines.

As there is little likelihood of lowered prices on canned sea foods for at least another year, we suggest your stocking up now. The high price of tin and the increased export demand will prevent reduction of prices.

So, Stock Now. Here is Our List:

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

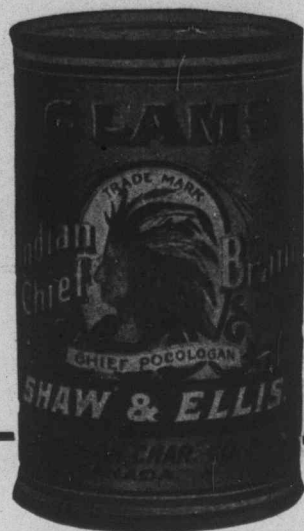
Kippered Herring
Herring in Tomato
Sauce
Clams

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

License No. 1-603.

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



“Indian Chief” Brand Clams

have a flavour and quality of degree that is much approved of by particular customers.

The scientific precautions taken in the process of packing and sealing precludes the slightest possibility of anything but first-rate quality in every can.

Indian Chief Brand Clams are sealed without solder or acid the very day they are taken from the beds.

Display “Indian Chief” Brand regularly and take hold upon the sizable profits that will come your way.

SHAW & ELLIS
POCOLOGAN, N.B.

Canadian Food Control License No. 1-718.

Ask us for
**Wrapping Papers
Twines**

Grocers Specialties

Butter Tubs and Boxes, Egg Cases

N.B. Egg Carriers

Walter Woods & Co.

Hamilton and Winnipeg




**Windsor
Table
Salt**
Made in Canada

is made in the most modern plant in America; it is ALL SALT—pure, clean salt—that your customers know and use.

THE CANADIAN SALT CO., LIMITED

268

W. C. MACDONALD, REG'D.

Established  over 60 years

Trademark Registered

Tobacco Manufacturers

MONTREAL

PLUG SMOKING

- "BRITISH CONSOLS"
- "INGOTS" (Rough and Ready)
- "BRIER"
- "INDEX"

PLUG CHEWING

- "PRINCE OF WALES"
- "NAPOLEON"
- "CROWN"
- "BLACK ROD" (Twist)

Distributed by Leading Wholesalers



**RID-
OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

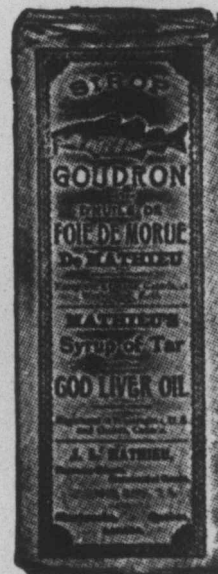
BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.

Always in Demand!

Just now and during the cold weather to come—the demand for any Cod Liver Oil is, and will be, great.

But when getting in your supplies, remember Mathieu's Syrup of Tar and Cod Liver Oil.

It is a first rate body-builder and is recognized as a certain remedy for La Grippe and similar ailments.




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

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE, QUEBEC



**Oakey's
"WELLINGTON"
KNIFE POLISH**

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

John Oakey & Sons, Ltd.
Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.
LONDON, S.E., ENGLAND

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

Predigest Dog Biscuits



The Kind the
the Dog would
ask for if he
could.

They are Palatable, Clean and Wholesome

Every Mouthful a Banquet

Ask your dealer for "Predigest" Dog Biscuits by name—
If he cannot supply you, write us direct.

PREDIGEST FOOD COMPANY, LIMITED
TORONTO, CANADA

Do you need a good man?

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

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

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

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

Send along your ad. to-day.

The Canadian Grocer
143-153 University Ave., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES SPACE IN THIS DEPARTMENT IS \$83.20 PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"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.
Blackberry	\$3 25
Currant, Black	3 90
Pear	3 15
Peach	3 15
Plum	2 90
Raspberry, Red	3 90
Apricot	2 25

DOMINION CANNERS, LTD.

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.	\$1 90
Pts., Aylmer Quality	Per doz.	2 35
Gallon Jugs, Aylmer Quality	Per Jug.	1 62 1/2
Pints, Delhi Epicure	Per doz.	2 70
1/2 Pints, Red Seal	Per doz.	1 50
Pints, Red Seal	Per doz.	2 00
Qts., Red Seal	Per doz.	2 80

BAKED BEANS WITH PORK

Brands—Canada First, Simcoe, Quaker.

Individual Baked Beans, Plain 85s, or with Sauce, 4 doz. to case	Per doz.	\$0 95
1's Baked Beans, Flat, Plain, 4 doz. to case	Per doz.	1 15
1's Baked Beans, Flat, Tom. Sauce, 4 doz. to case	Per doz.	1 25
1's Baked Beans, Tall, Tomato or Chill Sauce, 4 doz. to case	Per doz.	1 35
1 1/2's (20-oz.) Plain, per doz.	Per doz.	1 65
Tomato or Chill Sauce	Per doz.	1 90
2's Baked Beans, Plain, 2 doz. to case	Per doz.	1 95
2's Baked Beans, Tom. Sauce, tall, 2 doz. to case	Per doz.	2 30
2's Baked Beans, Chill Sauce, tall, 2 doz. to case	Per doz.	2 30
1/2's Tall, Plain, per doz.	Per doz.	2 75
Tomato or Chill Sauce	Per doz.	3 20
Family, Plain, \$2.35 doz.; Family, Tomato Sauce, \$2.80 doz.; Family, Chill Sauce, \$2.80 doz. The above 2 doz. to case, 10's, 1/2 doz. per case; Chill and Tomato Sauce, for hotel and restaurant use (gals.). \$12; plain, \$10.		

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.	2 00
12-oz. Glass, Screw Top, 2 doz. in case	Per doz.	2 40
16-oz. Glass, Screw Top, 2 doz. in case	Per doz.	2 95
16-oz. Glass, Tall, Vacuum, 2 doz. in case	Per doz.	2 95
2's Tin, 2 doz. per case	Per case.	4 45
4's Tin, 12 pails in crate, per pail	Per pail.	0 75
5's Tin, 8 pails in crate, per pail	Per pail.	0 90
7's Tin or Wood, 6 pails in crate	Per crate.	1 20
80's Tin or Wood, one pail crate, per lb.	Per lb.	0 17 1/2

BLUE

Keen's Oxford, per lb.	Per lb.	\$0 23
In cases 12—12 lb. boxes to case	Per case.	0 21 1/2

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	Per doz.	\$4 00
Perfection, 1/2-lb. tins, doz.	Per doz.	2 48
Perfection, 1/4-lb. tins, doz.	Per doz.	1 38
Perfection, 10c size, doz.	Per doz.	0 95
Perfection, 5-lb. tins, per lb.	Per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 & 2 doz. in box, doz.	Per doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	Per lb.	0 30
Supreme Chocolate, 10c size, 2 doz. in box, per box	Per box.	1 30
Perfection chocolate, 10c size, 2 doz. in box, per doz.	Per doz.	0 90

SWEET CHOCOLATE—

Eagle Chocolate, 1/2c, 6-lb. boxes 28 boxes in case	Per lb.	0 33
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	Per case.	0 35
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	Per case.	0 35
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	Per case.	0 34
Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box	Per box.	1 33

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	Per lb.	0 43
Milk Medallions, 6-lb. boxes in case, per lb.	Per lb.	0 43
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	Per lb.	0 45
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	Per lb.	0 45

6c. LINES

Toronto Prices	
Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case	\$1 05
Almond Nut Bars, 24 in box, 50 boxes in case	1 05
Puffed Rice Bars, 24 in box, 50 boxes in case	1 05
Ginger Bars, 24 in box, 50 boxes in case	1 05
Fruit Bars, 24 in box, 50 boxes in case	1 05
Active Service Bars, 24 in box, 50 boxes in case	1 05
Victory Bar, 24 in box, 60 boxes in case	1 05
Queen's Dessert Bar, 24 in box, 60 boxes in case	1 05
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	1 05
Royal Milk Cakes, 24 in box, 50 boxes in case	1 05
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	2 00

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz in box, 50 boxes in case, per doz.	0 95

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each 48 cans.	\$0 25
Reindeer Brand, each 48 cans.	0 25
Silver Cow, each 48 cans.	0 25
Gold Seal, Purity, each 48 cans	0 25
Mayflower Brand, each 48 cans	0 25
Challenge Clover Brand, each 48 cans	0 25

TEA PRICES WILL ADVANCE

➡ The last report of Department of Customs shows a decrease of over twenty million pounds of tea imported into Canada during the seven months from 1st April to 31st October, compared with the same period of previous year.

➡ Shipments are not coming to Canada at present because very much higher prices can be obtained in European countries.

➡ We are **TEA SPECIALISTS** and carry in stock every grade and type of tea produced.

➡ We can supply your requirements at the lowest market prices, and behind the purchase stands our business principle of

SATISFACTION
GUARANTEED

OR

RETURN AT
OUR EXPENSE

KEARNEY BROS., LIMITED

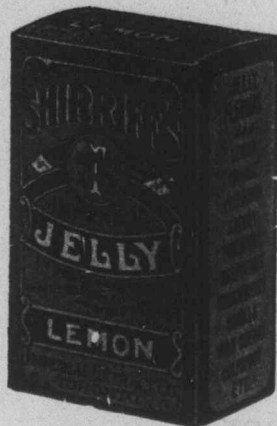
TEA & COFFEE IMPORTERS

(Established 44 Years)

33 St. Peter Street

MONTREAL

Stir Up Your Sales



If you could see the rows of empty shelves in many a fruit cellar you would get busy and

take advantage of the situation.

Shirriff's Jelly Powders

make delicious desserts and are more popular in many homes than preserved fruit. The well-pronounced true fruit flavors delight the palate, and there is a flavor for every taste.

Order a case or two of Shirriff's to-day, then see how fast they will sell. A splendid line to select as a drawing card for your store and a money-maker for you.

Imperial Extract Co.

Toronto

Canada Food Board License No. 14-91

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef— $\frac{1}{2}$ s, \$3.25; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$7.45; 2s, \$14.50.
Ready Lunch Beef—1s, \$4.50; 2s, \$9.49; 5s, \$29.90.
Boneless Pir's Feet— $\frac{1}{2}$ s, \$2.90; 1s, \$4.95; 2s, \$9.90.
Ready Lunch Veal Loaf— $\frac{1}{2}$ s, \$2.45; 1s, \$4.45.
Ready Lunch Beef-Ham Loaf— $\frac{1}{2}$ s, \$2.45; 1s, \$4.45.
Ready Lunch Veal Loaf— $\frac{1}{2}$ s, \$2.45; 1s, \$4.45.
Ready Lunch Asst. Loaves— $\frac{1}{2}$ s, \$2.50; 1s, \$4.50.
Geneva Sausage—1s, \$4.95; 2s, \$9.45.
Roast Beef— $\frac{1}{2}$ s, \$2.95; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.
Jellied Veal— $\frac{1}{2}$ s, \$3.25; 1s, \$4.80; 2s, \$9.25.
Cooked Trife—1s, \$2.50; 2s, \$4.50.
Stewed Ox Tail—1s, \$2.50; 2s, \$4.50.
Stewed Kidney—1s, \$4.45; 2s, \$8.95.
Mince Collops— $\frac{1}{2}$ s, \$1.95; 1s, \$3.75; 2s, \$6.95.
Sausage Meat—1s, \$4.2s, \$7.75.
Corn Beef Hash— $\frac{1}{2}$ s, \$1.95; 1s, \$3.95; 2s, \$5.95.
Beef Steak and Onions— $\frac{1}{2}$ s, \$2.95; 1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$10.45; 6s, \$24.75.
Irish Stew—1s, \$3.45; 2s, \$6.90.
Cambridge Sausage—1s, \$4.45; 2s, \$8.45.
Boneless Chicken— $\frac{1}{2}$ s, \$5.95; 1s, \$9.00.
Boneless Turkey— $\frac{1}{2}$ s, \$5.95; 1s, \$9.00.
Ox Tongue— $\frac{1}{2}$ s, \$3.95; 1s, \$6.45; 1 $\frac{1}{2}$ s, \$12.95; 2s, \$16.45; 3 $\frac{1}{2}$ s, \$33; 6s, \$45.
Lunch Tongue— $\frac{1}{2}$ s, \$3.90; 1s, \$6.95; 2s, \$15.50.
Tongue Lunch—1s, \$6.75.
Beef Suet—1s, \$4.90; 2s, \$8.50.
Mince Meat (Tins)—1s, \$2.95; 2s, \$4.45; 5s, \$12.95.
Mince Meat (Bulk)—5s, 23c; 10s, 22c; 25s, 21c; 50s, 20c.
Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, 1s, \$1.35; Soups and Bouilli, 1s, \$1.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.25; 1 $\frac{1}{4}$ s, \$1.90; 2s, \$2.30; 3s, \$3.35; 6s, \$12; 12s, \$20. Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1 $\frac{1}{4}$ s, \$1.65; 2s, \$1.95; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.25; 1 $\frac{1}{4}$ s, \$1.90; 2s, \$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.
Sliced Smoked Beef— $\frac{1}{2}$ s, \$2.45; 1s, \$3.45; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.45; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$3.45; 2s, \$5.95.
Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s, \$1.40; 1s, \$1.90; 2s, \$3.35.
Tongue, Ham and Veal Pates— $\frac{1}{2}$ s, \$2.35.
Ham and Veal Pates— $\frac{1}{2}$ s, \$2.95.
Smoked Vienna Style Sausage— $\frac{1}{2}$ s, \$2.35.
Pate De Foie— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Plum Pudding— $\frac{1}{2}$ s, \$2.45; 1s, \$4.00.
Potted Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Potted Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Potted Game (Venison)— $\frac{1}{4}$ s, 75c; 1s, \$1.40.
Potted Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Potted Meats (Assorted)— $\frac{1}{4}$ s, 50c; $\frac{1}{2}$ s, \$1.45.
Devilled Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Devilled Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Devilled Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.
Devilled Meats (Assorted)— $\frac{1}{4}$ s, 50c; $\frac{1}{2}$ s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.
Ox Tongue—1 $\frac{1}{2}$ s, \$14.50; 2s, \$19.50.
Lunch Tongue—1s, \$9.95.
Sliced Smoked Beef— $\frac{1}{4}$ s, \$1.80; $\frac{1}{2}$ s, \$2.90; 1s, \$4.25.
Mince meat—1s, \$3.45.
Potted Chicken— $\frac{1}{4}$ s, \$2.45.
Ham— $\frac{1}{4}$ s, \$2.45.
Tongue— $\frac{1}{4}$ s, \$2.45.
Venison— $\frac{1}{4}$ s, \$2.45.
Chicken Breast— $\frac{1}{2}$ s, \$9.95.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Peanut Butter— $\frac{1}{4}$ s, \$1.45; $\frac{1}{2}$ s, \$1.95; 1s, \$2.45; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.

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	Per doz. tins
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D. S. F., $\frac{1}{2}$ -lb.	5 30
D. S. F., 1-lb.	10 40
F. D., $\frac{1}{4}$ -lb.
	Per jar
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

Canadian Milk Products, Ltd., Toronto and Montreal. KLIM

Hotel	\$13 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.	

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches—	
Boxes	Cents
40 lbs. Canada Laundry	60%
40 lbs., 1 lb. pkg., White Glass	10%
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	10%
100-lb. kegs, No. 1 white	10%
200-lb. bbls., No. 1 white	10%
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pgs.	11%
48 lbs., Silver Gloss, in 6-lb. tin canisters	10%
36 lbs. Silver Gloss, in 6-lb. draw lid boxes	10%
100 lbs., kegs, Silver Gloss, large crystals	11%

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The finest quality tobacco

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THE "NEW" MACLEAN'S

Starting with the January issue, MACLEAN'S MAGAZINE comes out in a new size—11 x 14¹/₄—same size as *The Saturday Evening Post*. This change will enable us to give readers more entertaining articles and stories, and a very much enlarged "Review of Reviews" Section. You will find this January issue of MACLEAN'S more pleasing and instructive than the great majority of magazines you find displayed on news-stands—and

contents are carefully censored—no sex stories—you can take it into your home with the utmost confidence.

A word about the contents—

"Why Laurier Will Wait"

In discussing the policy of the Liberal leader during the coming session of Parliament, J. K. Munro predicts, in January MACLEAN'S, that Laurier will allow Union Government a free hand. In this policy of inactivity "he sees the way open to the accomplishment of all his purposes. If he is half the politician his friends believe he is, he will sit and smile and wait—yet a little longer."

All Canada is interested in what is going to happen in Ottawa. J. K. Munro, veteran press gallery man, is a shrewd observer, and his political articles in MACLEAN'S have stirred up more comment than anything else appearing in the press of the country. He knows politics from the inside. "Why Laurier Will Wait" is a forecast of the near future that bristles with interesting points. A few of the other "head-liners" in this issue:

Bolsheviks at Work in Canada

A sensational article on activities in subterranean circles. There are foreigners in Canada ready to wave the red flag.

Achievements of the Canadian Army

Since the Canadian Division was formed, they have not retired a foot nor lost a gun—a marvellous record. An inside story of how this great army was handled and controlled is told by H. F. Gadsby who spent a month at Headquarters during the last great offensive.

The Grave Dangers of Peace

An article by Agnes C. Laut on the insidious new propaganda being launched by the Germans to split the Allies.

Jock in a Juggernaut

The most interesting war article in a long while, because it is new—it deals with experiences in the tanks.

AND THESE 'AS WELL:

The Dance Halls of Dawson - By E. Ward Smith

My Hour - - - By Robert W. Service

The Strange Adventure of a Rialto Rainstorm -
By Arthur Stringer

The Minx Goes to the Front - - -
By C. N. and A. M. Williamson

The Three Sapphires - - - By W. A. Fraser

Mr. Craighouse, of New York, Satirist - - -
By Arthur Beverley Baxter

The Intercepting Spark, By Mary Josephine Benson

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Choice " " "	25s,	-	23
Extra choice " " "	25s,	-	24
Choice " unpeeled,	25s,	-	19
Standard " "	25s,	-	18 1-2
Standard " "	50s,	-	18

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Just a little lot of light oil-bleached Thompson's, quality similar to the high-grade Smyrna variety, in fact it's a beautiful sample.

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necessitate the prohibition
of export of all foodstuffs
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POULTRY FOODS, CANARY
AND PARROT MIXTURES

pending the removal of
the embargo, can be
obtained from

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40 lbs., Benson's Enamel,
(cold water), per case.... 3.25
20 lbs. Cases Refined Potato
Flour, 1-lb. pkgs..... 15
Celluloid, 45 cartons, case.. 4.00

Culinary Starch

40 lbs., W. T. Benson & Co.'s
Celebrated Prepared 11%
40 lbs. Canada Pure Corn... 10%
20-lb. Casco Refined Potato
Flour, 1-lb. pkgs..... 20
(20-lb. boxes, 1/4c higher, except
potato flour)

BRANTFORD STARCH

Ontario and Quebec

Laundry Starches—
Canada Laundry\$0.09 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs. 1.10
First Quality White Laundry—
2-lb. canisters, cs. of 48 lbs. 10 1/2
Barrels, 200 lbs. 10
Kegs, 100 lbs. 10
Lily White Gloss—
1-lb. fancy carton cases, 30
lbs. 11
8 in case 12 1/2
6-lb. toy trunks, lock and
key, 6-lb. toy drum, with
drumsticks, 8 in case.... 12 1/2
Kegs, extra large crystals,
100 lbs. 10 1/2
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3.25
Celluloid Starches—
Boxes containing 45 cartons,
per case 4.50
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .10

GELATINE

Cox's Instant Powdered Gela-
tine (2-qt. size), per doz... 1.50
Knox Plain Sparkling Gelatine
(2-qt. size), per doz..... 1.75
Knox Acidulated Gelatine
(lemon flavor), 2-qt. size.
per doz. 1.85

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

Perfect Seal Jars, 3 lbs., 1
doz. in case\$4.25
2-lb. tins, 2 doz. in case.... 4.80
5-lb. tins, 1 doz. in case.... 5.40
10-lb. tins, 1/2 doz. in case.. 5.10
20-lb. tins, 1/4 doz. in case.. 5.05
(Prices in Maritime Provinces 10c
per case higher)

Barrels, about 700 lbs.....\$0.07 1/2
Half bbls., about 350 lbs.... .07 1/2
1/4 bbls., about 175 lbs..... .07 1/2
2-gal. wooden pails, 25 lbs.. 2.25
3-gal. wooden pails, 28 1/2 lbs. 3.40
5-gal. wooden pails, 65 lbs.. 5.50

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case...\$5.30
5-lb. tins, 1 doz. in case... 5.90
10-lb. tins, 1/2 doz. in case. 5.60
20-lb. tins, 1/4 doz. in case. 5.55

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1/2 lb. 2.00

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and Dark Brown\$1.15
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Currency, 11s 0.90
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Pay Roll, thick bars, 9s.... 1.10
Pay Roll, plug, 9s and 6-lb.
caddies 1.10
Shamrock, 8s, 1/2 cads., 12
lbs., 1/4 cads., 6 lbs..... 0.90
Great West Pouches, 8s, 3-lb.
boxes, 1/2 and 1-lb. lunch
boxes 1.00
Forest and Stream, tins, 10s,
3-lb. cartons 1.20
Forest and Stream, 1/4s, 1/2s,
and 1-lb. tins 1.20
Forest and Stream, 1-lb. glass
humidors 1.50
Master Workman, 8s, 3-lb.
cartons 1.00
Master Workman, bars, 6s,
2/3s, 1/2 butts, 3-lb. boxes,
3 lbs. 1.10
Derby 8s, 4-lb. boxes..... 0.90
Old Virginia, 12s..... 1.50
Old Kentucky (bars), 7s,
boxes, 7 lbs..... 1.10

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Soap Powder, case 100 pkgs...\$5.00
Cleanser, case 50 pkgs. 2.00
Cleanser (Kosher) cs. 50 pkgs 2.00
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Made in Canada.

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Lemon, contains 2 doz. 2.70
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Strawberry, 2 doz. 2.70
Chocolate, 2 doz. 2.70
Cherry, 2 doz. 2.70
Vanilla, 2 doz. 2.70
Weight, 8 lbs. to case. Freight rate
second class.

JELL-O ICE CREAM POWDERS

Made in Canada.

Assorted case, contains 2 doz..\$2.35
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Strawberry, 2 doz. 2.35
Lemon, 2 doz. 2.35
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friend or acquaintance would be in-
terested in articles which you have
read in CANADIAN GROCER. Obey
the impulse to pass a good thing
along.

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Delicious Flavor and Fine Quality.
Finest Long-keeping Cranberries

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Best Brands California Navels,
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Grapefruit

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Full supplies of

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COAST FISH**

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Watford

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(both Condensed and Bulk)

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The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

BUYER'S DIRECTORY

The products of E. W. Gillett Co. underwent revision upward this week; baking powder, cream of tartar, bi-carbonate of soda and lye being among lines affected.

* * *

News reached the trade this week that, effective January 4, the embargo on the export of prunes from the United States to Canada had been lifted. Along with this has come advice from some packers indicating what they will be able to deliver. This contains some surprises in that quite a complete list of sizes will be forthcoming, though perhaps not very heavy quantities. Weeks and months of uncertainty have passed over the heads of the trade in respect to prunes, and welcome will be the news that at least a very fair allotment will be forthcoming. Supplies are none too plentiful and there may be shortages reported before another new crop is harvested, but at least the situation for next few months will be better.

* * *

All refiners are now on the same basis for quoting sugar. A readjustment in differentials has been effected, too, in some quarters, and with one exception all are on the same basis in this respect.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

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SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER**

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"Canada Food Board License No. 7-078"

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INSIDE and OUTSIDE LIGHTS OF ALL STYLES

SIX TIMES THE LIGHT - ONE THIRD THE COST

MANUFACTURERS: **R. M. MOORE & CO. LTD.** TORONTO

Stores, Halls, Homes, Farms, Country, Sheds, Buildings

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.

Manufacturers and Shippers

SARNIA :: :: ONTARIO

MINCEMEAT

Write, wire or telephone for quotations for prompt or fall delivery.

E. B. THOMPSON

20 Front Street East, Toronto

**30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS.**

The TRENT MFG. CO., Ltd.
TRENTON . . . ONTARIO

These one-inch spaces only \$1.60 per insertion if used each issue in the year.

All these ads will have position on a live page each week containing reading matter.

Wanted

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED TO PURCHASE, COFFEE ROASTER.

Must be in good condition, with capacity for approximately twenty pounds. Address The Alberta Grocery, 922 19th Ave. E., Calgary.

WANTED—A FEW GOOD AGENCIES FOR grocers' sundries for Ottawa and district by a thoroughly reliable man, with many years' experience in the grocery business, both in a jobbing and retail way. Address "L," 296 Nelson St., Ottawa.

FOR SALE

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FOR SALE

GOOD GROCERY BUSINESS. ANNUAL turnover \$40,000. Stock about \$6,000. Apply 791 Bank Street, Ottawa.

UP-TO-DATE GROCERY BUSINESS in splendid section of Toronto. Good family trade, which can easily be developed. Includes first-class house and store with modern conveniences. \$7,000. 168 Lamb Avenue, Toronto.

SOLID BRICK STORE AND DWELLING. Store 2 stories high, 67 x 44. Storehouse 30 x 20. All new and complete. Will sell with stock or reduce stock. Would take Victory Bonds part payment. Terms to suit purchaser. Good reasons for selling. Apply O. C. Simpson, Box 37, Metcalfe, Ont.

GROCERY AND HOME BAKERY, ALSO VERY desirable corner property with buildings: sales for 1916 over \$30,000. This is an all cash and carry trade. Positively a chance in a lifetime to procure a splendid paying business and very choice property, \$7,000. Will handle balance on terms. Owner is retiring. 968 Bathurst Street, Toronto.

Second hand
SUGAR BAGS and LINERS
WANTED
WRITE
FRUHAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

MR. CLERK, YOU WANT TO BETTER yourself. You may want a broader experience than you are getting now. Perhaps you want to enter a new field and desire to form connection with firms of established reputation. Others are using to good advantage Want. Ad. page in Canadian Grocer. You can do the same. Rates, payable in advance, 2 cents per word first insertion and one cent per word for each additional, with charge of five cents extra per insertion for Box Number.



VOL-PEEK

—a specialty that every housewife needs

Leaking pots are common in every home.

Vol-Peek mends all such quickly and easily. Pots, Pans, Graniteware, Aluminum vessels—all can be made ready for use in two minutes with a little bit of Vol-Peek.

Sells at a good profit. Write us direct if your wholesaler hasn't got it.

H. NAGLE & CO.
Box 2024, Montreal

When answering Advertisements please mention Canadian Grocer

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

"On a Cold and Frosty Morning—"

WHEN the snow stretches away into white fields of space and the clear, cold air sets the blood a-tingling in every vein,

—can you imagine anything nicer than a savory, steaming, piping-hot dish of tasty sausage, deliciously cooked and browned?

Truly these are the days when sausage reigns supreme as the king of all breakfast dishes.

And these are the days when you can build up a good, steady trade right in your own district by featuring

Davies Quality Pork Sausage

—the kind of sausage your customers will enjoy most of all—so fine-tasting, so deliciously seasoned, so *good* in every way.

Send us a standing order from now on through the season.

Oxford Sausage (large)
Oxford Sausage (small)
New England Sausage
Farm Sausage (not linked)

Cambridge Sausage (1-lb. links)
Cheltenham Sausage (1-lb. packages)
Little Pork Sausage (Special)
Algoma Sausage (in 60-lb. tubs, larded)

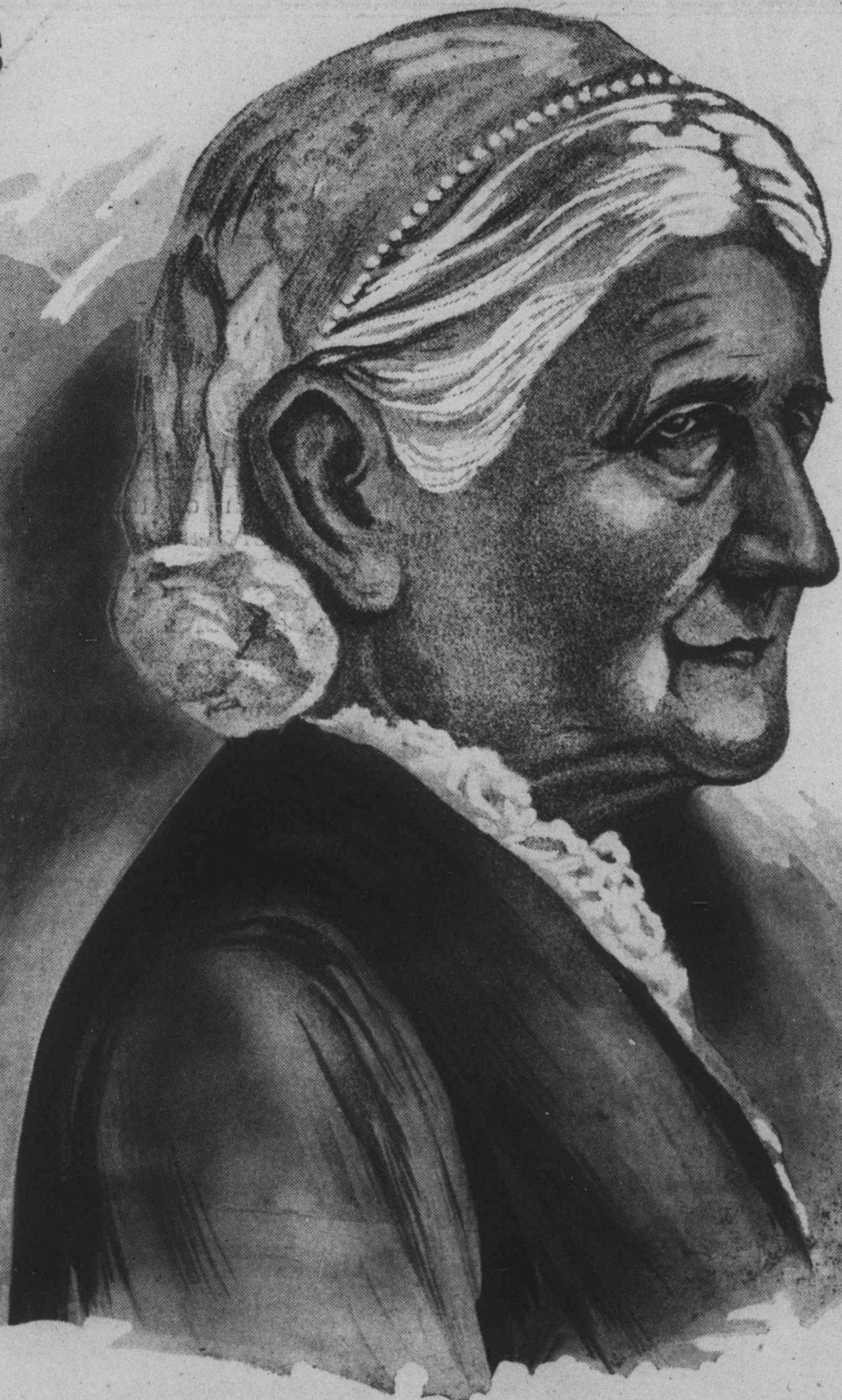
THE **DAVIES** COMPANY
WILLIAM LIMITED

MONTREAL

TORONTO

HAMILTON

CANADIAN GROCER



The kind that Mother used to make. "READY MADE." Small's Forest Cream Maple Products have the good, old-time taste that lingers. Rich in flavour, uniform, neat appearance, scientifically packed. Result of ninety-four years' continued experience. Made from the original exclusive formulas. Highest rewards received from all countries. Sales are enormous. We have stock of all lines complete. Prompt shipment. Capacity three cars daily. At all jobbers. European markets supplied through London agencies.

SMALL'S LIMITED

Refiners of Syrup, Molasses, Canadian Maple Products

MONTREAL