

Aug. 1920

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, NOVEMBER 19, 1920

No. 47

IT Pays to Feature Sealshipt Oysters

In Glass Jars

—and Recommend Them Often This Winter



“Sealshipt
Oysters”

In Glass Jars

There is always a demand for Oysters during the cold weather for family use, club socials, etc.

You will find it profitable to handle “Sealshipt” Oysters in glass jars. Real, fresh oysters put up in a sanitary and convenient way.

CONNECTICUT OYSTER CO., LIMITED

“Canada’s Exclusive Oyster House”

50 JARVIS STREET, - TORONTO, ONT.

THE ADS.

That the Ad. Man Doesn't Write

Advertising plays an important part in maintaining the enormous demand for O-Cedar Polish. It serves as a constant reminder, and persuades people not acquainted with O-Cedar's high standard of Quality to try this wonderful Polish.

But O-Cedar's best advertisement is the one that is never written. It is a more convincing, more effective kind of advertising than could ever be written.

Personal recommendation — "word of mouth advertising"—is one of O-Cedar's greatest assets; and one which increases yearly with O-Cedar's expanding sales.

This asset is highly appreciated by the Dealer who favors profitable, quick-selling articles.

CHANNELL CHEMICAL COMPANY
LIMITED
TORONTO





Remind Customers You Sell *Borden's*

Keep your **Borden Milk Products** well displayed on your counters and feature them in your window displays during this Fall and Winter Social Season. The convenience and deliciousness of **Borden's Reindeer Coffee and Cocoa** will greatly appeal to the hostess and for the many little informal evenings home baking and candy making will prove an added treat if made the **St. Charles Milk Way**.

Induce your customers to try their favorite recipes the **St. Charles way**—the improved, rich, creamy flavor produced will make them steady users. Just let your customers know you sell Borden's—the name will do the rest.

Write for attractive selling helps,
books of recipes for your customers, etc.

The Borden Co., Limited
Montreal

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



Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

There's Quality in every Tin of

1lb. 2lb.
5lb. & 25lb.
Tins

GUARANTEED PURE AND WHOLESOME

ROWPS
TRADE MARK

EXTRA SPECIAL MOIST

MINCE MEAT

TRADE MARK

ROWPS
MINCE MEAT

Buy it at your grocer's

LEGG BROTHERS LIMITED.

Brodie's XXX Self-Raising Flour Gives Satisfactory Results



Not alone in baking, but in profitable returns wherever it is sold. It has been on the market for a considerable time and has had a steady sale.

An order to-day will convince you.

Your wholesaler can supply you.

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives:
J.B. Renaud & Cie, Incorporated, Quebec

"LAITOVA"

LEMON CHEESE



DAILY
SPREAD

FOR
CHILDREN'S
BREAD

Here is a wholesome food dainty (one of the Sutcliffe and Bingham group of superb food products) that will prove a popular and profitable seller.

"Laitova" Lemon Cheese is made from eggs, lemon, sugar and butter. It is exceptionally tasty, wholesome and easily digested. It takes the place of butter as a spread for bread and is much cheaper than jam or butter.

Throughout the British Isles and Europe "Laitova" Lemon Cheese has been a great favorite and it is bound to make a "hit" in this country, especially with the children.

Attractively packed in hygienic containers--
write for quotations.

Langley, Harris & Company, Limited

SUCCESSORS TO

MACLURE & LANGLEY, LIMITED

TORONTO

WINNIPEG

MONTREAL

Always in
Demand



Always Fresh
and Crisp

We co-operate with you by extensively
advertising our products. It pays you
to handle a line that is well advertised.

McCormick Mfg. Co., Limited, London, Can.

Branches at: Montreal Ottawa Hamilton Kingston Winnipeg |

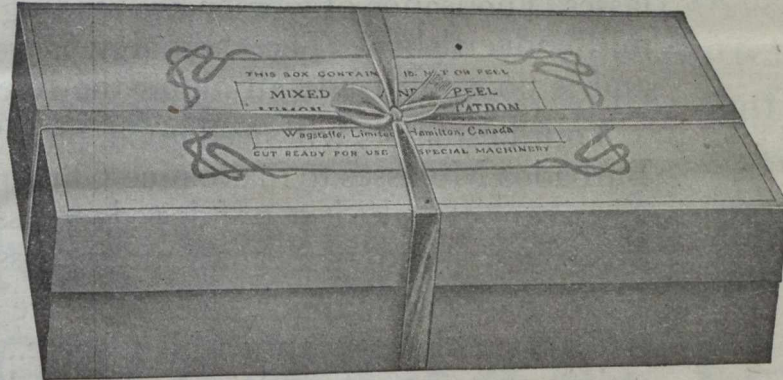
Calgary Port Arthur St. John, N.B. Vancouver

WAGSTAFFE'S

Candied Peels

(Lemon, Orange, and Citron)

Now Ready for Delivery



They are equal to the best British make, are far superior in flavor and color to Imported American Peels. Mr. Retailer, insist on getting WAGSTAFFE'S PEELS, they are CANADIAN—no better made.

Order From Your Wholesale Grocer

WAGSTAFFE, LIMITED

PURE FOOD PRESERVERS
HAMILTON - CANADA



Have You Started

WINDMILL

Barbados :: Super-Fancy

MOLASSES

in Your Town? If not, send for a supply.

For Christmas Business

For

**CAKES
PUDDINGS
SAUCES
BAKING**

And on

**BREAD
TOAST
CEREALS
BISCUITS**

Good things to eat will be heavily in demand—especially “Windmill” Barbados Super-Fancy Molasses. Thousands of women are reading the “Windmill” advertising. The campaign is going strong, and is boosting trade all along the line.

Your customers will need good, pure “Windmill” Barbados Molasses to make nice Christmas candies. They cannot make it out of doped molasses. Satisfying your customers means your success.

No matter how much stock you are carrying of ordinary molasses, canned blends, etc., you cannot satisfy customers for “Windmill” Molasses with a substitute. They know the difference!

Get in your order for “Windmill” at once, even if for only one puncheon.

We have a limited quantity of puncheons (90 gal.); tierces (45 gal.) and half-barrels (28 gals.) on spot, St. John, N.B., Montreal and Quebec to offer and our price is right. Wire, phone or write for quotation on any quantity. We want a merchant in every town to start “Windmill” and *WILL BACK UP YOUR PURCHASE* with vigorous local advertising that will increase your business in general. If you are able to take on “Windmill” do so by all means and see it increase its speed from the start.

Distributed by

Pure Cane Molasses Co. of Canada Limited

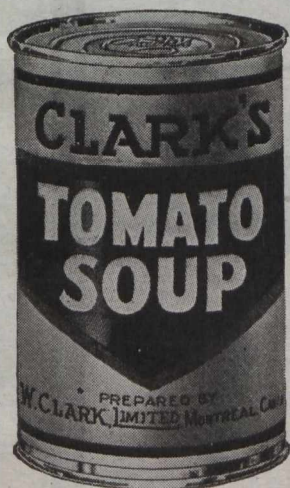
St. John, N.B.

Montreal, Que.

CLARK'S PREPARED FOODS

Corned Beef, Roast Beef, Beef Steak and Onions, Canadian Boiled Dinner, English Brawn, Boneless Pigs' Feet, Irish Stew, Cambridge Sausage, Ox Tongues, Lunch Tongues, Soups, Sliced Smoked Beef, Tongue, Ham and Veal, Potted Meats, Peanut Butter, Tomato Ketchup, Spaghetti with Tomato Sauce and Cheese.

CLARK'S PORK & BEANS and OTHER GOOD THINGS



MADE IN CANADA

Every one a
FAVORITE
and every one a
SELLER



BY CANADIANS

W. CLARK, LIMITED, MONTREAL

**Genuine *Ford* Parts
For Sale Here**

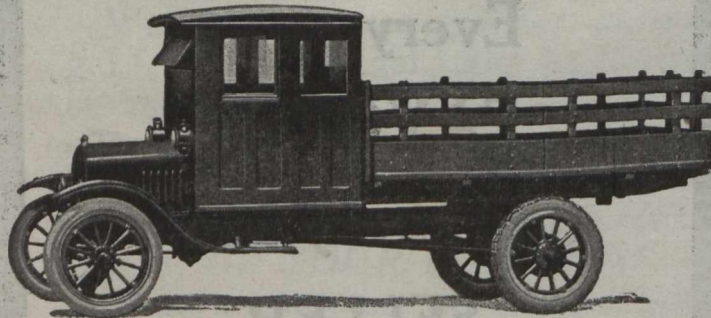
*Look for
this sign:*

Service

DURING the rush season it has been difficult to give your Ford Truck the attention that is demanded.

Your truck has rendered good service to you. Now is the time for you to give some service to it.

Remember that 100% efficiency means lowest running costs. Have your Ford Truck overhauled by your Ford dealer—and let him quote you a price for systematic inspection.



Ford Motor Company of Canada, Limited
Ford, Ontario

*They're easy to sell—and
they repeat quickly, because
they're so good*

The well-known high quality of
DEL MONTE Products constantly
brings people back for more and
more.

That is what makes them such
steady, active profit-makers.

Over a hundred delicious varieties
that your customers know and want.



OXO CUBES

THIS IS REAL OXO WEATHER

Blustery winds, chilling rain, damp cold, all make folk long for the comforting warmth and refreshment of a cup of hot OXO. Steaming OXO Soup starts lunch and dinner in hundreds of homes. And the OXO CUBES advertisements are constantly reminding your customers of the handiness, wholesomeness and economy of these modern conveniences for preparing Soups, Sauces, Gravies, Meat Dishes and strengthening drinks for the sick and the aged.

Display OXO CUBES in your windows—suggest them to your customers. Have you plenty of all sizes? If not, order NOW.

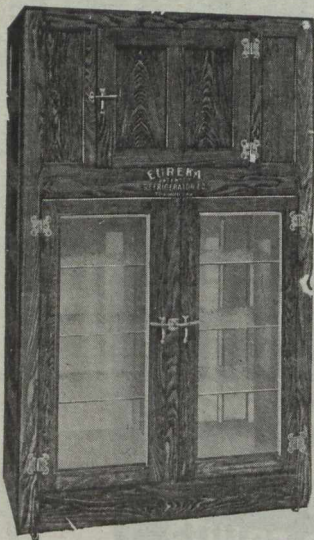
OXO LIMITED

Montreal

Toronto

Winnipeg

Eureka Refrigeration Equipment



This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

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

Use the Albion Silky Cotton Cords

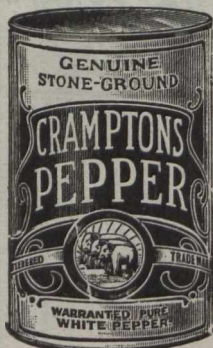
A wide range of sizes and colors always in stock.

Send your enquiries direct or through independent agent to

The Albion Sewing Cotton Co.

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

This old-fashioned Stone-Ground Pepper packed in dainty tins is popular alike with retailer and consumer.



The latter appreciates the fine aroma and rich flavour of stone-ground Pepper and likes the handy package. To the retailer it means the saving of time and wastage in weighing out ounces of loose pepper.

Packed in small dainty tins with dredger tops holding about 1 oz.—a most popular size; also larger tins with plain tops holding 2 oz. and 4 oz.

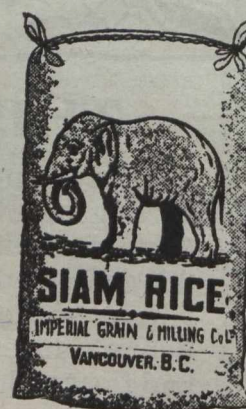
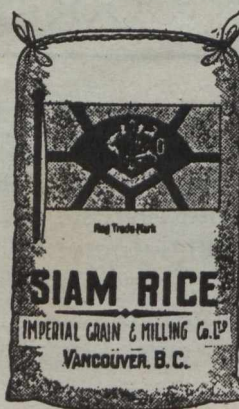
Address your enquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.

Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. Edgett Ltd.
Vancouver
Canada
Wholesale Purchasing Brokers
Exporters and Importers

Donaldson Phillips Agencies
Limited
Grocery and Produce Brokers
PEAS, BEANS and SEEDS
124 Pacific Bldg. - Vancouver, B.C.

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

JOHN PRITTY, Ltd. Merchandise Broker and
Manufacturer's Agent
HEAD OFFICE: REGINA, SASK.
Live, energetic representation given, and
fullest results from our territory guar-
anteed.
11 years in the West. An excellent con-
nection amongst the trade, both whole-
sale and retail. We produce results.
Let PRITTY handle your account.


B. M. Henderson Brokerage, Ltd.
209 Empire Block, Corner Jasper Ave. and
101st Street, Edmonton, Alta.
(Brokers Exclusively)
Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables

Your Wants are many here
below. Use the Want Ad.
page and get rid of a few
of them.

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

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years. Our organ-
ization offers manufacturers every
facility necessary to successful mar-
keting of their product. Calling
upon Grocers, Confectioners, Hard-
ware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

**Vancouver Office of
Canadian Grocer**
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER



Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are **NEVER SOLD UNLABELLED**, nor ever labelled other than

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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

EVERY MORSEL EDIBLE
AND DELICIOUS

Wallace Herrings are Supreme in Quality



and enjoy a steady,
well-earned demand

**WALLACE'S
HERRINGS IN TOMATO SAUCE**

**WALLACE FISHERIES LIMITED
VANCOUVER**

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Special all grades Sugar for immediate shipment
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches
Regina, Saskatoon, Calgary, Edmonton

Richardson Green, Limited MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina
Edmonton
Calgary Saskatoon

We work The Retail Trade

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

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

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

MOWAT & McGEACHY (MANITOBA) LIMITED

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

C. DUNCAN & SON

Manufacturers, Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and
Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

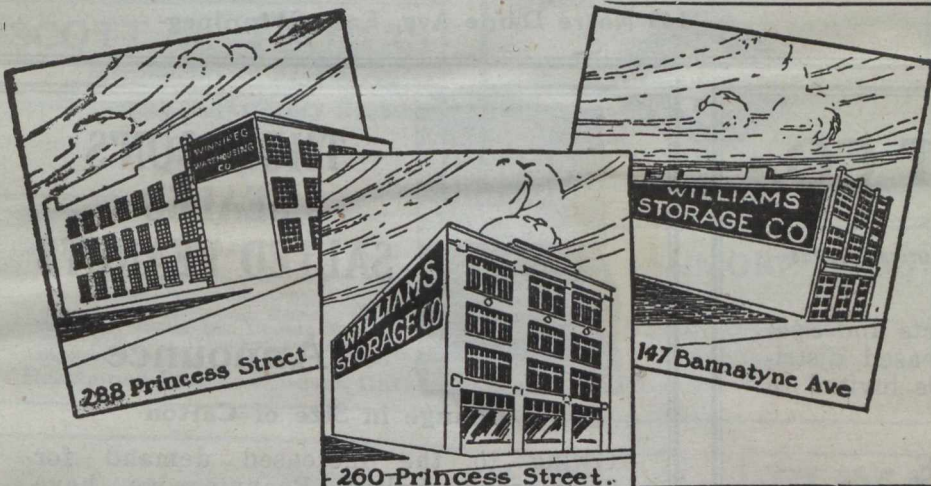
WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN
HEAD **WINNIPEG** OFFICE
ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

WHEN WRITING TO
ADVERTISERS
PLEASE MENTION
CANADIAN GROCER

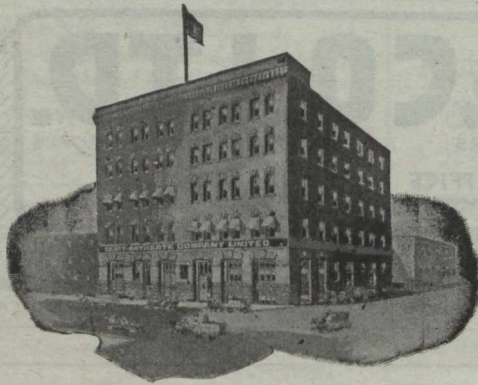


You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA



DETAIL WORK

*Christie's Biscuits and
Robertson's Confectionery*

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

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

W. H. ESCOTT CO. LIMITED

*Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants*

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

SALES FORCE

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

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

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

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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



THOMPSON'S SEALED SALTED PEANUTS

Announce

Change in Size of Carton

Owing to the increased demand for Thompson's Salted Peanuts, we have decided to pack 40 packages to the carton, thereby enabling us to give you a better profit on our five-cent package.

Nifty Brand:

Whole, Blanched, Jumbos.

The peanut full of rich, creamy flavor.

Fresh—crisp—tasty.

Packed in five-pound tins with envelopes, each tin in an individual fibre board container ready to reship. Packed in Canada by

A. E. THOMPSON

Box 2015

WINNIPEG

G. B. THOMPSON, Western Distributors, Winnipeg

YOUR WANTS

are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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

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

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

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

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



32 Front TORONTO St. West CANADA

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

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

H. C. BRENNAN
Manufacturers' Agent and Grocery Broker.
Representing J. H. Wethey Ltd.
S. F. Lawrason & Co., "Snow-
flake" Brand Goods.
Galanopoulos & Macris, Patras,
Greece.
Kearney Bros., Ltd.
Open to represent other Manufacturers of high
class lines.
Booth Bldg. Ottawa, Canada.

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

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

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




The CROWN Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND
For your own protection insist upon having this line of known quality.

BRAND
G. T. MICKLE - Ridgetown, Ont.

CLIMAX PAPER BALER



earns money for you every day—
Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

When Writing to Advertisers Kindly
Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

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

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

AGENCIES WANTED

For all lines of food products for Montreal and Quebec. Best references.

H. WHISELL
639 St. Hubert St., Montreal

Belgo-Canadian Trading Co. Regd.

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

103 St. Francois Xavier St. MONTREAL

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

A. H. M. HAY

General Produce & Lumbermen's
Supplies

Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
--	---

ST. NICHOLAS BUILDING, MONTREAL

K. Smith

Broker and Commission Merchant

1696A Hutchison St.
MONTREAL

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

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

Best References

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

SHEPHERD - MOTT COMPANY

Manufacturers' Agents

Grocers' and Confectioners' Specialties
73 Ottawa Street - Montreal

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

International Commercial Agency

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

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

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker

Representing:

The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery,
Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

LET CANADIAN GROCER Sell It For You

Dominion Spring Clothes Pins



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

There's greater Satisfaction

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

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

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

Are You Selling a Pure Maple Butter?



Do you realize that "Old Tyme Brand Maple Butter" is the only pure Maple Butter being sold at the present time? The Dominion of Canada Pure Food Laws allow nothing to be named Maple, unless the product is pure Maple, consequently there is not another Maple Butter on the market to-day.

When you are selling Old Tyme Maple Butter you can recommend with full confidence its use for:

Cake Icing

A Spread for Toast

Afternoon Tea Biscuits

Making Maple Fudge.

Nearly all Canadians will buy a pure Maple product; stock this line now and avoid any possibility of selling adulterated Maple products to your customers. They want the "pure."

Write for prices.

Canadian Maple Products

Limited

250 Van Horne Street, TORONTO

ALL ORDERS FOR

Robinson's Ice Cream Cones

will be filled and executed as given us without interruption.

Immediately after the fire the building of a new factory was commenced with a capacity of three times the capacity of the previous factory. We will resume manufacturing cones in about from 4 to 5 weeks and guarantee delivery of every order placed with us, and we are accepting additional orders with guarantee of delivery as desired.

Our output by the end of January will be double the quantity as heretofore and by the end of March three times the previous capacity, which will more than make up the loss of all our stock which we already had manufactured and which was ready for shipment. Our output when all machines have been installed, and which are already in course of construction, will be 1,000,000,000 cones per year, which will make our factory the largest and most up-to-date single factory for Ice Cream cones in the world.

IF YOU HAVE AS YET NOT SENT US YOUR ORDER FOR CONES PLEASE SEND US SAME AT ONCE. Our Guarantee against a decline in prices will protect you in every way.

Orders for immediate delivery will be filled
from our Montreal stock.

MAPLE CRISPETTE CO., LIMITED

MONTREAL

Exclusive Agents for British Columbia and East of the Great Lakes
For ROBINSON & SON, HAMILTON, ONT.

Business Data

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

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

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

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

Canadian Press Clipping Service

143-153 University Avenue, Toronto

MACDONALD'S



More Tobacco for the Money

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

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

The regular margin of profit is large.

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

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

W. C. MACDONALD REGD'.
Incorporated
MONTREAL

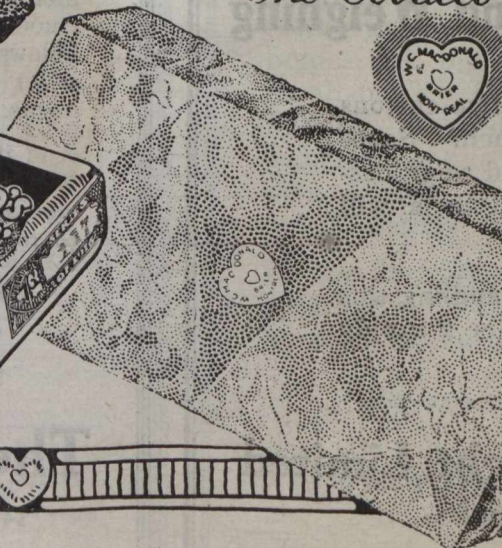
Selling Agents

London—D. C. Hannah

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

Hamilton—Alfred Powis & Son
Kingston and Toronto —
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The Tobacco with a heart



**Branches:**

Canso, N.S.
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Grand River, P.Q.
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LEONARD FISHERIES, LIMITED

20, 22, 24 and 26 YOUVILLE SQUARE

(NEAR CUSTOMS HOUSE)

MONTREAL

Head Office:
MONTREAL

Producers, Packers and Distributors

LEONARD BRAND

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

OYSTERS: In Bulk, Shell and Bottled.*Car lot shipments our specialty.***Sal****Soda****No Wrapping and Weighing**

Put up in attractive cartons
of 2½ pounds each. Saves
time for you and your cus-
tomer. This Sal Soda will
please all.

If you are not handling this
popular line, order a supply
to-day.

Church & Dwight, Limited
Montreal

**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 require-
ments.

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

Send along your ad. to-day. Forms close
Tuesday each week. Rates: 3c word first
insertion, 2c word for each subsequent in-
sertion; 5c extra for Box No. per insertion.

*Send along your ad. to-day.***The Canadian Grocer**

143-153 University Ave., Toronto

A Little Window Feature

Put a low table or tabouret in your window under a white cloth or a doily and set thereon a cup and saucer, a good old-fashioned brown tea pot, and a package of Red Rose Tea. Pin a card to the overhanging cloth, or the edge of the table, reading—

“Three spoonful of Red Rose Tea go as far as five of ordinary tea.”



T. H. ESTABROOKS & CO., LTD.

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from Your Wholesaler

HARGREAVES (CANADA) Limited

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

Vanill-Ex

*The New Flavoring
for All Purposes*

Contains 15 times the strength of ordinary vanilla. Used extensively in hospitals, clubs, restaurants and private homes. A big saving to all users. Use less. Pay less. Packed 1 doz. to carton, 3 cartons to case. Each case contains a beautiful metal display card.

Be the first grocer in your town to stock *Vanill-Ex*. *Vanill-Ex* is a big seller. Shows a nice profit.

Agents wanted in all provinces

The Crawford Manufacturing Co.

ST. ANTOINE ST., MONTREAL



Robinson's "Patent" Barley is the ideal food for invalids and babies.



The best food for infants and invalids

Let your customers know you stock "Robinson's" Barley. The satisfaction it gives will bring them back for other articles. It warrants a place in your displays.

Keep your "Robinson's" stock of "Patent" Barley and "Patent" Groats replenished frequently.

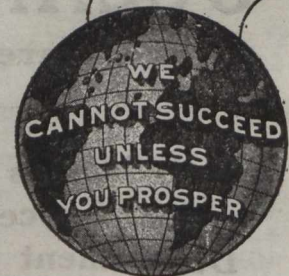
MAGOR, SON & CO., LIMITED

191 St. Paul Street W., MONTREAL
30 Church St., TORONTO

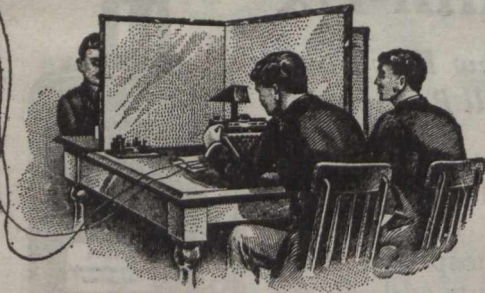
NICHOLSON - RANKIN LTD.

WHOLESALE GROCERY BROKERS

IMPORTERS EXPORTERS



CODES
A.B.C. 4TH & 5TH EDITION
ARMSBY'S LATEST
PRIVATE CODES



"IN TOUCH WITH THE WORLD'S MARKETS"
ALL QUOTATIONS SUBJECT TO CONFIRMATION
TELEPHONE MAIN 6501

OFFICES-707-708 CONFEDERATION LIFE BLDG.

WINNIPEG, CANADA

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

BILLION DOLLARS

This does not include the wealth to be derived from other products, such as hogs, cattle, sheep, wool, butter, eggs, cheese, etc., etc.

Such wealth means a vast purchasing power in Western Canada—To participate in the distribution which will be secured through circulation of such wealth you require real live-wire, up-to-date brokerage representation.

Wire or write your offers to

NICHOLSON-RANKIN LIMITED

Wholesale Grocery and Fruit Brokers
WINNIPEG, MANITOBA

Branches: Regina Saskatoon, Sask. Calgary Edmonton, Alberta

CANADIAN GROCER

VOL. XXXIV

TORONTO, NOVEMBER 19, 1920

No. 47

Stabilizing Sugar Will Help Business

Retailers Report That People Expect Sugar to Be Lower To-day Than It Was Yesterday and Only Buy Accordingly—A Review of the Situation, Showing Canada's Consumption—Exports and Imports.

THE present sugar situation, as viewed from the angle of the retail merchant, is one of complete demoralization. Such is the opinion of merchants in various parts of Ontario, who were interviewed by Canadian Grocer on the much-discussed sugar situation. They further state that the public are looking for cheap sugar, irrespective of make, and are buying only in small quantities. Prices vary in the same locality, due partly to the fact that some merchants have sugar bought at a higher price and partly that others are using sugar as an advertisement. All are agreed on one point, that the sooner sugar becomes stabilized the sooner other lines will also settle on an even keel and business will again become normal.

Only Buy in Small Quantities

"People are holding off and are only buying sugar in small quantities," stated C. B. Shields, Queen St. West, Toronto. "Their idea is to buy sugar cheap. At one time our customers would ask for some particular make, but at the present moment no special make is asked for. Apparently all they want is sugar at a lower price to-day than what they bought it for yesterday. Our present selling price is 14 cents per pound."

Wallbridge and Clarke, Belleville, Ont., stated: "Customers do not ask for any special make of sugar; all they want is cheap sugar. Prices are certainly not stabilized. On Saturday last, that is the 13th, granulated sugar was sold at prices varying from 12½ to 14½ cents per pound. Purchasers are buying for present requirements only."

Looking for Cheaper Sugar

Fred. C. Harp, Brantford, Ont., said: "We are selling sugar at 14 cents per pound and do not notice any extra buying as consumers are only purchasing their requirements from hand to mouth. People are looking for cheaper sugar and every time a refiner makes a reduction

SUGAR STATISTICS			
Canadian Consumption			
Fiscal Year Ending March 31st			
Tons (2240 lbs.)			
1911	256,298		
1912	261,518	Inc.	2.03%
1913	285,803	Inc.	9.28%
1914	314,266	Inc.	9.96%
1915	302,450	Dec.	3.76%
1916	284,644	Dec.	5.88%
1917	314,464	Inc.	10.47%
1918	292,885	Dec.	6.86%
1919	342,358	Inc.	16.89%
1920	390,343	Inc.	14.00%
CANADIAN EXPORTS			
Fiscal Year Ending March 31st			
Tons (2240 lbs.)			
1916	385		
1917	25,833		
1918	61,164		
1919	916		
1920	109,516		
Raw Sugar Imports			
Year end.	1920	1919	
Mar. 31			
Pounds	1,081,000,000	718,000,000	
Value	\$68,343,471	\$35,381,888	
4 mos. end. July 31			
Pounds	384,000,000	370,000,000	
Value	\$37,435,792	\$20,849,080	
Beet Sugar Industry			
Tons (2240 lbs.)			
United States Canada			
1912-13	624,064	11,951	
1913-14	655,298	11,657	
1914-15	646,257	13,979	
1915-16	779,756	17,641	
1916-17	734,577	12,500	
1917-18	682,867	11,250	
1918-19	674,892	22,300	
1919-20	650,000	16,500	
1920-21	.....	40,000	

the daily papers give it wide publicity, with the result that often sugar is retailed at a loss. We are not asked for any particular refiner's sugar. All people are concerned about is the price."

Consumption in Canada

Reviewing the sugar situation at this time, "The Financial Post" said:

"That consumption in Canada has been advancing beyond that of the growth of population is seen from the official figures based on the imports of raws less

the exports of refined. From 1911 to 1912 there was an increase from 256,000 to 261,000 tons, or 2 per cent. By 1914 the consumption had grown to 314,266 tons during the year, an increase for the year of nearly 10 per cent. There was a drop, with all business in general for the early war years when 1917 showed an increase from 284,000 to 314,000, or over 10 per cent. again. The year 1919 at 342,000 tons was up nearly 17 per cent. over 1918, and the figures for the fiscal years ending March 31, 1920, show consumption of 390,343 tons, an increase of nearly 48,000 tons, or 14 per cent. over previous year."

"As has been mentioned before, this last was really a fictitious figure so far as actual consumption is concerned, for a large portion of this was stored away by the consumer, with a number of retailers also. It was on a basis like this, however, that the Canadian Trade Commission based its estimate for the refiners to follow for the remaining nine months of 1920, one of the chief reasons for the present unfortunate condition of overstocked refineries.

Imports of Raws

"The extent to which the refiners were induced to load up on raws to cover Canada's needs for the balance of the present year is really not indicated in the figures of imports. For the fiscal year ending March 21, 1920, the imports of raws were 1,081,000,000 pounds, as compared with 718,000,000 the year before, or over 40 per cent. increase. This was during the period when the public were stocking up their larders. For the four months ending July 31, 1920, the imports were 384,000,000 pounds, compared with 370,000,000 one year before, showing very little increase it is true.

Big Increase

"But a comparison with two years ago shows the total to have been only 254,000,000 pounds, so that the present year's imports (as were last year's) are

far above normal. More than that it must be remembered that the Canadian refiners have large stocks of raws under contract for delivery in the next few months, which does not improve the situation.

Conditions of Near Future

"It seems clear, then, that buying of refined stocks will be light for some time to come, with price conditions uncertain, and that the refineries must liquidate their stocks on hand before their plants can afford to stock up. After this readjustment they will be able to proceed again along nominal lines with a steadily growing domestic market, which will be confined, naturally, to themselves, for importing United States sugar has its heavy handicaps, as the following table shows:

What it Costs to Import

Original cost per cwt.\$11.00

Duty	2.09
Exchange	1.21
*Freight on refined .....	.50
	<hr/>
	\$14.80
Total increase over U.S. cost	\$ 3.80

*Must be prepaid to include exchange.

Domestic and Export Trade

"In addition to the domestic market many believe a permanent export market will open up, especially if Great Britain establishes a preferential tariff. In the past, under normal conditions, most of the deficit was supplied by the German beet sugar industry. The capacity of the Canadian refineries far exceeds present demands, so that there seems little likelihood of any extensions for some years to come, at least among cane sugar refineries."

January 1, but the Mayor did not think that would be necessary as the cost would be borne by the exhibitors. The proposition will be placed before the Board of Control in writing and passed upon by the council.

Finance Commissioner Ross, interviewed after the meeting, promised to give the Exhibition directors, and through them the Food Products' Association, the yearly rental cost so that the latter could determine the approximate cost per square foot and get their contracts accordingly from the members of their association. "I can tell you what the interest and sinking fund charges will be," he said, "but the Exhibition would have to deal with the maintenance part of it."

WHERE WILL THIS MONEY GO?

Wood, Gundy & Co., financial agents, Toronto, give the following assuring information in a recent circular: "Canada is to-day reaping the most valuable harvest in her history. The value of the five principal grain crops (wheat, oats, barley, rye and flax) alone will total nearly \$1,250,000,000. Other farm products (dairy produce, eggs, poultry, fruit, animals, etc.) should bring this total to nearly \$2,500,000,000.

"In addition, Victory Bond interest, totalling about \$35,000,000 was paid on November 1."

REDUCTION IN PACKAGE TEA

Announcement was made in last week's issue of Canadian Grocer that a reduction was made on the price of some package teas. Lipton's grey label tea was also reduced. The price to the retailer is now 45 cents per pound for halves and pounds, in quarter pound packets 48 cents per pound. Lipton's orange label is now 59 cents per pound.

Approves of New Food Building

Not Necessary to Have It Passed Upon by Rate-payers as Exhibitors Are Bearing Cost—Bonds to Be Issued to Cover Erection if Approved by Council

TORONTO, Nov. 17 (Special).—The proposed new Pure Food Building at the Canadian National Exhibition came another lap nearer to reality when yesterday it received the stamp of approval of the local Board of Control. It was all over in less than fifteen minutes.

Representatives of the Exhibition, including W. G. Irving, vice-president; John G. Kent, general manager; H. W. Watters, assistant manager; Sam McBride, director, and others waited on the Board of Control and outlined the proposal to erect the new building for the food exhibitors.

Representatives of the Food Products Association present were: H. N. Cowan, chairman; George Hortop and B. T. Huston, secretary.

Mr. Irving was the chief spokesman. He told the board that the new building would be somewhat similar in construction to the present Transportation Building, and that it would be located somewhere near the Manufacturers' Building. The cost of the Transportation Building erected some ten or twelve years ago was \$95,000. He showed the board the plans which the architect, B. H. Prack, had prepared for the Food Products' Association, the estimate of the cost at present time being placed at between \$150,000 and \$160,000. The food building, he said, would not cost the city one cent as the food exhibitors were prepared to contract for space for a term of years to cover the necessary charges of interest, maintenance, and sinking fund.

The building would be the property of the city, explained Mr. Irving in answer

to Mayor Church, but all contracts for exhibit space would be made between the Exhibition and the exhibitors.

Mr. McBride assured the board that the city would be getting its cheque shortly as its share of the 1920 Exhibition, and that these cheques would be an annual feature as the Exhibition prospered. The cheques sent to the city this past two or three years had been more than sufficient to cover the carrying charges.

What the C. N. E. wanted, Mr. Irving stated, was that the city issue bonds to cover the cost of the building.

There was some discussion as to submitting a by-law to the ratepayers on

Only Succeed in Breaking Relationship Between Legitimate Grocers and Customers

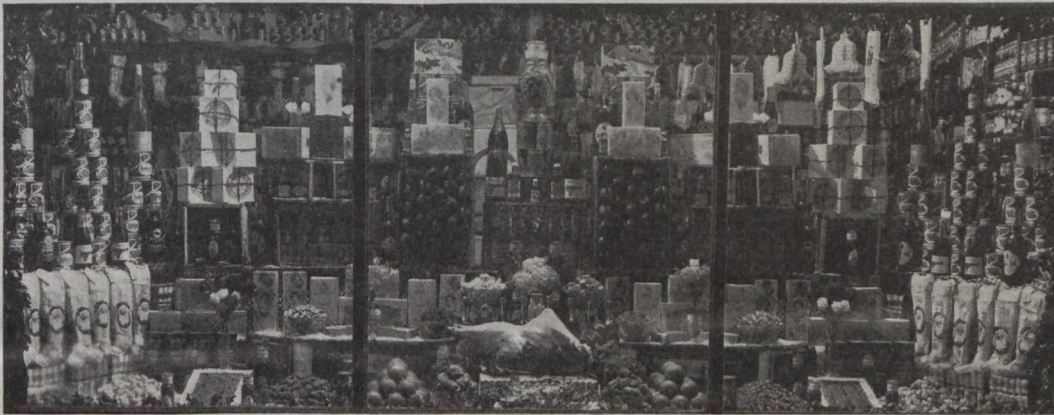
In submitting a cheque in payment of their subscription to Canadian Grocer, Parr Bros., in Hamilton, New Zealand, write:

"We wish to add our meed of praise to the excellent work the Canadian Grocer is doing in lifting the status of the grocery business.

"Owing to the mania of some deluded individuals called by courtesy grocers, otherwise known, by the alias of cheap jacks, who advertise a few special lines at cost price to try and convey the impression that those prices are a fair index to the prices ruling in their particular store, we understand that in some stores of the United States, every article sold in a store must bear its share of the general expenses and profits. To do otherwise is illegal. The law does not allow the trader to throw a sprat to catch a mackerel (or a goat). We could do with a similar law here to protect grocers from the mushroom trader, who opens up in an empty shop and disgruntles some of the old established grocers' clients by a sensational price list in the local papers. As a rule he only lasts a few months at most, but he has helped, during that brief period, to strain the pleasant relationship that existed between the legitimate grocers and their customers. Such a law as the one referred to above would probably keep him out of business for all time."

A Capital Christmas Window Trim

Edmonton City Dairy, Ltd., Edmonton, Has a Splendid Window Display—A Close Competitor in Class "A" Canadian Grocer Christmas Window Contest, 1919—How It Was Arranged



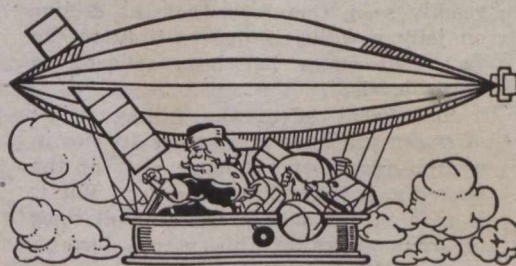
THE above is an illustration of the Christmas window dressed by J. Browning for the Edmonton City Dairy, Ltd., Edmonton, Alta. This display shows a great deal of thought in the planning and no doubt created a great deal of attention. Particularly note that all of the goods shown are adapted for the Christmas season.

In the centre of the window is to be seen a large turkey arranged on a platter. On each side of the turkey on the floor of the window are neat piles of oranges, nuts, figs and dates.

On a raised shelf to the rear are glass dishes containing crystallized fruits and also boxes of chocolates. In the rear of this shelf and forming the background are tastefully displayed full boxes of red apples, currants and raisins, surmounted with fancy boxes of chocolates, cut peels and Christmas wines.

At each end of the window are pyramids of canned fruits interspersed with bottles of Christmas wines. Below these are Santa Claus stockings and Christmas crackers.

The decorations are composed of red and green crepe paper and red paper bells which are strung along the top of the window. A couple of vases of flowers are placed in an attractive manner in the display. These decorations all give a cheerful, seasonable appearance to the window trim.



Grocer Provides Unique Service

McTaggart's Grocery in Vancouver, B.C., Delivers Goods to Persons Departing From the Port of Vancouver, at the Order of Far-Distant Friends—An Idea That Might Be Carried Out With Considerable Success if Merchants Co-operated

VANCOUVER, Nov. 16.—McTaggart's grocery in Vancouver has established an unique service that makes the finest kind of advertising, and pays its way, too.

Hardly a Pacific liner sails from Vancouver that some passenger does not receive an artistically trimmed and packed basket of assorted fruits, raisins, dates, figs, nuts, etc., delivered by McTaggart's Grocery. The purchaser probably is in New York or Montreal. He left his order with his florist, or a fancy grocer. McTaggart organized the service. Undoubtedly McTaggart would do the same for any grocer's customers who he knew had friends due to sail from this port. It is a thoughtful way for your customer to wish "bon voyage" to his friend, and your service will create a strong impression on that customer, too.

Could Extend Service

It would seem to Canadian Grocer that such a service could be very profitably organized throughout the entire Dominion. Why could not Halifax, Montreal, Ottawa, Toronto, Port Arthur, Winnipeg, Brandon, Regina, Moose Jaw, Swift Current, Calgary Edmonton, and Vancouver merchants co-operate in an agreement whereby a customer in any place could arrange for a gift to be delivered in any other centre? The merchants co-operat-



Showing the store front of J. F. McTaggart & Son, in Vancouver, B.C.

ing in each centre could advertise this service. To offer and deliver a service of this kind would certainly give prestige and attract the attention of a class of trade with more than the average purchasing power. Those away from home could remember their folks on the occasion of birthdays, anniversaries, etc., in this additional and thoughtful way.

How it Works Out

For instance, friend husband, traveling West, arrives at Calgary, and in glancing over the Calgary paper sees that S. G. Freeze advertises to sell gift fruit baskets for delivery at any home

in any city in Canada. The wedding anniversary is approaching. The very thing suggested. The result is, the (name of a prominent retail grocer in Toronto) delivers to the door of a Toronto lady, on the day of her wedding anniversary, an attractive fancy basket filled with assorted fruits, figs, raisins, nuts, etc., with the compliments of her husband in Calgary. Does it not seem reasonable, too, that there is a very keen impression made on that good lady's mind of the scope and service of that Toronto grocer.

This is all new business—trade that would not have existed otherwise.

Prepared Icings and Jelly Powders Reduced

Lower Cost of Sugar is the Reason for the Declines—English Gelatine is Quoted Higher—Other Articles Containing Sugar May Follow in the Downward Trend

DECLINES on sugar are having the effect of reducing the price of other commodities whose component parts are composed to a large extent of sugar. Among those that have recently declined are prepared icings and jelly powders. Prepared icings a short time ago were quoted at \$2.25 per dozen. The price is now reduced to \$1.80 per dozen. This decline is due entirely to the lower cost of sugar, packages and labor still remaining at high figures.

English gelatine, which goes into the manufacture of jelly powders, has recently shown an advance of 6 cents per pound and manufacturers state that they are expecting even higher prices on this article. But nevertheless manufacturers have reduced prices on jelly powders.

The general prevailing price on jelly powders is \$1.45 per dozen as against \$1.75 per dozen last month. It can be readily seen, therefore, that the decline on jelly powders is due entirely to the fact that sugar has been reduced to lower levels.

Just what effect the falling prices of sugar will have upon other articles in which sugar forms a large part of the make-up, is difficult to forecast. But it is safe to say that practically all lines of commodities of this nature have a downward trend.

MARGARINE SOLD AS DAIRY BUTTER

Toronto.—In the County Police Court here, Mrs. Olive Duckworth, of Mount

Dennis, was fined \$25 and costs, amounting altogether to \$138, or in default a term of three months in jail, for selling misbranded butter. The case was brought before the court by the Government food inspector, H. J. Dagar. He had discovered that this woman was practically buying oleomargarine, putting dairy butter wrappers on it and selling it to merchants as "dairy butter." A number of retailers were victims. The analysis showed that the alleged butter was in reality a margarine with some coloring matter in it.

BLIND GIRL MAKING A SUCCESS OF A GROCERY

Lincoln, Neb., Nov. 16.—Miss Edna Koontz, blind since she was four years old, is conducting with a good measure of success a grocery store in this city.

She employs no help in the store, and depends entirely upon the honesty of her customers when they present currency to her in payment for goods. She makes a practice of folding each denomination in a particular way so that she can make change easily.

Better Movement of Commodities Now Discernible

Improvement in Movement of Some Commodities in United States Looked to as Hopeful Sign of What May Follow in Canada — Recent Nervousness Over Uncertainty as to Extent of Sacrifices Necessary to Restore Buying—Empty Shelves Should Prevent any Sustained Depression.

SIGNS of an increased movement of commodities are said to be discernible in the United States, according to the weekly market letter of Hayden, Stone and Company, and in view of the fact that in so far as periods of depression or prosperity are concerned that country is generally some months ahead of Canada, this tendency is of interest to Canadians. The letter is as follows:

"There are beginning to be discernible some signs of movement of commodities. To be sure such transactions as are taking place are at figures which mean little or no profit to the producer, but the important thing is that a market at any level should make its appearance. Recent nervousness has not been so much over the fear of having to sacrifice profits, or take losses—it has for some time past been realized that this would be necessary—but ever the uncertainty as to how great these sacrifices might be; whether it would be possible to move commodities at any price, or whether they would have to be carried indefinitely. The establishment of a market for goods at any level, the change from uncertainty to certainty, would at once create a better atmosphere. We do not say that this point has been at all generally reached; only in a few commodities it seems to be in sight.

Retailer Still Stubborn

"Unfortunately, so far as the articles in ordinary everyday use are concerned, the retailer is still stubborn in his attitude. This is regrettable because the longer buying is deferred, the greater becomes unemployment and the less the buying power. Deflation, like inflation, is cumulative in effect. To attempt to cling to the old level of prices is a mistake. Producers and manufacturers generally have, for the moment, given up thought of profit. The thing most to be desired is to find a level at which it is possible to do a normal amount of business. Once this is found, and goods move in their usual volume, the adjustment of costs to a profitable basis will take care of itself.

Increased Labor Efficiency

"Meantime an important step in this process—the liquidation of labor—is daily taking place. This is not so much in the reduction of

wages—though this may have to come in time—as in increased efficiency.

"Even the most obtuse now realize that we are in a period of business readjustment, involving some hardship. The speed with which we pass through this will depend on the readiness to face facts and act accordingly. Whatever else the business man may be, he has generally been noted for being practical. For this reason we have high hopes that business reaction will be of short duration. When we see evidence of all being willing to make proportionate sacrifices, we shall be happy to take a constructive attitude, for it is then that business will seem to be at its worst and in this instance, as in all previous cycles, it will be when business touches the low point that stocks will be a real purchase.

"Apparently, however, all are not yet quite resigned to taking their medicine, so that this point has, in our opinion, not yet been quite reached, though we are rapidly approaching it."

Unsupplied Needs Should Prevent Sustained Depression

Another important survey of conditions is given in the following statement from an authority. This view is held by not a few thinking business men in Canada and points out that there are great unsupplied needs in the world and that this lack should prevent any sustained depression. Notwithstanding the fact that there is much unsettlement and buying power is impaired this official makes the following encouraging comment:

"The boom period which has been responsible for the existing expansion of credit and high prices was not due to internal development or construction work; on the contrary, it interfered with normal development and improvements, and the facilities of the country are behind its needs. Never before was there so much work in sight needing to be done, or so many opportunities in the world outside. The immediate problem is that of price readjustment. It is not a case of exhaustion or of waiting to grow up to investments that have been made. The new work would not go forward upon the level of costs created by the war, and regarded as abnormal and temporary."

Getting By Giving in Fruit Dept.

How One Grocer, by Adhering to the Old Plan of Filling a Window With Watermelons, Makes Big Sales—Also Had a Boy in the Window Eating Melons—Can Be Done With Any Line.

By HENRY JOHNSON, JR.

HERE'S a breezy letter—written end of July, which accounts for the talk of temperature:

Dear Sir:—I am keeping as cool as I can with the thermometer in the 90s and trying to beat last year's records for business. The result is that about half the time I look as if somebody had turned the hose on me. I tried to start something last week. Watermelons took a slide. We had been paying 90 cents to \$1.25; bought for 40 to 50 cents. I tried the old gag on a new advertising man. Suggested that we fill a window with melons, put a kid in there and let him eat—renewing the boys as often as necessary.

He fell. Result was that on Friday we sold 150, Saturday 300 up to five p.m., when we had a heavy thunderstorm that practically killed our business for the day. The sidewalk was packed for both afternoons. We delivered less than 40 melons out of the lot; sold about 75 per cent. in cut pieces, which made us a better margin. Some of the best melons we got better than a dollar for—25 cents for quarters, 15 cents for eighths and so on. Sold whole melons for 60, 75 and 85 cents. All hands said it was a success. It took 25 melons to feed the youngsters; we got about eight inches of reading matter in the local papers, and did the biz!

There is a whole novel in that short letter. The story is right there. No comment needed from me to bring out its strong points. Any merchant who has a fairly good location can do a similar thing, provided he is wakeful and alert when the opportunity offers. Also a man with any imagination can twist this and turn it to other applications constantly throughout the year.

Note what a contrast this tale is to that I told you a few weeks ago about Philadelphia grocers and how they failed to respond to declining market values in fruits and vegetables. The way to handle these goods is to be quick on the trigger to give the benefit of declines to your customers—not wait until they have been made into customers for somebody else before you wake up.

What difference does it make whether you pay out money for advertising or feed a lot of boys melons instead? And do not say that this is possible for "the big fellers but not for me!" The big fellows got big by using their brains. They did not just happen to get big.

Classification of Margins

A man has put up a fat job on me. He writes as follows:

Dear Sir:—The following may be an unusual request but the information desired is of great importance to a retail grocery merchant. What is wanted is a broad classification of the goods sold under the various margins shown on the attached sheets. For the purpose of this relative listing of merchandise, it is to be assumed that the cost of doing business is 15 per cent. and that we have the average number of turnovers, and that the margins are on goods sold regularly, excluding "sales" or other factors that might affect the margin. The entire matter, we realize, is subject to local conditions and many other influences, but through it all there runs a comparative schedule which should be followed. Perhaps you can inform me of an authority on this and other subjects, and so permit me to avoid troubling you as I know that you receive many requests for assistance. I am eager to pay for this information and await your reply with interest. P.S.—I wrote a letter to the Food Administration but could not receive satisfaction.

I have held this letter partly because it was snowed under, together with others, but also because I have wanted to make an adequate study—so far as might be possible—directly from a complete grocery catalogue—and I have simply not got down to it.

My correspondent is right. The information he seeks will be of vital interest and the greatest possible value to the grocery trade when it is ascertained and tabulated. For he is striking at the fundamentals of retailing. No weakness in our business is so glaring as the slipshod manner in which we stab at margins on various classes of goods.

Enclosed are two large sheets. At the top of the first is this: "Articles sold for less than even the amount required for overhead, meaning anything sold at a margin of less than 15 per cent." Below that and on the other sheet are spaces for articles sold at 15 to 20 per cent.; 20 to 25 per cent.; and so on. So, just as an indicator, I shall list a few of the outstanding items in each classification. I shall do that on the basis of giving the rate at which the great staples are sold and examine afterwards how rightly they are so sold; and indicate what I regard as the correct margin for each of the other general classes so far as I cover them.

Predominance of Great Staples

The most striking classification is that of the great staples, as follows: Sugar 10 per cent. or less; butter, eggs, 7 to 8

per cent.; flour, about 9 per cent.; bulk cereals, usually around 12½ per cent.; oil and gasoline, about 12½ per cent.; lard, compound, sidemeat, 5, 6 or 7 per cent.; even sugar cured bacon often is sold for 10 to 14 per cent. All these are sold on margins less than the average cost of operation—less than 15 per cent.—less than the present average of 14.6 per cent. or the normal average of 16.2-3 per cent. that it costs to operate.

Under the 15 to 20 per cent. classification may come soaps, cleaners, washing powders in certain popular, closely competitive brands.

In the 20 to 25 per cent. class come staple and extra standard canned goods, staple coffees, starches, staple dried fruits, potatoes and winter vegetables.

In the next class, 25 to 30 per cent., fall extra and extra choice canned goods, most coffees and lower grade teas, a few spices, remainder of the dried and evaporated fruit lines, nuts, fresh fruits and vegetables, most bulk and bottle pickles and ordinary table relishes.

At 35 to 35 per cent., we handle fancy canned goods, fancy bottle goods and preserves of the higher grades, all fancy goods except the finest table luxuries, fine teas and coffees.

From 35 per cent. upwards, we have fancy coffees and teas, table luxuries strictly so called, items like East India chutney and plum pudding in tin, also liquid bluing and ammonia—for here the apparent anomaly creeps in with the case of certain very cheap items which yet bear extra heavy margins.

Classifications Need Analysis

It is a mistake to hold that merchandise that is sold on a gross margin insufficient to cover the average expense of operation is therefore sold "below cost." It would be as reasonable to say that everything loaded below water line on a ship is therefore submerged and useless. As a matter of fact, it is the coal, the heavy cargo, the ballast and machinery, and all the other bulky, unlovely, unromantic and unattractive weights of a ship's load that make possible the lofty sails, the deck houses of luxury and the stability of the vessel.

So also are the staples in merchandise the ballast of the entire load. Without them we could not do business at all. There would be no way of handling the finer lines of merchandise. Those are the coal, machinery—or packhorses, if you will—of the world of business. And just as coal is handled in any ship much more economically than the upholstery and table luxuries, so are these staples

handled for much less expense than are the finer things. I have hitherto made a detailed study of the cost of handling sugar and have published it in these columns, that shows that the cost is between 6½ and 7½ per cent. So then sugar at 10 per cent. is very profitable.

Again, on the other extreme, what does it cost to handle canned plum pudding? Let us take a case of 1 pound tins, 24 of them, bought for sale the coming Thanksgiving, and let us dispose of 18 cans. When will the remaining 6 cans move? Probably next Thanksgiving. Those cans stay around for a year. During that time you pile and repile them, wipe the fly specs off the labels, relabel them sometimes, put them on sale and take them off again, and otherwise load on the expense. Let us see how it works out.

Here are a succession of figures: basic

expense, 16 2-3 per cent.; add interest, 1-3 per cent.; add for a year's work as described, 4 per cent.; now put a loading charge against that luxury of 7 per cent. Here you have a total of 28 per cent. of actual, inescapable expense, and you have made no profit yet! Now add 8 per cent. for profit—as you certainly are entitled to do on an article of that character, and what have you? You have 36 per cent. as the inside margin on which such an article can be marked with safety. It costs to carry top sails and royals in business!

My friend did not get any satisfaction from the Food Administration? How could he expect it? How could those boys—bright, genial fellows though they are—be expected to know things like this, about which men who have grown grey in the business are not thoroughly informed? No, but the government

officials are studying constantly, and it is my hope that some day not too far distant, we shall have some standards of practice under which we shall know what margins a given article should bear in a certain kind of store.

But when we know that we shall have only the barest of fundamentals; for there still will be ample room for the play of individuality and initiative. The man who is bright, has the pioneering instinct, is a blazer of new trails by nature, will not be trammelled by any set formulae. And that is the most hopeful thing about all this work—that it enables us to get past the creeping, jumping-cart stages of business rapidly, so that we can get right into the main job of making the grocery business a better, more stable calling every year.

I shall continue this investigation and write of it occasionally.

Another Remedy for This Difficulty

Edmonton Subscriber Offers a Better Solution for a Western Grocer's Problem as Dealt With by Henry Johnson, Jr., in Recent Issue—The Pay-for-Service Plan Here Outlined May Relieve the Dilemma

CANADIAN GROCER is in receipt of a letter from F. T. Fisher in Edmonton, Alta., relative to an article appearing in October 22nd issue, by Henry Johnson Jr. The letter will no doubt be read with a great deal of interest by the trade, and therefore is published in full. Canadian Grocer will welcome further expressions of opinion on the subject. The letter is as follows:

10953 123rd Street,
Edmonton, Alberta.

"The Editor, Canadian Grocer,
"Toronto.

"Dear Sir,—I naturally have considerable hesitation about questioning the judgment of so experienced a student of commercial economics as Henry Johnson Jr. And yet I cannot help thinking that friend Henry was entirely wrong in the solution he put forward in the Canadian Grocer of October 22 as a remedy for the difficulty of a Western retailer selling meat and groceries.

"This man's problem, it will be remembered, was that, though he was making a turnover of \$115,000 a year he was not making an adequate net profit, and was greatly overworked himself, doing all the office work in addition to more work about the store than any of his clerks, because the business would not stand the expense of additional staff to do the office work. The heavy items of expense which he mentioned were salaries and cost of delivery. Mr. Johnson's solution of the problem was: 'There is just one remedy left. You must advance your prices enough to cover service and leave a profit.'

"It does not seem to me that that is the only or the best remedy. This man's troubles are caused by: (1) the cost of delivery; (2) the need for office help which the business cannot afford to hire, on its present basis. The obvious remedy is, it seems to me, to materially reduce the expenses of his delivery service and make the office carry itself to some extent. If prices are to be changed they should be lowered rather than increased.

"Some problem, you say? Not as difficult as it looks. For the past year a leading Alberta wholesale grocery house has been advocating the adoption, under certain circumstances, of what it calls the 'pay-for-service system,' which it seems to me exactly meets this man's problem.

"To explain: Take the matter of delivery, which is the big end of the problem. A bulletin of the Bureau of Marketing of the U. S. Department of Agriculture rightly says that 'there is no such thing as free delivery.' It may be free in the sense that the customer does not make a separate payment for that service, but each delivery costs the merchant a definite sum, and the customer pays, though indirectly, for the service.

The Pay-for-Service Plan

"Under the pay-for-service system, the customer would 'make a separate payment for that service.' All goods are priced on a cash-and-carry basis. Any customer who wants the delivery service gets it, but only those using the ser-

vice pay for it, and they pay according to the amount of service they demand. A separate charge of a small amount is made for delivery on each and every order delivered. The effect is two-fold. There are much fewer deliveries by reason of customers carrying many small orders, which would otherwise be delivered, but principally because customers will make their orders larger but fewer in number. The expense of delivery is therefore noticeably reduced, and the delivery charge will help to pay the cost.

"The same idea can, if necessary, be applied in the office. Make those customers who demand book-keeping service pay at least some portion of the cost. Everything is priced on a cash-and-carry basis, but credit is given just as usual, except that a small charge is made on each and every charge entry, for credit service. This will work out in the same way as the delivery charge. Many purchases will be paid for in cash, which otherwise would be charged, thus reducing the office work appreciably, and there will be collected a certain amount which will help to pay someone to do the reduced book-keeping.

Will Solve the Difficulty

"It seems to me that this will solve this merchant's difficulty better than Mr. Johnson's suggestion to raise prices. Of course he would have to take some trouble at the outset by means of circular letters or advertising, and by placards in the store, to convince his

(Continued on page 32)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
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H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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SUBSCRIPTION—Canada, \$4.00 a year; Great Britain, South Africa, and West Indies, 16s. 9d. a year; United States, \$4.50 a year; other countries, \$5.00 a year. Single copies, 15c. Invariably in advance.

PUBLISHED EVERY FRIDAY

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

Vol. XXXIV. TORONTO, NOVEMBER 19, 1920 No. 47

CO-OPERATIVE STORES

THE Blenheim Despatch, reporting the closing of the Co-operative Company's store in that town, is seized upon by the London Free Press to once more illustrate the futility of the farmers in competing with the legitimate business of the merchant in their market town or rural centre. The London paper also quotes a comment from the Paris Review pointing out specific results of such a policy in the village of St. George. The Paris paper's comment is interesting, and is as follows:

"The U.F.O. local store idea, under which the farmers (so-called) go into handling their own provisioning for themselves, has not yet had time enough to show up many of the faults of the system. The tough time is really now at hand, when on a falling market—say with great quantities of high-priced sugar and flour upon their hands—seasoned business experience, that has been tried in business gales

of the past, would be welcomed at the helm. How many farmers who have invested in a U.F.O. store, do you suppose, would be sleeping better o' nights right now, and have a lot more readily liquid assets to their credit, if they had just stayed by their own, known and fully understood business of farming?

"We wonder if the young fellows—farm lads of good standing at the near-by Village of St. George—really even thought for a moment of the far-reaching effect that their U. F. O. local store would have in driving out two of their very best local citizens, who were formerly rendering faithful service to the community and surely were not making too much money."

Arguing that in such matters people have not been doing their own thinking, but have been led away by the interested suggestions of outsiders, Mr. Nixon adds this interesting comment:

"If you could talk with a pronounced free trader that we know of, living near Paris, a market gardener, who appreciates Galt and Brantford as the best markets for the produce of his soil and labor, you would see as fine a specimen of a "house being divided against itself" as we have ever seen. He knows he cannot afford to ship his perishable stuff away to any distant market—say to the United States, where big centres and hungry mouths would be—if he had his beloved Free Trade."

BUY BUTTER FROM RELIABLE SOURCES

IN another column of this issue is an item which states that a woman was recently heavily fined for deliberately selling to the merchants oleomargarine as dairy butter.

This instance just goes to show that merchants should be very careful from whom they buy their butter supplies. If this misbranded article had been found in a retail store, the merchant would have been fined and a slur cast upon his reputation no matter how innocent he might have been in the matter. Canadian Grocer cannot too strongly emphasize the fact that merchants should purchase their butter from reputable sources.

BUSINESS has long since ceased to be a series of price-haggings, a continual measurement of sharp wits and greed against greed and sharp wits. The real business men of this age are creators, not sharpers. They are seeking permanent customers, not victims.



CURRENT NEWS OF THE WEEK

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

MARITIMES

The Nova Scotia branch of the Retail Merchants' Association was not represented at the Tariff Commission's hearings in Halifax last week. J. C. Doyle, secretary of the association, stated that members of the association had forwarded to its provincial offices all complaints against the luxury and sales tax. These had been forwarded to the Dominion executive at Ottawa.

QUEBEC

Victor Chateauvert, president of Renaud & Co., Que., passed away on Saturday last at the age of 79 years. He was a former member of the Quebec Legislature, a former chairman of the Quebec Board of Trade and the Quebec Harbor Commission. He is survived by four sons and three daughters.

ONTARIO

W. H. Festings, St. Thomas, Ont., has sold to N. W. Warned.

T. J. Quinn has bought the grocery business on Pitt Street, Cornwall, Ont., formerly owned by M. L. Smith.

The matter of daylight saving from the first Sunday in May until Labor Day, in the city of Kingston, will be decided by a vote of the people on New Year's Day.

Stone and Fisher have entirely remodeled and enlarged their grocery store in Iroquois, Ont. This store now comprises two stories of the building and is fitted with new equipment.

Andrew Kennelley, who for many years conducted a grocery store at Bathurst and Wellington Streets, Toronto, passed away last week. He was one of Toronto's oldest citizens.

S. Grandmason, representing H. D. Marshall, Ottawa, agent in Canada for Kingnut Margarine, recently returned to that city from a business trip in the Windsor district.

F. B. Steacy, a merchant, of Brockville, Ont., had an exciting experience recently with a burglar, whom he caught in the act of robbing some summer cottages. Mr. Steacy was unharmed, the burglar making his getaway to the American border.

Arthur H. Sainsbury, of Sainsbury Bros., Toronto, Canadian representatives of the California Prune & Apricot Growers Inc., San Jose, Calif., is on a business trip to New York City.

J. R. Loucks has bought the grocery business of Mr. Gauvureau, First Street, Cornwall, Ont.

J. H. Brownlow, Toronto, district manager for the California Fruit Growers' Exchange, Los Angeles, Calif., has left on a trip for California and is expected to return about the middle of next Month.

The hope of getting alterations in the present early-closing by-law in Ottawa was expressed at a recent meeting, and the Retail Merchants' Association will be asked to take up the matter with the provincial authorities.

The Retail grocers of Ottawa have started their winter's work of getting together and getting better acquainted. The first euchre of the Retail Merchants' Association, grocer's section, proved a great success and every effort will be made during the long evenings to promote pleasant times for the members and their friends.

Edward T. Smith, for many years a grocer in Brockville, Ont., passed away very suddenly in his store a few days ago. He has been a resident of Brockville for the greater part of his life.

James Kaiser, West Toronto, passed away last week. The late Mr. Kaiser was born in Kleinburg, but for many years was a merchant in Toronto, conducting a grocery business on Dundas Street, near Keele. He is survived by his widow, five sons and four daughters.

The little grocery store belonging to Mrs. Parker on the west side of Yonge Street at Glengrove Avenue, Toronto, was broken into recently and a quantity of groceries taken to the value of \$100. This is the third time this store has been broken into in the past few weeks.

G. Morley Adams, president of the Ontario Commercial Travellers' Association, with the other officers and directors, were re-elected by acclamation for another term, at the annual meeting of the association recently. Reports showed that the association has \$250,000 invested in bonds and other investments, and \$260,000 in mortgages. Some of the members favored increasing mortuary benefits, but it was decided not to do so as the association is now paying high rates.

PRICE REDUCED NOVEMBER 1

In last week's issue it was stated that the Red Rose Tea Company had reduced their price 10 cents per pound on their Crimson Label. It should have been stated that this reduction went into effect on Monday, November 1. This was the first reduction made recently in any of the package tea lines.

Ottawa Grocers Are Buying Only for Present Needs

Ottawa, Nov. 15.—According to A. P. Johnson, of the Ottawa Retail Merchants' Association, grocers' section, grocers of the city are very shy about putting in more goods than absolutely necessary at the present time owing to the very uncertain state of the market in many lines connected with the trade. He believes that prices will continue to fall and so the retailers are playing safe by buying from hand to mouth.

Big Order For Condensed Milk From Germany

Carnation Milk Co. Gets Large Order to be Delivered in Hamburg, Germany

St. Thomas, Nov.—What is said to be the largest demand for products in this country from Germany since trade relations with that country have been resumed, came to the Carnation Milk Company at Aylmer, in the form of an order for ten carloads of condensed milk to be delivered in Hamburg, Germany.

This represents 7,000 cases of the condensed article, and will require 800,000 pounds of raw material from the farmers to fill it, and will mean a speeding up of industrial activity in the plant.

The demand from the British market alone at this factory is averaging 440,000 pounds of condensed milk a month, or a million pounds of fluid milk, for which the farmers are now receiving \$2.25 per hundred pounds.

WILL SUPPLY GROCERS WITH SPECIAL BREAD

Ottawa, Nov. 16.—The Ottawa Retail Merchants' Association, grocers' section, has made arrangements with a bread company to supply the members of the association with a special brand of bread. Special wrappers will be used and that brand sold only to members, while the price has been fixed for a six-month period. Every effort will be made to push sales but members will be free to sell any other brand besides the one mentioned if desirable. This matter was decided at the usual meeting held on November 11.

Ontario Retail Merchants Are In Convention This Week

Retailers from All Over the Province Meet to Discuss Questions of Vital Interest to the Trade—The Luxury and Sales Taxes, the Chief Subject Under Discussion.

TORONTO, Nov. 17.—Retail merchants from all over Ontario are meeting in Toronto on Wednesday and Thursday of this week, for the purpose of discussing matters of interest to the trade. The meeting is being held in the assembly room of the association's headquarters in the World Building. The gathering opened its sessions in the afternoon at two o'clock, with an address of welcome from his worship, Mayor Church. The president of the Ontario Provincial Board of the Retail Merchants' association, B. W. Ziemann, was in the chair.

The convention is considering such

subjects as the operation of the present luxury tax and sales tax, and action, it is anticipated, will be taken in the way of making representations to Ottawa, asking that the luxury tax be annulled and substituted by a general sales tax, which many merchants claim will net the Government considerably more money than that of the present system.

The convention is intended to bring merchants from all over the province together as it is pointed out it is only in the combined strength of merchants that they are able to successfully combat the unfair conditions of trade.

Tobacco Growers Have Big Supplies of Leaf on Hand

Leamington.—Six hundred militant tobacco growers packed the town hall here recently at a monster mass meeting called by President Coghill, of the Tobacco Growers' Co-operative Company of the counties of Essex and Kent, to discuss and provide ways and means of advantageously marketing the bumper crop of leaf tobacco grown this season, conservatively estimated to aggregate 25,000,000 pounds.

Millon R. Swatman presented the growers' side of the controversy, which is expected shortly to arise between the growers and the large tobacco manufacturing companies.

Mr. Swatman was followed by George Wiper. M. C. Fox, M.P.P., promised all government aid possible in furthering co-operation among the growers. Emerson Lambier, ex-reeve, occupied the chair. Mr. McClure, of Pelee Island, and Mr. Muckle, a large grower from Kent, also spoke.

Charles Barnard presented figures which show the cost of production as being 28½ cents per pound for Burley leaf. Rodney McDonald thought Burley cost as much to produce as "flue cured."

At the conclusion of the meeting the books were opened for stock subscription in the company, which hopes to handle the crop, which is estimated to be worth from \$5,000,000 to \$7,000,000. An English market will be sought for the Canadian leaf, and in order to properly prepare it for export a large and costly dryer or re-handling plant is contemplated at Kingsville, Ont.

Lower prices are responsible for the increased interest of growers in new methods, and the outcome will be watched with great interest by those growers who anticipate trouble in disposing of their crop. The market for "flue cured" leaf has opened, and one large grower has sold his crop from 35 acres for \$17,000, or an average of 48 cents per pound. The indications are that good leaf of all kinds will find a sale price from 25 to 40 per cent. less than last year.

UNITED FRUIT DECLARES LARGE STOCK DIVIDEND

Boston, November.—A stock dividend of 100 per cent. was recommended by the board of directors of the United Fruit Company at a special meeting recently. It was voted also that a dividend of \$4 per share be paid on January 15. This would be equal to \$8 a share on the present stock. The United Fruit Company, a New Jersey corporation, is capitalized at \$75,000,000, of which \$50,316,500 is reported to be outstanding. The directors took formal action to merge with the United Company the Nipe Bay Company, a subsidiary, which does a fruit business in Central America.

Thieves Are Heard Before Being Able to Force Entrance

Ottawa, Ont., No. 16.—Thieves arranged a midnight visit to the grocery store of Ald. Walter Cunningham, King Edward Avenue and Rideau Street, on November 12. Owing to illness at home the alderman slept at the store, however, and unconsciously saved himself loss by so doing. Hearing a noise around midnight he investigated and found two men preparing to break in, and promptly 'phoned to the police. A rapid run was made by the department, but the evil-doers had somehow been scared and departed for other parts at present unknown, as a careful search failed to reveal anyone in the vicinity. The plate glass in the door had been broken, and had the men succeeded in breaking into

the store a rough house might have been in progress in a few minutes.

ANOTHER REMEDY FOR THIS DIFFICULTY

Continued from Page 29

charge and delivery customers that they must inevitably pay for that service anyway, the only difference being that under the new system they know just what it is costing them and they can avoid these charges when so disposed. And his customers who do not want credit or delivery, can readily be shown that they will not have to pay for such service given to somebody else. It would also be easy to show some of his competitors' customers how they can avoid paying for service they do not use.

"There is much to be said in favor of the pay-for-service system. I can see no valid objection. And besides, it has been tried out, and it works.

"Yours truly,
_____."

The Merchant Must Keep Close Watch on His Collections

"It seems to me that the time has come when the merchant must look well after his collections," stated H. R. Rowntree to Canadian Grocer. "With the public looking for lower prices and the banks cutting down the line of credit, it is going to be rough riding for some merchants who have a great deal of credit on their books. For our own part, we have very little on our books, because, for the past few years, we have been carefully educating our customers to pay cash and have not opened any new accounts. Then, another thing, there is likely to be a lot of people out of work this winter, owing to the fact that the majority of merchants are reducing their stocks, which naturally causes a quiet time for the manufacturer. This, I think, will only be for a short time until a new price basis is established, and then people will again commence to buy freely. In my opinion this buying game is going to be a matter of people buying only those things that are reduced in price. The articles that do not show a price reduction will probably remain on the shelves until such time as they are also reduced or until prices become stabilized."

NEWS FROM WESTERN CANADA

Western

The Occidental Fruit Co. is developing a cannery industry at Kelowna, B.C.

J. H. Cranstoun, Enterprise, Sask., is now conducting the Star grocery in that town.

E. G. Wetterstrom has purchased Lynch's grocery in Edmonton and is now conducting the business.

The stores in Pincher Creek, Alta., will in the future be closed on Wednesday afternoons the year through.

Dickson and McKennett, Weyburn, Sask., have purchased the Veteran Grocery, and are continuing the business under the same name.

T. R. Hudson, general merchant at Purple Springs, Alta., has sold out his business to Wright and Vogt, the former having been associated with Mr. Hudson for some time.

C. L. Lathrop, of the California Packers' Co-operation, San Francisco, has been on an extended business trip throughout Canada, staying off at Winnipeg for a few days and visiting the trade.

F. E. Raymond, of Saskatoon, secretary of the Saskatchewan branch of the Retail Merchants' Association of Canada, was in Winnipeg on business last week. He conferred with the local branch of the association while there.

A. Fresco, of the A. Puccini & Co., Ltd., Toronto, and St. Catharines, Ont., manufacturers of macaroni, was on an extended business trip to Winnipeg last week, and while there renewed acquaintance with their Western representative The W. H. Escott Company.

J. H. McDonald, managing director of the B. C. Manufacturing Co., Vancouver, B.C., is in Toronto this week paying a business visit to the company's agents, S. H. Moore & Co. With Mr. Barret of the latter company he has been calling on some of the Ontario fruit organizations.

ARTISTS MAKE PROTEST AGAINST LEVERHULME

London, Nov.—Art made its protest against Lord Leverhulme's recent action in cutting off the head of a portrait of himself and returning the remainder of the canvas to the artist, Augustus John, for which the painter is now suing the Baron for damages. Hundreds of students from most of the London art schools took the matter of the "decapitation" into their own hands, and after a street procession headed by a band and flaunting caricature banners, burnt an effigy labelled "Lord Leverhulme," in Hyde Park.

Early Closing Does Not Apply to Grocers Carrying Sidelines

Moose Jaw, Sask., Nov.—The city council instructed the city clerk to notify petitioners from the retail grocers that all stores which keep groceries should be closed at six o'clock each day except Saturday, and the council had no power to pass further legislation.

The petitioners sought to close stores which carry other than groceries. The action asked was to meet the situation which exists in some portions of the city where small stores carry confectionery and tobacco, fruit, etc., and keep open each evening for the sale of this class of goods.

The by-law which was passed, and which is now known as No. 392, provides that grocery stores will close on Wednesday afternoon every week except the week wherein a legal holiday occurs, and that they shall remain closed until five o'clock Thursday morning.

The by-law does not provide for the closing of the stores which the petitioners asked should be done, but it prohibits such stores from selling from their grocery departments.

Better Flavor to Pink Salmon Than There Is to Red

Ottawa, Nov.—Canadian householders are buying salmon by color rather than by quality, according to Dr. Edward Pince, chairman of the Biological Board of Canada, who states that the best-flavored salmon on the Pacific coast is in small demand because the color is pale. The inferior salmon, which is of a rich red color, brings the best price, and takes first place on the Canadian market. The price of pink salmon is stated to be about one-half the price of the red. The sockeye, known as the red salmon, is in great demand, and the species is threatened with ultimate extinction, and there is a consequent rise in prices. The pink and chum salmon, caught in British Columbia, are almost unsaleable in Canada.

During the recent salmon fishing season in British Columbia, Alaska fisheries were shipping their red salmon to British Columbia canners, while British Columbia fisheries were shipping pinks and chums to United States canneries, because there was a demand for this class of fish across the border.

Receiver is Asked for This Farmers' Organization

Readers of Canadian Grocer who have had to compete with farmers' co-operatives in their respective towns will be interested in the following:

Milwaukee.—Creditors of the American Co-operative Association, organized under the Wisconsin co-operative law, have asked for a receiver. The association, one of the largest farmers' general business co-operative organizations of the United States, had a capital of \$5,000,000, of which \$1,000,000 has been paid in. The company has between 14,000 and 15,000 members and operates 78 branches in Wisconsin, Indiana, Kentucky, Illinois, Washington, Wyoming, Nebraska and South Dakota. There are forty-six branches in this State, with 12,000 members.

It is said the request for a receiver was made by creditors, charging mismanagement which threatened to throw the institution into bankruptcy. Bloodgood, Kemper & Bloodgood, attorneys of the association, are the largest creditors. Their claims aggregate about \$100,000.

The American Co-operative Association only recently became the storm centre in farm and State politics because of alleged attempts to merge with the American Society of Equity. Plans are under way to organize farm stock holders of Wisconsin to protect their interests in receivership proceedings, according to reports.

The assets of the association, it is said, are valued at between \$800,000 and \$900,000. The association was founded in 1915 at Wausau, but moved to Milwaukee in 1918.

Jobin Marrin Co., Ltd., wholesale grocers of 158 Market Street, Winnipeg, Man., whose place of business adjoined the building occupied by Adams Brothers Harness Manufacturing Co., Ltd., where a big fire occurred last week, state that the only damage that they suffered was a little water in the cellar. It did not in any way interfere with the carrying on of their business.

G. Morley Adams, representative of A. M. Smith & Co., London, was re-elected as president of the Ontario Commercial Travellers' Association at the forty-fourth annual meeting held in London recently.

How Credit Exchange Helps Business

S. L. Gilfillan, Secretary and Manager of the Minneapolis Associated Credit Exchange, Tells Winnipeg Merchants About the Work of the Association, and How It Can Benefit Business—An Interesting Address Before the Winnipeg Retail Merchants' Ass'n

WINNIPEG, Nov. 17.—Members of the Retail Merchants' Association of Winnipeg, recently listened to an interesting address by S. L. Gilfillan, manager of the Minneapolis Associated Credit Exchange, on the question of successfully meeting the credit situation. Following the address a committee was appointed to go fully into the subject and decide what further steps should be taken.

In opening his address Mr. Gilfillan stated that it had been his privilege to be associated with the Minneapolis Associated Credit Exchange for the past fourteen years. "Credit is an old problem," he continued. "Business has been carried on on that basis for several thousands of years, and the same fundamental principles exist in credit to-day as prevailed in those early times. The machinery of our credit exchange consists of four departments—credit department, which may be divided into several parts, account opening, collection and billing, accounting, cashier, etc.

An Essential Element

"The account-opening department is a very essential element; collection is a close second. Then we have a delinquent list. Each member is supposed to send in a list of his delinquent accounts since the last meeting, that is, accounts that have become delinquent since that time. These are listed and each member gets a complete list in return. No name appears, but a member desiring information calls up the office and asks for particulars regarding a certain individual. Some post the information on cards which they have in their offices.

"We have a national association which binds all associations together. This association now has I believe about 36,000 members in the States. It was organized by sending out inquiries throughout the United States asking the opinion of credit men as to the advisability of forming such an association. A great many replies were received, but they were lukewarm towards recommending such a proposition. However, the association was organized in Spokane in 1912. Only twenty-five were present. At the last conference held in Detroit, Mich., they had 8,048 members present. It was all done without capital, being supported solely from dues of \$3 per year. These dues have now been raised to \$5.

Compiling Information

"The Association Credit Exchange experienced a good deal of difficulty when it was first organized. The basis for

our information is reports made once a year. On certain forms these reports are made. These forms are sent into our office, cut into slips the size of each one of the tickets, and filed in a small envelope. A record is made on the outside of this envelope of the individual's name, address, number, etc. In this envelope we also put all our information regarding that particular individual. The Minneapolis bureau have about 175,000 such envelopes in its files. We gather this information from several sources. We get court house records of all court actions. This information is put on these tickets, which go into the files. Once a year from these records we compile a book, and all the information is put into this book. It contains about 106,000 names.

A Collection Department

"We also have a collection department, which is doing good work. We have 1,100 members in our exchange. For the sum of \$30 per year we give members a copy of the aforementioned book, telephone reports, and a set of collection letters. The letters are educating the public to pay their bills promptly. We

also publish once each a month a three-quarter or full page advertisement in the two leading dailies. Another feature of the exchange is a daily bulletin. For this we charge \$1.50 per month.

Each bank belonging to the clearing house reports daily on N. S. F. cheques. They are compiled and sent out on the daily bulletin. We also trace bogus cheques, forgeries, etc., and I might say we have been the means of bringing quite a number of crooks within the hands of the law.

Trade Report a Feature

"Another feature is the trade report. In the morning we send around a girl. These are compiled and sent out on the city from whom we want information. This information is tabulated and ready to be sent out to the members the next day. The credit exchange is run by a board composed of merchants of the city. One of the great things the bureau has taught the members of the exchange is co-operation. The basis of credit is co-operation with the other fellow's ledger."

General Decline in All Lines But No Break in Prices

Roughly speaking, the prices of commodities reached their peak in May of this year, according to a schedule of comparative quotations constructed by Professor Michell of McMaster University. Dressed beef and bacon are the only two foodstuffs shown by Professor Michell to have advanced in price since May, the former coming to its highest in June and the latter in September.

Professor Michell's schedule is based on forty commodities, twenty foodstuffs and twenty manufactured articles, and registers a decline on the whole of 7.8 per cent. from August to September, while that from September to October was only one of 4.8 per cent. This is to be accounted for on the ground that while the declines were actually more in number they were less violent, showing a more general but equal recession.

Taking as an index number the average price of each commodity for the years 1900 to 1909, the increase in present prices is thus computed. Professor Michell's table reveals interesting comparisons.

Every indication points to a steady and general decline in all lines for some time at least, but there seems to be no danger of a serious break in the markets, says Professor Michell.

It is interesting to note that many of the records from which Professor Michell based his statistics were obtained from "Canadian Grocer" records.

WESTERN MERCHANTS OBJECT TO STAMPS

Strong protests against the use of stamps for the collection of the luxury tax have been forwarded to Ottawa by the Regina and Saskatoon and provincial organizations of the Retail Merchants' Association.

The retailers regard this method of collection as unfair and unbusinesslike. It is believed to be unnecessary, since under the new system of licensing the merchants none can escape making returns and paying the taxes.

Objection against the proposal is also urged on the ground that it will necessitate the merchants putting out considerable sums of money in order to keep on hand stocks of stamps of different denominations. It will also result in the waste of a good deal of time, for no matter how busy the merchant is he must stop to affix the stamps to the bills and perforate them.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE MARKETS AT A GLANCE

THE trend of practically all grocery commodities continues with a downward tendency. Many lines have shown price reductions. Sugar is still the feature with lower prices again named. The opinion has been expressed that when the sugar market becomes settled, it will have the effect of stabilizing other markets as well.

MONTREAL—Strictly fresh eggs are demanding a still higher price this week. The advance this time is a big one and in some cases as high as 90 cents per doz. is being asked. There is very little change in the other grades. Both butter and cheese show a weakness this week. Lard is also reduced in price as a result of the lower prices on hogs and subsequently on pork and pork products. Beef also shows a slight reduction in some grades. The feature of the market to-day, however, is sugar which has declined further in price during the week and is now selling at twelve dollars per cwt. There may be a further reduction but the general opinion is that that will close the downward trend and a reaction will take place. Canned apples and blueberries are quoted lower for the new pack. Greek currants are quoted at lower prices on the market and there is a reduction in the price of soft shell and shelled almonds. Oranges are reduced in price as a result of the Florida oranges coming on the market. There is an increasing supply of apples coming to this market but the supply of containers and barrels is short and hindering marketing the supply. Potatoes are a little dearer and it is very likely that as a result of the condition of the crop that there will be still higher prices paid for potatoes. The rice market shows no improvement but there is a very good movement in cereals.

TORONTO—The sugar situation continues unsettled and it is difficult to forecast just when the market will become stabilized. The Canadian beet sugar crop is an important factor in the situation. This crop promises to be the largest in the history of the industry and it is estimated that it will yield 35,000 tons. Dominion sugar prices have been further reduced during the week and although the other refiners have not changed the list prices, they are offering sugar at a lower price basis. With large buyers of sugar only buying for day to day requirements it may be neces-

sary for refiners to make further price recessions in order to move off their stocks. Corn syrups are holding steady under the declines of a few weeks past. Quotations on cane syrups are unchanged but the tendency is that prices will recede in view of the declines in the sugar market. Molasses is unchanged. The demand however, has shown improvement due no doubt to the opening of the winter and Christmas season. Package cornmeal, macaroni, spaghetti, hominy and pearl barley have shown slight reductions. The spice market generally is steady to firm with a tendency for higher prices on black and white peppers. Cream of tartar is inclined to be weak. Raisins are holding firm and are commencing to move freely. New Halloween dates are expected to arrive during the week. The first shipment of California budded walnuts has arrived and is being distributed to the trade. Shelled walnuts are quoted at low figures but quotations in primary markets show an advance of five cents per pound. Shelled almonds for January delivery are quoted at ten cents per pound under present quotations on spot stocks. However, grade teas have been reduced five to ten cents per pound but the higher grades show no improvement, continuing scarce at high prices. The potato market has an easier tone with quotations reduced. Potato dealers state that the prices to the farmers are unchanged but owing to heavy arrivals in box cars, which necessitated immediate clearance, prices were lowered.

WINNIPEG—Business is reported to have shown a decided increase during the past week. Refined sugar is now being offered at lower prices. However the general impression is that the bottom has been reached and it will not be long before sugar is again stabilized on the basis of the raw market. Cane syrups declined 25 cents per case on two pound tins and 35 cents on the larger sizes. The second opening prices on raisins have been named and are quoted $\frac{1}{2}$ to $\frac{7}{8}$ cents higher than the first opening prices. The feature of the nut market has been the demand for all varieties both shelled and unshelled. Flour declined 80 cents per barrel during the week in sympathy with the drop in the wheat market. Manufacturers of soaps and washing powders have advised a decline in all these lines. Starch, cereals, tea, coffee, rice, and all grocery commodities remain unchanged.

QUEBEC MARKETS

MONTREAL, Nov. 19.—The most striking feature of the general markets this week is the declining sugar prices. Prices are as low as twelve cents a pound and there is a likelihood that they will go to eleven and then strengthen up for higher price. Oranges are cheaper this week as a result of the Florida oranges reaching the market. There is a very good supply of apples on the market but a shortage is noted on containers and barrels. Bananas are holding firm. The tea market shows new strength. Coffee is still weak although there is no further change in price. Canned apples and blueberries are quoted a little lower. Almonds are cheaper and prices quoted on Greek currants are lower than previous quotations. There are better prices quoted on potatoes and there is every indication that there will be further advances. Canadian beans are cheaper but are demanding a lower price than the California product.

Some Sugar at \$12.00

Montreal.
SUGAR.—The sugar market continues in its unsteady and uncertain condition. Prices are as low as \$12 this week and wholesale grocers in this city state that a further drop to 11 cents would not be surprising, but at that sugar will in all probability reach this minimum price. There is every indication that within a week or so sugar will start on an upward course to prices more in keeping with the cost of replacement of raws. The cutting on prices has continued both among the wholesalers and among the refiners. During the past week there have been many efforts put forth to increase the sale of sugar when in some cases it has not proven fruitful as people are not inclined to buy on a declining market. It is expected, however, that as soon as prices firm up the sugar market will immediately show an increased business. No definite quotations have been made on sugar this week.

Molasses Market Unchanged

Montreal.
MOLASSES.—There is no change in the molasses market this week. Unlike sugar, quotations are remaining steady. The jobbers, wholesalers and grocers have their winter supply on hand in most cases and as a result there is little or no fluctuation in prices.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09½
Quarter barrels, about 175 lbs.	0 09¾
2 gal., 25-lb. pails, each.	2 85
3 gal., 33½-lb. pails, each.	4 25
5 gal., 65-lb. pails, each.	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 45
10-lb. tins, ½ doz. in case, case	7 15
Prices for	
Barbadoes Molasses—	
Island of Montreal	
Punchons 1 40	
Barrels 1 43	
Half barrels 1 45	
Punchons, outside city 1 35	
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, ½ doz. in case, case	6 65

Coffee Market Still Weak

Montreal.
COFFEE AND COCOA.—Neither the coffee nor cocoa market is changed this week. The coffee market is still weak

and further declines are expected. These however are not large and as the trade is generally aware of conditions there is very little loss as a result. There is no change in the cocoa market this week. Baker's chocolate is reduced in price this week to 49 cents per pound.

Rice Market Uncertain

Montreal.
RICE.—The rice market continues in its unsteady condition. Just what the outcome of this unstable condition will be it is hard to say, but the larger dealers state that there is a very small demand for rice at the present time and prices depend to a great extent upon the conditions and quantities of what little demand there is.

RICE—	
Carolina, extra fancy ..... ..	.....
Do. (fancy) ..... ..	.....
Rangoon "B"	12 50
Rangoon "CC"	12 25
Broken rice, fine	8 00
Bell rice, fine	16 00
Bell broken rice	10 00
Texas rice	10 50
Siam	7 00
Tapioca, per lb. (seed)	0 11½ 0 12
Do. (pearl)	0 11½ 0 12
Do. (flake)	0 11 0 12½
Honduras	0 07
Siam	0 14½

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

Almonds Lower in Price

Montreal.
NUTS.—Some soft shell almonds are quoted by wholesalers this week as low as 23 cents per pound. This is an indication of the lower tendency on almonds. Shelled almonds too are lower, quoted at 50 cents per pound. The sale of nuts is steadily improving on account of the increased demand at this season. There is no further change in the nut market recorded this week.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan ..... ..	.....	0 75
Brazil nuts (new) ..... ..	.....	0 38
Chestnuts (Canadian) ..... ..	.....	0 27
Filberts (Sicily), per lb. ....	.....	0 18
Do., Barcelona	0 17	0 19
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts, Jumbo	0 30	0 33
Do., extra	0 16	0 19
Do., shelled, No. 1 Spanish.	0 18	0 20
Do., Java No. 1 ..... ..	.....	0 17
Do., salted, Java, per lb.	0 29	0 30
Do., No. 1 Virginia ..... ..	.....	0 14
Do., shelled, No. 1 Virginia.	0 16½	0 18

Peanuts (salted)—	
Fancy, wholes, per lb.	0 45
Fancy splits, per lb.	0 40
Pecans, new Jumbo, per lb.	0 29
Do., large, No. 2, polished.	0 29
Do., Orleans, No. 2	0 21
Do., Jumbo	0 60
Pecans, shelled	1 00
Walnuts, Grenoble, in shell.	0 29
Marbot Walnuts	0 25
Do., new Naples	0 26
Do., shelled, Manchurian	0 50
Do., Bordeaux	0 58
Do., Chilean, bags, per lb.	0 33
Do., Spanish, shelled	0 37
Note—Jobbers sometimes make an added charge to above prices for broken lots.	

Stronger Tea Market

Montreal.
TEA.—The market for the cheaper grades of tea shows further weakness. There have been declines of 2 cents and 3 cents per pound during the past ten days, but there is every indication that the tea market is due for better conditions. The better grades of tea are holding very firm and will without any doubt be dearer within the next few weeks. Japan teas are also holding very firm in price and there are reports of a shortage to be on these teas.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Canned Apples Lower

Montreal.
CANNED GOODS.—Among the new quotations in canned goods this week canned apples in gallon tins are quoted at a reduction on last year's prices. One gallon tins are quoted at from \$5.25 to \$5.50 and smaller tins at \$1.67½ to \$1.77½ according to quality. Blueberries are quoted at \$12 for the gallon tins. Both of these are a reduction on previous prices. The continuing downward trend of sugar prices is sure to affect the quotations on canned goods and jams. During the last week there have been reductions on different makes of jams following the lower prices of sugar.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		6 35
Asparagus, imported (2½s)		6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz. ....	.....	1 50
Succotash, 2 lb., doz. ....	.....	1 80
Do., Can. (2s) ..... ..	.....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins ..... ..	.....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15

Do., gallons	6 50	7 00
Pumpkins, 2 1/2 doz.	1 50	1 65
Do., gallons (doz.)	4 00	4 00
Peas, standards	1 95	2 05
Do., Early June	1 92 1/2	2 05
Do., extra fine, 2s	3 00	3 00
Do., Sweet Wrinkle	2 00	2 00
Do., fancy, 20 oz.	1 57 1/2	1 57 1/2
Do., 2-lb. tins	2 75	2 75
Peas, New Pack—		
Standard, 2-lb.	1 82 1/2	1 82 1/2
Choice, 2-lb.	1 87 1/2	1 87 1/2
Early June, choice	2 05	2 05
Do., standard	2 00	2 00
Fine French, 2-lb.	2 80	2 80
Asparagus Tips	4 10	4 10

CANNED FRUITS

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

Spice Market Unchanged

Montreal. SPICES.—There is no change in the prices quoted on spices this week, the market is firm with a very good demand.

Allspice	0 20	0 20
Cassia (pure)	0 30	0 33
Cocoanut, pails, 20 lbs. unsweetened, lb.	0 46	0 46
Do., sweetened, lb.	0 36	0 36
Chicory (Canadian), lb.	0 18	0 18
Cinnamon—		
Rolls	0 35	0 35
Pure, ground	0 35	0 40
Cloves	0 60	0 60
Cream of tartar (French, pure)	0 75	0 85
Do., American high test	0 80	0 85
Ginger (Jamaica)	0 42	0 42
Ginger (Cochin)	0 35	0 35
Mace, pure, 1-lb. tins	0 90	0 90
Mixed spice	0 28	0 30
Do., 2 1/2 shaker tins, doz.	1 15	1 15
Nutmegs, whole—		
Do., 64, lb.	0 40	0 40
Do., 80, lb.	0 38	0 38
Do., 100, lb.	0 35	0 35
Do., ground, 1-lb. tins	0 60	0 60
Pepper, black	0 35	0 35
Do., white	0 45	0 45
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	0 28	0 30
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	2 00	2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Greek Currants Cheaper

Montreal. DRIED FRUITS.—New quotations are given this week on currants, this new shipment of Greek currants being quoted at from 19 cents to 21 cents per pound. It is interesting to note that Eastern dried fruits are almost entirely taking the place of California products this year, both in view of the price and of the

ability to obtain the first time in a number of years these products from the Mediterranean ports.

Apricots, fancy	0 33	0 33
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 16	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 23	0 23
Pears, choice	0 30	0 35
Peels—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	3 25	3 25
Raisins (seeded)—		
Valencias	0 28	0 28
Muscatsels, 2 Crown	0 23	0 23
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 22	0 24
Do., 4 Crown	0 19 1/2	0 20
Turkish Sultana, 5 crown	0 26 1/4	0 26 1/4
Fancy seeded (bulk)	0 25	0 25
Do., 16 oz.	0 24	0 24
Cal. seedless, cartons, 12 ounces	0 21	0 22
Do., 16 ounces	0 27 1/4	0 27 1/4
Currants, loose	0 20	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	0 15 1/2	0 15 1/2
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Dromedary (35-10 oz.)	0 19	0 19
Packages only, Excelsior	0 20	0 20
Loose	0 16	0 17
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	0 40
Do., 2 1/4s, lb.	0 45	0 45
Do., 2 1/2s, lb.	0 48	0 48
Do., 2 3/4s, lb.	0 50	0 50
Figs, white (70 4-oz. boxes)	5 40	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11	0 11
Do., Turkish, 3 crown, lb.	0 22	0 22
Do., 5 crown, lb.	0 28	0 28
Do., 7 crown, lb.	0 30	0 30
Do., 10-lb. box	2 75	2 75
Do., mats	3 00	3 00
Do., 23-lb. box	1 90	1 90
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 33	0 33
30-40s	0 30	0 30
40-50s	0 27	0 27
50-60s	0 23	0 23
60-70s	0 22	0 22
70-80s	0 20	0 20
80-90s	0 19	0 19
90-100s	0 17 1/2	0 17 1/2
100-120s	0 16	0 17

Package Goods Unchanged

Montreal. PACKAGE GOODS.—There is no change this week on package goods. The market is very good for package cereals at this time of the year and prices are steady.

Breakfast food, case 18	3 50	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2	0 78 1/2
Do., 20-lb. cartons, lb.	0 38	0 38
Corn Flakes, 3-doz. case	3 50 3 65 3 50	4 25
Corn Flakes, 36s	4 16	4 16
Oat Flakes, 20s	5 40	5 40
Rolled oats, 20s	5 80	5 80
Do., 18s	2 12 1/2	2 12 1/2
Oatmeal, fine cut, pkgs., case	6 75	6 75
Puffed rice	5 70	5 70
Puffed wheat	4 25	4 25
Farina, case	2 35	2 35
Hominy, pearl or granu., 3 doz.	3 65	3 65
Health bran (20 pkgs.), case	2 50	2 50
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 60	3 60
Do., self-raising, doz.	1 50	1 50
Wheat Food, 18-1 1/2s	3 25	3 25
Wheat flakes, case of 2 doz.	2 95	2 95
Oatmeal, fine cut, 20 pkgs.	6 75	6 75
Porridge wheat, 36s, case	7 30	7 30
Do., 20s, case	7 50	7 50
Self-raising Flour (3-lb. pack.) doz.	3 20	3 20
Do. (6-lb. pack.), doz.	6 30	6 30
Corn Starch (prepared)	0 11 1/2	0 11 1/2
Potato flour	0 13	0 13
Starch (laundry)	0 09 3/4	0 09 3/4
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	4 85	4 85
Shredded Wheat	4 95	4 95
Cooked bran, 12s	2 25	2 25
Enamel Laundry Starch, 40 vks. case	1 70	1 70
Celluloid Starch, 45 pkgs. case	4 70	4 70
Package Cornmeal	4 25	4 25
Malt Breakfast Food (36 pkgs.)	12 50	12 50

Cereal Prices Are Steady

Montreal. CEREALS.—The demand for cereals is very good at this season and prices are holding firm and unchanged. There is a very good supply of Canadian beans on the market this season and prices run about four dollars a bushel. Ontario beans are commanding a little higher price and California beans are selling at \$3.75.

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

Oranges Are Lower in Price

Montreal. FRUIT.—On account of the new crop of Florida oranges coming to the market there has been a slump this week in the price of California oranges which were so high last week. The quotations now run from \$12 to \$12.50. The California navel oranges are expected to arrive on this market the latter part of next week. The banana market is holding firm with still high prices, although there appears to be no very good reason for the high prices apart from transportation cost. Apples are arriving in large quantities in Montreal and on account of the high cost of barrels and packing shipments are being made in bulk by car-load lots. There is also a very good supply of lemons offered on the market and prices are unchanged.

Apples—		
Do., Fameuse, per bbl.	9 50	10 00
Do., Wealthy No. 1, per bbl.	7 50	7 50
Do., No. 2, per bbl.	7 00	7 00
Do., Alexander, per bbl.	6 00	6 50
Do., Greening	6 50	7 00
Do., Baldwin	6 50	7 00
Do., Russet	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	5 00	5 00
Do., Florida, 54, 64, 80, 96	6 00	6 00
Lemons, Messina	4 25	4 25
Oranges, Cal., Valencias	10 00	10 00
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 00	10 00
Cal. Oranges, 126-250	12 00	12 50
Oranges, Cal., Valencias	10 00	10 00
Do., Florida	8 00	8 00
Jamaica Oranges, 176, 200, 216	5 50	5 50
Pineapples crate	8 50	8 50
Pears, Keiffers, per hamper	3 00	3 00
Cantaloupes, crate (45)	9 00	9 00
Tokay Grapes, per box	5 00	5 00
Blue Grapes, 6 qts.	0 55	0 55
California Grapes, in drums	7 50	7 50
Almerias Grapes, in kegs	9 00	9 00
Cranberries, per bbl.	14 00	14 00

Higher Prices for Potatoes

Montreal. VEGETABLES.—Onions are selling at a little higher prices this week with a stronger market. Red onions are reported arriving in good quantities and are selling at \$2.25 per cwt. There is a much stronger tone to the potato market with a little higher prices. No. 1 Ontario and New Brunswick potatoes are selling at \$2.40 per bag but prices vary considerably according to quality and place of shipment. There is no doubt that owing to the condition of the potato crop there will be a much stronger market in the near future.

Beets, per doz.	0 25
Cucumbers, Montreal, per doz.	0 20
Cabbage, Montreal, doz.	0 50
Chicory, doz.	0 50
Carrots, doz.	0 25
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Parsley (Canadian)	0 20

Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bag) ...	1 40
Do., sweet, hamper	2 00
Spinach, box	0 75
Turnips, per doz.	0 40
Montreal Tomatoes, per box ...	2 50
Cauliflower, per doz.	0 90
Spanish Onions, per case	5 25
Yellow Onions, per cwt. bag ...	1 50
Red Onions, per cwt. bag ...	2 25

Barley, pot, 98s	6 25
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	5 75
Oatmeal, 98s	5 00
Oat Flour	6 25
Corn Flour, 98s	6 25
Rye Flour, 98s	6 25
Rolled Oats, 90s	4 25
Rolled Wheat, 100-lb. bbl.	7 75
Cracked wheat, bag	6 75
Breakfast food, No. 1	6 25
Do., No. 2	6 25
Rice flour, 100 lbs.	10 00
Linseed meal, 98s	6 75
Peas, split, 98s	8 40
Blue peas, lb.	0 10
Marrowfat green peas	0 07 1/2
Graham Flour, 98s	6 00
Whole wheat flour	5 85
Wheat kernels, 98s	7 35
Farina, 98s	6 20

ONTARIO MARKETS

TORONTO, Nov. 19—The markets continue with a downward trend. Reductions have been manifest on prepared icings, jelly powders, soap powders and one brand of custard powder. Canadian beans are quoted \$1.00 per bushel lower. Flour is down 80 cents per barrel. The market is still unsettled. The potato market is easier with quotations lower. Lower grade teas have been reduced five to ten cents per pound. The high grade teas show no improvement, continuing scarce at high figures. The first car of California budded walnuts has arrived and is being distributed to the trade. Shelled almonds are easier and January shipments are being booked at ten cents per pound under present quotations on spot stocks. Shelled walnuts in primary markets have advanced five cents per pound. Spices generally are firm with higher prices expected on white and black peppers. Package cornmeal, macaroni, spaghetti, hominy and pearl barley show a slight reduction. The sugar situation is still unsettled with quotations varying.

Sugar Quotations Vary

Toronto.

SUGAR.—Dominion sugar has again been reduced and is now quoted at \$12.21 per hundred. The other refineries have not changed this list price but are offering on a basis of 13 cents. Although one refinery is advertising sugar to retail at 15 cents per pound, the majority of retailers are selling below this figure, prices varying from 12 to 14 cents per pound. The situation continues unsettled, all eyes are apparently turned on the beet sugar crop which promises to be the largest in the history of this industry, and is an important factor in the present sugar situation. It is estimated that the Canadian beet sugar crop will amount to at least 35,000 tons. Raw sugars on the New York market during the week have shown a declining tendency with sales made on a basis of 6 cents c & f. for Cubas.

St. Lawrence, extra granulated, cwt. ...	\$15 71
Atlantic, extra granulated	15 71
Acadia Sugar Refinery, extra granulated	13 21
Dom. Sugar Refinery, extra granulated	12 21
Canada Sugar Refinery, granulated	16 71

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Better Demand for Molasses

Toronto.

SYRUPS.—Corn syrups are holding steady under the declines of a few weeks past. Quotations on cane syrups are unchanged but the tendency is that these prices will reach a lower level in view of the declines on sugar. Molasses is unchanged, the demand, however, has

greatly improved, due no doubt to the opening of the winter and Christmas season.

Corn Syrups —

Barrels, about 700 lbs., yellow	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 15
Cases, 5-lb. tins, white, 1 doz. in case	6 85
Cases, 10-lb. tins, white, 1/2 doz. in case	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	6 25
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95

Cane Syrups—

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

Molasses—

Fancy, Barbadoes, barrels, gal.	1 55
Choice Barbadoes, barrels	
New Orleans, bls., gal.	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60
	6 95

Cereals Have Weak Tone

Toronto.

CEREALS.—Cereal quotations are unchanged during the week. The market, however, is weak and declines on some lines are not unlikely. Marrowfat green peas are lower, now quoted at 7 1/2 cents per pound. Rolled oats are selling at a variety of prices, the average is \$4.25 per 98-pound bag.

Single Bag Lots
F.o.b. Toronto

Barley, pearl, 98s	7 75
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Package Cornmeal Lower

Toronto.

PACKAGE GOODS.—Manufacturers of package cereals state that the demand during the week has greatly improved, no doubt due to the colder weather which is causing people to turn to the heavier breakfast food. Quaker cornmeal has declined 10 cents per case now quoted at \$3.70. Quaker macaroni and spaghetti have declined to \$2.70 per case of 24 packages. Two-Minute oat food is reduced to \$2.75 per case of 24 packages. Pearl and granulated hominy is down to \$3.70 per case, a reduction of 10 cents. Scotch pearl barley is down 20 cents per case, now quoted at \$2.70. Quaker corn flakes is now quoted at \$3.75 per case, a reduction of 25 cents.

PACKAGE GOODS

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

Spice Market Firm

Toronto.

SPICES.—The spice market generally is holding firm with the tendency for even higher prices on some lines. Both black and white peppers are strong and are expected to reach higher levels. Cream of tartar is inclined to be weak with quotations ranging from 65 to 75 cents per pound.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	0 55	
Cloves	0 65	
Cayenne	0 35	0 37

Ginger, Cochin	0 35
Do., Jamaica	0 45
Mustard, pure	0 55
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40 0 70
Pastry	0 35 0 38
Pickling spices	0 30
Mace	0 75
Peppers, black	0 33
Do., white	0 45
Paprika, lb.	0 80 0 85
Chillies, lb.	0 60
Nutmegs, selects, whole, 100s.	0 55
Do., 80s	0 60
Do., 64s	0 70
Do., ground	0 40 0 50
Mustard seed, whole	0 25
Celery seed, whole	0 40
Coriander seed	0 20
Carraway seed, whole	0 30
Turmeric	0 28
Curry Powder	0 40
Cream of Tartar	
French, pure	0 65 0 75
American high-test, bulk	0 65 0 75
2-oz. packages, doz.	1 75
4-oz. packages, doz.	2 75 3 00
8-oz. tins, doz.	6 00

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

New Prunes Arrive

Toronto.
DRIED FRUITS.—The first shipment of new Santa Clara prunes has arrived on this market and are quoted as listed below. Raisins are holding firm and are commencing to move freely. The first shipment of new Hallowee dates is expected to arrive during the week and are quoted at 17 cents per pound. Pulled figs in 5-pound boxes are offered at \$1.50 per box.

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

Japan Rice 12 Cents Pound

Toronto.
RICES.—The condition of the rice market shows no change. The market is easy with a tendency for lower prices. Japan rice is offered at 12 cents per pound in bag lots.

Honduras, fancy, per 100 lbs.	0 09 1/2
Do., broken	0 15
Blue Rose, lb.	15 00
Siam, fancy, per 100 lbs.	11 00
Do., second, per 100 lbs.	11 00
Do., broken, 100 lbs.	0 12
Japans, per 100 lbs.	17 00
Fancy, Patna	

Chinese, mats 50 lbs.	0 14 1/2
Tapioca, pearl, per lb.	0 10 0 10 1/2
White Sago	0 10 0 10 1/2

Almonds for Future Lower

Toronto.
NUTS.—The first shipment of California budded walnuts has arrived on this market and are being distributed at 40 cents per pound. Shelled walnuts are quoted at 55 cents per pound for halves and 30 to 35 cents for broken. Quotations on shelled walnuts in primary markets are up 5 cents per pound. Shelled almonds are easier, quotations on spot are 50 to 55 cents per pound, but for January delivery prices are 10 cents below these quotations. Shelled brazils are holding firm at \$1.20 per pound.

Almonds, Tarragonas, lb.	0 22
Walnuts, Bordeaux, lb.	0 23
Walnuts, Grenobles, lb.	0 22
Do., Marbot	0 22
Do., California	0 39 0 40
Filberts, lb.	0 15
Pecans, lb.	0 28 0 30
Cocconuts, Jamaica, sack	9 50
Cocconut, unweetened, lb.	0 35
Do., unweetened, lb.	0 42
Do., shred	0 30
Peanuts, Spanish, lb.	0 21 0 25
Brazil nuts, large, lb.	0 32 0 34
Mixed nuts, bags 50 lbs.	0 32
Shelled—	
Almonds, lb.	0 50 0 55
Filberts, lb.	0 35
Walnuts, Bordeaux, lb.	0 55
Peanuts, Spanish, lb.	0 17
Do., Chinese, 30-32 to oz.	0 13
Do., Java	0 14
Brazil nuts, lb.	1 20
Pecans, lb.	1 15

Cheaper Teas Reduced

Toronto.
TEAS.—Blends and straight teas of the lower grades have been reduced 5 to 10 cents per pound. The higher grades show no improvement, continuing scarce at high figures.

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

Above prices give range of quotations to the retail trade.

Coffee Continues Easy

Toronto.
COFFEES.—The primary markets for coffee continue with an easy undertone. Quotations on spot stocks are unchanged, but with the arrival of new stocks in the next few weeks a further reduction will be manifest.

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

Canned Goods Unchanged

Toronto.
CANNED GOODS.—Prices on canned goods are being fairly well maintained under a light enquiry. Campbell's beef vegetable soup is quoted at \$1.50 per dozen, and other varieties at \$1.75. Tuna

fish, halves, are offered at \$3.75 per dozen.

Salmon—	
Sockeye, 1s, doz.	5 80
Sockeye, 2s, doz.	3 20
Alaska redds, 1s, doz.	4 25 4 50
Do., 1/2s	2 50
Choe, 1s, doz.	3 60
Do., 1/2s, doz.	2 00
Pinks, 1s, doz.	2 10
Lobsters, 1/2-lb., doz.	5 90 6 50
Do., 1/4-lb. tins	3 25 3 75
Whale Steak, 1s, flat, doz.	1 75 1 90
Pitchards, 1-lb. talls, doz.	1 75 2 10
Canned Vegetables—	
Tomatoes, 2 1/2s, doz.	1 72 1/2
Peas, Standard, doz.	1 75
Do., Early June, doz.	2 00
Do., Sweet Wrinkle, doz.	
Beets, 2s, doz.	1 45 2 45
Do., extra sifted, doz.	2 77 1/2 2 82 1/2
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	5 50
Do., butts, doz.	6 60
Canadian corn	1 50 1 65
Pumpkins, 2 1/2s, doz.	1 20 1 25
Spinach, 2s, doz.	1 95
Pineapples, sliced, 2s, doz.	4 90 5 25
Do., shredded, 2s, doz.	4 75 5 25
Rhubarb, preserved, 2s, doz.	2 07 1/2 2 10
Do., preserved, 2 1/2s, doz.	2 65 4 52 1/2
Do., standard, 10s, doz.	5 00
Apples, gal., do.	4 75
Peaches, 2s, doz.	4 15
Pears, 2s, doz.	3 00 4 25
Plums, Lombard, 2s, doz.	3 10 3 25
Do., Green Gage	3 25 3 40
Cherries, pitted, H.S.	4 25
Blueberries, 2s	2 25 2 40
Strawberries, 2s, H. S.	5 25
Blueberries, 1s	2 35 2 45
Jams—	
Apricots, 4s, each	1 43
Black Currants, 16 oz., doz.	5 65
Do., 4s, each	1 50
Gooseberry, 4s, each	1 43
Do., 16 oz., doz.	5 35
Peach, 4s, each	1 25
Do., 16 oz., doz.	4 80
Red Currants, 16 oz., doz.	5 50
Raspberries, 16 oz., doz.	5 35
Do., 4s, each	1 45
Strawberries, 16 oz., doz.	5 55
Do., 4s, each	1 50

Potatoes Are Easier

Toronto.
VEGETABLES.—The potato market has an easier undertone, quotations on the local market are lower, now quoted at \$2.40 to \$2.50 per bag. Dealers state that prices to the farmers are unchanged but are expecting to pay lower prices within the next ten days. The first car this season of California iceberg head lettuce has arrived and is selling at \$6.50 per crate of about 4 dozen. Hothouse tomatoes are quoted at 30 to 35 cents per pound. Hothouse cucumbers are selling at \$5 per dozen. Mushrooms in 3-pound baskets are quoted at \$3 per basket. Spanish onions are up 50 cents per case, now quoted at \$6.50. Carrots, turnips, and parsnips are down 10 to 25 cents per bag.

Cabbage, Can., per doz.	0 50
Parsley, domestic, per 11-qt. bask.	0 50
Carrots, per 75-lb. bag	0 75
Turnips, per 75-lb. bag	0 75
Parsnips, bag	1 00
Onions, 100-lb. sack	1 75
Do., Spanish, large crate	6 50
Potatoes, per bag	2 40 2 50
Sweet Potatoes, hampers	2 90
Celery, crates, 6 to 7 doz.	5 00
Hot house cucumbers, doz.	5 00
Hot house tomatoes, lb.	0 30 0 35
Mushrooms, 3-lb. bskt.	3 00
Cal. Head Lettuce, 4 doz. crate	6 50

Florida Oranges Arrive

Toronto.
FRUITS.—The first shipment of Florida oranges is offered at \$6.50 to \$7.50 per case according to size. Valencia oranges are now finished for this season. California lemons are down 25

cents per box, now quoted at \$5.50. Malaga grapes for Christmas selling are being picked up freely by the trade, quotations range from \$11 to \$14 per keg. Boxed apples are selling well at \$3.75 to \$5 per box.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s....	7 50	
250s	7 00	
288s, 324s	6 50	
Grapefruit—		
64s, 70s, 80s, 96s	6 75	
46s, 54s	6 50	
Bananas, Port Limons	0 11	
Lemons, Cal., 240s.....	5 50	
Do., Messinas, 300s		6 50
Pears, Oregon, per box		6 50
Grapes—		
California Emperors, lugs....	4 50	4 75
Do., drums	8 00	8 25
Malagas, bbls.	11 00	14 00
Apples, fancy Ontario in new barrels—		
Spies, No. 1s	7 00	8 00
Spies, No. 2s	6 00	7 00
Baldwins, No. 1s	6 00	7 75
Baldwins, No. 2s	5 00	7 25
Greenings, No. 1s	6 00	7 25
Greenings No. 2s	5 00	7 25
B.C. in boxes		3 85
Cranberries, ½ barrels		7 75
Pomegranates, half box		4 50

Flour Prices Lower

Toronto.

FLOUR.—The flour market is in an unsettled condition, due to the fluctuations in the wheat market. A reduction of 80 cents per barrel is manifest both on first and second patents.

FLOUR—

Patent Firsts, in jute bags, per barrel	12 20
Do., seconds, in jute bags, per barrel	11 70

Honey Prices Unchanged

Toronto.

HONEY.—There is no change in the market for honey, the condition of the market is inclined to be weak.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover honey, in 60-lb. and 30-lb. tins, per lb.		0 25
Ontario, No. 1, white clover, in 5 and 10-lb. tins, per lb.		0 27

Bean Prices Reduced

Toronto.

BEANS.—Canadian beans are reduced to \$3.90 per bushel. The market is in an easy condition with a tendency for lower prices. California limas are quoted at 12½ cents per pound.

Many Lines Are Reduced

Toronto.

MISCELLANEOUS.—Prepared icings are reduced to \$1.80 per dozen. Jelly powders are also lower. Surprise soap powder is reduced to \$3.40 per case. Pearlina is lower and quoted as follows: cases, 100 No. 2 packages, \$7; cases, 48 24s, \$6.90; cases, 24 60s, \$3.50. Sea Foam soap chips is now \$5.65 per case. Fels Naptha soap is reduced to \$9 per case. Gartons custard powder is reduced to \$1.45 per dozen.

Sauce and Lantern Globes Up

Toronto.

LANTERN GLOBES.—Squat lantern globes have advanced. Cases of one dozen are now \$1.75, and three dozen cases are \$1.65 per dozen. Laings C. C. sauce has advanced to \$2.75 per dozen.

WINNIPEG MARKETS

WINNIPEG, Nov. 19.—Soaps and soap powders have declined 25 to 75 cents per case. Flour is lower by 80 cents per barrel. Granulated sugar is now quoted on a basis of \$12.00 per hundred and the general impression is that sugar quotations have now reached the lowest level. Sugar syrups are down 25 to 35 cents per case. Teas and coffees are steady and unchanged. The first shipments of California navel oranges have arrived. Potatoes are holding firm at unchanged quotations.

Sugar Quoted Lower

Winnipeg.

SUGAR.—Refined sugar is quoted at \$12 per cwt. The general impression is that the bottom has been reached and it will not be long before sugar will again be stabilized on the basis of the raw material.

Sugar Syrups Decline

Winnipeg.

SYRUPS.—Cane syrups have declined 25 cents on two pound tins and 35 cents on the larger sizes. There is no change on corn syrup. Canadian syrup manufacturers advise that there is not likely to be any further decline for some time.

CANE SYRUPS—

2-lb. tins, 2 doz. in case	7 60
5-lb. tins, 1 doz. in case	8 75
10-lb. tins, ½ doz. in case.....	8 20
20-lb. tins, ¼ doz. in case	8 00

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, ½ doz. in case	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 35

MAPLE SYRUP—

Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.....	24 50
Pure, 10s, per case of ½ doz....	23 25

TABLE SYRUP—

Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
Molasses quotations subject to 5% discount.	

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Starches Are Steady

Winnipeg.

STARCH.—The starch market is reported steady and manufacturers advise that the present prices quoted are likely to remain unchanged for some time.

Cornstarch, 1-lb. pkgs., per lb....	0 10
Do., No. 1 quality, 1-lb. pkg....	0 11¼
Gloss, 1-lb. pkgs., per lb.....	0 12¼
Celluloid, 1-lb. pkgs., per case....	4 85

Bulk Cereals in Demand

Winnipeg.

CEREALS.—Rolled oats, oat meal, corn meal, and wheat granules are reported to be in good demand with no change in prices.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square pkts.....		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case....		3 80
Puffed Wheat, 3 doz. case, case....		4 40
Puffed Rice, 3 doz. case, case		5 70
Cream of Wheat, 3 doz. case, case		9 00
Grape Nuts, 2 doz. case, per case		2 83
Package Peas, 3 doz. case, case....		3 75

BULK CEREALS

Rolled Oats, 80s, per bag		3 80
Do., 40s, per bag		1 97
Do., 20s, per bag		1 65
Do., 10-8s, per bale		4 65
Do., 15-6s, per bale		5 45
Oatmeal, 98s, gran. or stand., bag		5 50
Wheat Granules, 98s, per bag....		7 30
Do., 16-6s, per bale		8 00
Peas, whole, green, 100-lb. bag, per bush.		4 75
Do., split, yellow, 98s, per bag		8 45
Do., split, yellow, 49s, per bag		4 35
Beans, fancy, hand picked, 100 lb. bag, bushel		4 55
Do., Lima, 100-lb. bag, per lb....		0 15¼
Barley, Pot, 98s, per bag		5 50
Do., pearl, 98s, per bag		7 00
Cornmeal, 98s, per bag		4 00
Do., 24s, per bag		2 05
Do., 10-10s, per bale		5 10
Buckwheat grits, whole, 98-lb. bags, per bag		10 50

Tea Market Unchanged

Winnipeg.

TEAS.—Fine teas are reported scarce and prices holding firm. Lower priced teas which have been bought some time ago will not be on the Winnipeg market for at least another three months.

INDIA AND CEYLON—

Pekoe Souchongs, first quality..	0 48	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Spice Market Quiet

Winnipeg.

SPICES.—The primary spice market is reported very quiet. The local market remains steady.

Allspice, Jamaica, best quality, lb.		0 23
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 10, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 75
Ginger, washed, Jamaica, No. 1.		0 65
Do., Jamaica No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, ex. large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb., lb.		0 65
Do., med. brown, 110 to lb., lb.		0 55
Do., carton of six, per doz.		0 80
Pepper, black, Singapore ex., lb.		0 36
Do., white, do., per lb.		0 50
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75
Cayenne, No. 1, bulk, per lb.	0 40
Do., No. 1, 4 oz. cartons	1 75
Do., No. 1, 2 oz. cartons	1 20
Ginger, No. 1, bulk, per lb.	0 65
Do., No. 1, 2 oz. cartons	1 35
Do., No. 1, 4 oz. cartons	2 05
Do., No. 2, bulk, per lb.	0 45
Mace, No. 1, bulk, per lb.	0 85
Do., No. 1, 2 oz. cartons	1 65
Do., No. 1, 4 oz. cartons	2 70
Nutmeg, No. 1, bulk, per lb.	0 50
Do., No. 1, 2 oz. cartons	1 25
Do., No. 1, 4 oz. cartons	1 85
Pastry spice, No. 1, bulk, per lb.	0 40
Do., No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 80
Pickling spice, No. 1, bulk, per lb.	0 38
White Pepper, No. 1, bulk, per lb.	0 49
Do., No. 2, Singapore, per lb.	0 47
Black pepper, No. 1, bulk, per lb.	0 32
White pepper, No. 1, 2 oz. cartons	1 20
Do., No. 1, 4 oz. cartons	1 95
Black pepper, No. 1, 2 oz. cartons	0 95
Do., No. 1, 4 oz. cartons	1 60

Rice Market Steady

Winnipeg.
RICE.—The primary rice market is reported steady and apparently quotations have reached the lowest point. Buyers are replacing orders just to fill their requirements.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 14%
Do., 50-lb. sacks, lb.	0 14%
Siam, Elephant, 100-lb. bags.	0 11½
Do., 50-lb. bags, lb.	0 11%
Sago, sack lots, 130 to 150 lbs., per lb.	0 10½
Do., in less quantities, lb.	0 11¼
Tapioca, pearl, per lb.	0 08¾

Canned Goods Steady

Winnipeg.
CANNED GOODS.—Canned goods are reported selling well and practically all new packed goods have arrived and orders are being forwarded to the various points. Retailers are reported to have purchased very freely on all canned goods.

CANNED FISH

Shrimps, 1s, 4 doz. case, case.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case.	9 35	12 00
Do., ½s, 8 doz. case, case.	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	3 35	3 50
Do., ½s, 4 doz. case, doz.	6 00	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	8 60	8 60
Do., 2s, 8 oz., 2 doz. case, case	7 60	7 60
Pilchards, 1s, tall, 4 doz. case, case	7 35	7 35
Do., ½s, flat, 8 doz. case, case	10 00	10 00
Salmon—		
Sockeye, 1s, tall, 4 doz. case.	22 00	22 00
Do., ½s, flat, 8 doz. in case.	23 75	23 75
Red Spring, 1s, tall, 4 doz. case	15 75	15 75
Do., ½s, flat, 8 doz. case.	16 25	16 25
Cohoe, 1s, tall, 4 doz. case.	18 00	18 00
Do., ½s, flat, 8 doz. case.	16 00	16 00
Pink, 1s, tall, 4 doz. case	9 50	9 50
Do., ½s, flat, 8 doz. case.	11 00	11 00
Humpback, 1s, tall, 4 doz. case	8 60	8 60

CANNED FRUIT (Canadian)

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

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	13 85
Peaches, 2½s, 2 doz. case	13 25
Peaches, sliced, 1s, 4 doz. case.	15 00

Do., halved, 1s, 4 doz. case ...	15 00
Do., 2s, 2 doz. case ...	10 00
Pears, 1s, 4 doz. case ...	17 00
Pineapples, sliced, 2s, 2 doz. case. 8 00	8 75

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Beans, Golden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case.	4 75
Corn, 2s, 2 doz. case	3 80
Peas, Standard, 2s, 2 doz. case 4 00	4 40
Peas, Early June, 2s, 2 doz. case 4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	7 00
Pumpkin, 2½s, 2 doz. case.	3 00
Sauer Kraut, 2½s, 2 doz. case.	4 90
Spaghetti, 2 doz. case	2 15
Tomatoes, 2½s, 2 doz. case	4 00
Spinach, 2½s, 2 doz. case	6 75

Raisins Quoted Higher

Winnipeg.
DRIED FRUIT.—The second opening prices have been named on raisins and are quoted ½ cent to ¾ cent higher than the first opening price. This will mean that buyers are assured of an advance of about 1 cent a pound over present prices especially for the late winter purchases. Raisin packers are assuring the public that the entire crop will go into consumption very quickly. Prunes are reported firmer and indications point that the lower prices which were at first expected will not materialize.

DRIED FRUIT

Evaporated Apples, per lb.	0 18
Currants, 90-lb., per lb.	0 22
Do., 3 oz. pkgs., 6 doz. case, lb. 0 15½	0 16¼
Dates, Hallowee, bulk, lb.	0 20
Do., Tunis, bulk, lb.	0 26¾
Do., Package, 3 doz. case, lb.	0 15
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 23
Do., black, cartons, per carton	1 00
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 28
Do., choice, per lb.	0 27½
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1 56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton.	1 68
Prunes—	
30-40s, 25s, per lb.	0 28
40-50s, 25s, per lb.	0 26
50-60s, 25s, per lb.	0 23½
60-70s, 25s, per lb.	0 20¾
70-80s, 25s, per lb.	0 19
80-90s, 25s, per lb.	0 17
90-100s, 25s, per lb.	0 16¾
In 5-lb. cartons, per carton	1 25

Raisins—

Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 23
Cal., bulk, seeded, 25-lb. boxes	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	0 27½
Apricots, choice, 25s, lb.	0 45
Do., 10s, lb.	0 47
Do., Standard, 45s, lb.	0 40
Do., choice, 10s, lb.	0 42
Do., fancy, 45s, lb.	0 50
Do., do., 10s, lb.	0 52

Nuts in Demand

Winnipeg.
NUTS.—The feature of the nut market has been the demand for all varieties both shelled and unshelled. This is due largely to the more seasonable weather and the gradual approach of Christmas. Spot stocks of both almonds and walnuts are being rapidly cleaned up. Almonds for future delivery show slightly easier tone as compared with last week. Shelled walnuts for future have a somewhat firmer tendency. No. 1 Spanish peanuts show an advance of 1½ cents a pound. The shelled Brazil market remains very firm.

NUTS, SHELLED—

Almonds, per lb.	0 54	0 58
Spanish Peanuts, No. 1, per lb.	0 19	0 19
Pecans, per lb.	1 10	1 10
Walnuts, per lb.	0 60	0 62

NUTS IN SHELL—

Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 30
Filberts, per lb.	0 28
Walnuts, per lb.	0 30
Pecans, lb.	0 30

Flour Declines

Winnipeg.
FLOUR.—Flour declined 80 cents per barrel during the week in sympathy with the drop in the wheat market. Retailers are buying in small quantities.

FLOUR—

Man., hard wheat, 98-lb. sacks	6 07½
RYE FLOUR—	
White, 98-lb. sacks	5 25
Medium, 98-lb. sacks.	5 00
Dark, 98-lb. sacks	3 50
Rye meal	4 00

Navel Oranges Arrive

Winnipeg.
FRUITS.—The first car of California navel oranges arrived this week and are being quoted at \$10 to \$11. Bananas have been very scarce. Emperor grapes in kegs are reported a little easier and are quoted at \$10 per keg and \$6 per lug. Spanish Malaga grapes are expected very shortly and prices will be around \$15 per keg. Large quantities of winter apples of different varieties are in good demand.

ORANGES—

Navel, 176 and smaller, case	11 00
150s per case	10 50
125s, per case	10 00
Lemons, California, per case.	7 50
FLORIDA GRAPE FRUIT—	
64-72s, 80s and 96s, per case	8 50
54s, per case	8 00
Bananas, per lb.	0 15

GRAPES—

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

PEARS—

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

APPLES—

B.C. Wagners, unwrap., per cs.	3 50
10 case lots, per case.	3 25
McIntosh Reds, No. 1, per box	4 25
Wagners No. 1, per box.	4 00
Delicious, No. 1, per box.	5 25
Do, No. 2, per box	4 75
Ont. Spys, No. 1, per bbl.	9 50
Baldwins, No. 1, per bbl.	8 50

Vegetable Prices Steady

Winnipeg.
VEGETABLES.—There is practically no change in the vegetable market this week. Potatoes remain firm. Manitoba's crop this year is estimated at 3,700,000 bushels, which is about 1,500,000 bushels short of an average yield. Alberta's potato crop is estimated at 6,128,000 bushels, a reduction from last year's crop of 2,123,000 bushels. The Canadian crop is estimated at 1,791,000 bushels under last year, with a prospect of the crop falling under this estimate. Manitoba reports a poor crop of potatoes; also in southern Saskatchewan. In southern Alberta, northern Saskatchewan and northern Alberta there is a good crop. The prospects are that the prairies have produced enough potatoes this year to meet the home needs.

Potatoes, per bushel	1 75	2 00
Do., in 10 bush. lots.	1 60	1 75
Cabbage, per cwt.	2 50	2 50
Carrots, per cwt.	2 50	2 50
Beets, per cwt.	2 00	2 00
Turnips, per cwt.	2 00	2 00
Dried Onions (B.C.), per cwt.	3 50	3 50
Celery (B.C.), per cwt.	10 00	10 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Nov. 18.—Local fresh eggs are now quoted at 90 cents per dozen. Potatoes are holding at \$45 per ton. Creamery butter is selling at 61 cents. California layer figs are 22½ cents per pound. Smyrna figs are 27 to 29 cents. Manchurian walnuts are quoted at 49 cents to 52 cents per pound. California walnuts are 35 cents and bud-ded 38 cents. California almonds are quoted at 35 cents, Valencias 55 cents, and Jordans 76 cents. Japanese oranges are selling at 90 cents. Full deliveries are assured of early Sicily filberts and other European Christmas lines.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Nov. 18.—Sugar declined twice since last report, now quoted \$14.50 per hundred. Rices are lower, Siam is now \$9 to \$10.25 per hundred and No. 1 Japan \$10 to \$12.50. Sago and tapioca has declined and further reductions are expected. New laid eggs have advanced to \$22.50 per case. Breakfast bacon is down ½ cent and smoked hams 1 cent per pound lower. Spring clothes' pins are higher. Feed oats advanced from \$32 to \$33 per ton. Local potatoes are \$45 per ton, and B. C. potatoes \$55 per ton. One Eastern brand of jam is down to 90 cents on fours.

Flour, first patents, bbl.	13 80
Do., second patents, bbl.	13 60
Beans, B.C.	7 25 7 50
Rolled oats, 80s	4 05
Rice, Siam	9 00 10 25
Japan, No. 1	10 00 12 50
Tapioca	8 00 9 00
Sago	8 00 9 00
Sugar, pure cane, gran., cwt.	14 52
Cheese, No. 1, Ont., large	0 31½ 0 32
Alberta cheese, twins	0 30
Do., large	0 29½
Butter, creamery, lb.	0 63
Do., dairy, lb.	0 45 0 50
Lard, pure, 3s	18 60
Eggs, new laid, local, case	22 50
Do., storage, case	19 50
Tomatoes, 2½s, standard, case	4 30 4 60
Wax and Green Beans, 2s, case	4 60 4 85
Corn, 2s, case	3 85 4 40
Peas, 2s, standard, case	4 35 4 60
New early June peas, case	4 50
Strawberries, 2s, Ontario, case	9 75 10 40
Raspberries, 2s, Ontario, case	10 60 11 70
Gooseberries, 2s	11 30
Cherries, 2s, red, pitted	9 00 9 50
Apples evaporated 50s	0 18 0 20
Do. 25s, lb.	0 19 0 21
Peaches, evaporated, lb.	0 25 0 28
Do., canned, 2s	8 50

Prunes, 90-100s	0 16
Do., 70-80s	0 17½
Potatoes, local, ton	45 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Nov. 18.—Sugar prices continue downward, granulated quoted at \$12 and yellow \$11. Pork products show slight decrease. White beans are reduced 50 cents, now quoted \$4.50. Yellow eye beans are now quoted \$7.25, a reduction of 75 cents. Potatoes are quoted \$1.90 to \$2 per 90-lb. bag. Tapioca dropped \$2 per hundred, now quoted \$15. Rolled oats is reduced 10 cents per bag.

Flour, No. 1 patents, bbl.	15 25
Cornmeal, bags	4 25
Rolled oats, per bag	5 25
Rice, Siam, per 100 lbs.	11 00
Tapioca, 100 lbs.	15 00
Molasses (extra fancy Barbadoes)	1 35
Sugar, standard, granulated	12 00
Do., No. 1, yellow	11 00
Cheese, Ont., twins	0 28
Eggs, fresh, doz.	0 75
Lard, compound	0 24¼
Lard, pure, lb.	0 31½
American clear pork, per bbl.	52 00
Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 50
Hams, aver. 9-12 lbs.	0 43
Do., aver. 12-18 lbs.	0 43
Do., aver. 18-25 lbs.	0 41
Roll bacon	0 35
Butter, creamery, lb.	0 57
Do., creamery solids	0 61 0 62
Do., dairy, per lb.	0 53
Do., tubs	0 50
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 80
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	2 05
Apples, gal., N.S., doz.	5 00
Strawberries, 2s, Ont., doz.	5 10
Salmon, Red Spring, flats, cases	9 00
Do., Pinks	15 00
Do., Cohoes	7 00
Do., Chums	0 17
Evaporated Apples, per lb.	0 29
Dried Peaches, per lb.	1 90 2 00
Potatoes, Natives, 90-lb. bag	4 50
Beans, white	7 25
Do., yellow eye	0 10½ 0 11½
Bananas, lb.	8 00
Lemons, Cal.	10 50
Oranges, 100s	11 30
Do., 200s	8 00
Grapefruit, Cal., case	7 00
Apples—	6 50
Kings, No. 1	5 55
Do., No. 2	4 50
Do., Dom.	1 15
Do., No. 3	
Oats, per bush.	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Nov. 18.—Further declines are noted in this week's market, the most outstanding being that of sugar, which dropped to \$12.10. Potatoes are in fair supply at \$3.50. Fresh

eggs are 75 cents per dozen and case eggs 68 cents. Creamery butter is quoted at 65 cents and dairy 70 cents. Lemons are \$7 to \$8 per case. Oranges \$10 to \$12. Lard dropped 1½ cents per pound.

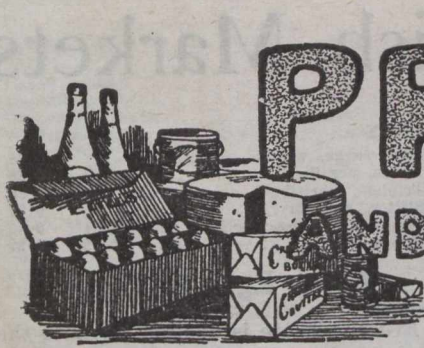
Flour, No. 1 patents, bbls., Man.	14 45
Cornmeal, gran., bags	5 50
Cornmeal, ordinary	3 30
Rolled oats	11 00
Rice, Siam, per 100 lbs.	12 00 12 50
Tapioca, 100 lbs.	15 00 16 00
Molasses	1 25 1 30
Sugar—	
Standard, granulated	12 10
No. 1, yellow	13 00
Cheese, N.B.	0 29½ 0 30
Eggs, fresh, doz.	0 75
Do., case	0 68
Lard, pure, lb.	0 31¼
Do., compound	0 22½ 0 22¾
American clear pork	54 00 55 00
Tomatoes, 2½s, standard, case	4 20
Beef, corned, 1s	4 00 4 20
Breakfast bacon	0 48 0 52
Butter, creamery, per lb.	0 65
Do., dairy	0 70
Do., tub	0 58 0 60
Peaches, 2s, standard, case	7 45 7 50
Corn, 2s, standard, case	3 60
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	3 50
Potatoes, per bbl.	13 00
Sugar, standard, granulated	14 00
Do., No. 1, yellow	13 00
Lemons, case	7 00 8 00
Oranges, case	10 00 12 00
Bananas, lb.	0 13
Grapefruit, case	8 00 8 50

COOLER WEATHER NEEDED FOR FLORIDA'S CITRUS CROP


Owing to the continuation of warm weather, the coloring of Florida's citrus fruit crop is going forward slowly, considerably handicapping shipments, according to some of the largest Southern Florida shippers. One of these authorities at Tampa, in discussing the situation, estimated that the combined orange and grapefruit yields this season would total 13,500,000 boxes, of which 5,000,000 will be grapefruit and 8,500,000 oranges.

A considerable part of the Florida grapefruit has not fully matured and is very slow in coloring, and reports from the markets indicate an accumulation on account of the poor color and eating qualities as a result of moving the fruit too soon. This condition has at the present time caused the markets to slightly ease off except for more desirable and better-matured fruit.

The general outlook for market conditions is very favorable, it is said, yet the ripening of the fruit depends on weather conditions, and if there is sufficient cool weather shortly to color and sweeten it there is every expectation that a splendid reception of shipments in Northern markets with satisfactory prices will exist.



PRODUCE AND PROVISIONS



Should Not Expose Cheese to Sudden Changes of Temperature

Always Store Cheese in a Cool Place—Should Be Frequently Inspected and Turned Once Every Week—June and September Cheese Best for Storing.

A SUBSCRIBER to Canadian Grocer in Quebec recently asked for some information on the handling and curing of domestic cheese.

Cheese, like many another commodity, needs careful attention if the merchant desires to build a reputation on quality for this line. There are many merchants who always cure their own cheese, buying the green or new cheese, preferably that made in June and September. The cheese made in these months are full cream and are rich in butter fat, and when properly cured have a mellow, snappy flavor which is so desired by lovers of old cheese.

If a large quantity of cheese is to be cured, it is a good plan to have a separate room partitioned off in the basement. This of course is not essential, but by keeping it in a section by itself it is easier to look after, and other articles are not likely to be piled upon the cases or accumulate around them. This is often likely to happen, especially during the busy season.

Cheese should never be piled directly upon the basement floor. A platform should be constructed about a foot from the floor or the cheese placed upon empty boxes. The basement should be cool, neither damp nor yet too dry, and uninfluenced by sudden changes of weather or season. The temperature, if possible, should not be permitted to exceed 50 degrees. Around 50 degrees is considered the best degree of temperature. A place exposed to sudden changes of temperature is absolutely unfit for the storage of cheese.

Frequent Inspection

The cheese should be frequently inspected and turned over. The fine flavor of the cheese depends altogether on the systematic turning, which should be done at least once every week. Cheese contains a large portion of oils and fats, which settle to one end unless the cheese is frequently turned. This turning pro-

cess is the real secret in ripening and bringing cheese to a state of perfect maturity.

When mold or mites appear on the top these should be carefully scraped off

and the surface rubbed with a little sweet oil or strong brine.

If sign of swelling is noted, it should be pierced with a wire to give vent to the gas, which can be expelled by a gentle pressure on the swollen part.

For maggots or "hoppers" the remedy is to clean the affected parts and keep the cheese well dusted with rice flour.

When a cheese is cut it can be kept moist by pressing a piece of buttered parchment paper firmly on the cut surface or rubbing the surface with a little butter. If this is done there will be less dryness and shrinkage.

Scarcity of Whitefish is Due to Three Causes

Fishermen Suffer Losses, Due to the Damage to Nets and the Loss of the Same—Government Action Also Forced Independent Fishermen to Cease Fishing for Whitefish.

By D. R. DRYSDALE

THE scarcity of whitefish on the Toronto market is due to three causes.

This month there have been experienced gales on Lake Ontario, the like of which have not been seen for a number of years, with the result that producers have suffered such damage to and loss of nets that they find it more profitable to wait for better weather conditions.

Shipped Across the Border

Then again government whitefish were produced last summer, at a fixed price, from the northern lakes, which were practically virgin territory, in such great quantities that independent fishermen were forced to quit their fishing for at least whitefish or sell at what they considered a loss. The government fishermen, not having facilities for freezing what was not sold of the catch, had to find a market, and this was easily done by shipping across the border, with the result that none of these fish were frozen to take care of the demand at this time of the year.

Now, our friends across the line have cultivated a taste for whitefish and are now offering the fishermen at the eastern end of Lake Ontario 25 and 28 cents a pound for their catch. Of course, this price would be prohibitive here, but relief may be expected when winter weather has come to stay and wholesal-

ers can bring down the frozen northwest whitefish in carload lots.

Lake Herrings in Demand

Lake herrings are in great demand and have been very plentiful lately. Fresh fall salmon is off the market, but large quantities of these fish have been frozen to take care of later demands. There will be a small increase of possibly one or two cents a pound in the price.

This is good weather for the fish business and the demand for all lines has been so great that it is often necessary to make shipments to the retailer direct from the car on the track to keep orders on schedule.

WHAT IS THE SIZE

OF THIS BARREL?

From the orchard of Iva K. Emory, Rockport, Ont., come apples of the Baldwin variety, one of which weighs an even pound. The tree from which it was picked yielded ten barrels, seven of which were gathered from the tree without the pickers leaving the ground. One hundred and thirty-three of these apples filled a barrel. W. W. Emory, of Cherry Valley, helped to pick and pack these apples. Mr. Emory has a choice lot of apples in his own orchard at Cherry Valley.—Port Hope Guide.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 19—The feature of the produce market this week is the advance in the price of eggs. Strictly fresh eggs in some cases have advanced ten cents per dozen and are now selling at 90 cents. Butter shows a further decline of one cent as is also the case with lard. Shortening is easier in sympathy with the lard market. Hogs are still easier in price and as a result pork prices are also easier. The cheese market shows weakness, due principally to the weaker sterling exchange. The supply of cattle offered on the market is better and it is reported that there is a bigger demand for the poorer grade of cattle and that on account of price the better grades are being turned down. Haddock and cod are slightly higher this week, but the supply is very fair. The supply of oysters is keeping up with the demand which is very good.

Pork Prices Decline

Montreal.
FRESH MEATS.—There is a still easier feeling this week in the market for fresh meats. The supply of cattle and particularly hogs is better, with lower prices on pork. These larger offerings of hogs are general throughout the country and the downward trend of prices seems to be general. Some cuts of beef are quoted a little easier this week but these are the cheaper grades in most cases.

FRESH MEATS			
Hogs, live (selected)		0 16 3/4	0 17 1/2
Hogs, dressed—			
Abattoir killed, 65-90 lbs.		0 30	
Fresh Pork—			
Legs of pork (foot on)	0 34	0 35 1/2	
Loins (trimmed)	0 41		
Bone trimmings	0 31		
Trimmed shoulders	0 31	0 34	
Untrimmed		0 27 1/2	
Pork sausage (pure)		0 25	
Farmer Sausage		0 20	
Spring lamb, carcass	0 22	0 26	
Fresh sheep, carcass	0 16	0 18	
Fresh Beef—			
(Cows)		(Steers)	
\$0 18 \$0 25	Hind quarters	\$0 22	\$0 30
0 10 0 14	Front quarters	0 10	0 16
0 24 0 34	Loins	0 30	0 42
0 16 0 26	Ribs	0 16	0 30
0 10 0 14	Chucks	0 10	0 16
0 0 0 20	Hips	0 22	
Calves (as to grade)		0 18	0 30

Smoked Meats Unchanged

Montreal.
SMOKED MEATS.—Despite the lower tendencies in pork there has not been much change of note this week in smoked meats. The demand is continuing very good and prices seem to be holding firm for the present at least. There is a likelihood that, with the downward trend of pork prices, that smoked meats will be affected in price.

BACON—			
Breakfast, best	0 46	0 47	
Smoked Breakfast	0 46	0 47	
Cottage Rolls		0 38	
Picnic Hams		0 32	
Wiltshire	0 44	0 47 1/2	
MEDIUM SMOKED HAMS—			
Weight, 8-14, long cut		0 39	
Do., 14-20		0 39	
Do., 20-25		0 30	
Do., 25-35		0 30	
Over 35 lbs.		0 29	

Barrelled Meats Unchanged

Montreal.
BARRELLED MEATS.—There is no

change this week in quotations on barrelled meats. The demand at the present time is not large, and owing to weakness in general on the meat market this market too is not strong.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	57	00
Clear fat backs (bbl.), 40-50 pieces	49	00
Heavy mess pork (bbl.)	39	00
Plate Beef	25	00
Mess Beef	23	00

No Change in Cooked Meats

Montreal.
COOKED MEATS.—There is no change in the market for cooked meats. The demand is not large at this time of the year.

Jellied pork tongues	0 45
Jellied pressed beef, lb.	0 36
Ham and tongue, lb.	0 42
Veal	0 35
Hams, cooked	0 61
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	0 80
Mince meat, lb.	0 17 1/2
Sausage, pure pork	0 25
Bologna, lb.	0 18
Ox tongue, tins	0 65

Shortening is Unsteady

Montreal.
SHORTENING.—Although there is no definite change in the prices on shortening, the market is a great deal weaker in view of the lower prices on lard. Prices are unsteady and vary according to the brand and quantity purchased. Lower quotations are expected, however, in sympathy with the lard market.

SHORTENING—			
Tierces, 400 lbs., per lb.	0 24 1/2		
Tubs, 50 lbs., per lb.	0 25		
Pails, 20 lbs., per lb.	0 25 1/4		
Bricks, 1 lb., per lb.	0 27	0 27 1/4	

Cheese Prices Weaker

Montreal.
CHEESE.—The easy feeling on the cheese market during the past week has developed into weakness this week with a decline of 1 1/2 cents on the primary market. This is accounted for in the decline of sterling exchange. This decline, however, is not immediately felt in the grocery trade.

CHEESE—

New, large, per lb.	0 28
Twins, per lb.	0 28
Triplets, per lb.	0 28
Stilton, per lb.	0 37
Fancy old cheese, per lb.	0 34
Quebec	0 28

Fresh Eggs 90 Cents

Montreal.
EGGS.—There is another advance this week in the price of strictly fresh eggs. The price of other grades is unchanged but strictly fresh eggs are selling as high as 90 cents in Montreal with no indication of an easier market.

EGGS—			
Strictly fresh	0 85	0 90	
Selects		0 70	
No. 1		0 60	

Further Decline on Butter

Montreal.
BUTTER.—The market for butter shows further weakness this week with a decline of 1 cent. per pound on creamery butter in some instances. Pasteurized creamery butter is, however, unchanged. This is accounted for by some in that the merchants are not buying as yet any more than their immediate requirements and the outside demand is small. Prices are even lower than the 1 cent. decline at the auction sales where butter is sold in large quantities, showing as much as a decline of 2 3/4 cents. In some outlying towns butter is higher than in Montreal.

BUTTER—			
Creamery prints, qual., new	0 54	0 55	
Do., solids, quality, new	0 53	0 54	
Dairy, in tubs, choice	0 49	0 50	
Do., prints		0 50	

Lard Market Unsteady

Montreal.
LARD.—There has been an easier feeling in lard during the past week, but this has changed to an uneasy feeling in the local market. The demand is limited at the present time and the supply seems to be very good with larger offerings, all of which goes to make a more uncertain market for lard than there has been for some time. The lower prices mean a decline of one cent. a pound on the bricks.

LARD—			
Tierces, 360 lbs.	0 28 1/2		
Tubs, 60 lbs.	0 29		
Pails, 20 lbs.	0 29 1/2		
Bricks	0 31		

Haddock and Cod Higher

Montreal.
FRESH FISH.—There is a good supply of fresh haddock and cod offered on the market this week but there is an advance of 1/2 cent per pound in each. There is an increasing demand for smoked fish at this season. The supply of oysters is very good and the demand is equally as good.

FRESH FISH			
Haddock	0 07 1/2		
Steak cod	0 10	0 11	
Market cod		0 07	
Mackerel		0 18	
Flounders		0 10	
Live Lobsters		0 60	

Salmon Cohoes	0 25	0 30
Shad	0 18	0 18
Gaspé salmon	0 40	0 40
Halibut	0 27	0 27
Gaspereaux, each	0 05	0 05
Whitefish	0 21	0 21
Lake Trout	0 21	0 21
Brook trout	0 50	0 50
Pike (dressed)	0 14	0 14
Perch	0 15	0 15
Fresh eels, per lb.	0 15	0 15
Fresh herrings, each	0 07	0 07
Doree	0 20	0 20
Fresh Herrings	0 06	0 06
Steak Pollock, dr. per lb.	0 07	0 07
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	0 15	0 16
Mackerel	0 15	0 16
Pike, headless and dressed	0 06	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	0 28	0 28

Salmon, Cohoes, round	0 23	0 23
Salmon, Qualla, hd. and dd.	0 13	0 13
SALTED FISH		
Codfish, large, bbls., 200 lbs.	16 00	16 00
Sardines, half barrel	5 00	5 00
Salted Trout, half barrel	12 00	12 00
Salted Salmon, barrel	27 50	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box	0 14	0 14
Fillets, 15-lb. box	0 19	0 19
Smoked Herrings	0 24	0 24
Kippers, new, per box	2 15	2 15
Bloaters, new, per box	2 00	2 00
Smoker Salmon	0 35	0 35
BULK OYSTERS		
Standard, No. 1, can	3 00	3 00
Do., No. 3, can	8 75	8 75
Selects, No. 1, can	3 50	3 50
Selects, No. 3, can	11 00	11 00
Jars, 1 doz. box	6 50	6 50
Do., 2 doz. box	12 50	12 50

ONTARIO MARKETS

TORONTO, Nov. 19—Fresh meat cuts are unchanged. Live hog receipts were light during the week with quotations down to the fed and watered basis of \$16.25 per hundred. Packers are offering one dollar less for next week. Mess pork and short cut backs are down one dollar per barrel. Boiled hams are reduced two cents per pound. Other cooked meats are unchanged under a quiet demand. The butter market is fairly steady with prices unchanged. New-laid eggs are very scarce. Storage eggs are being used freely to meet local consumption. Lard prices are down one cent per pound. The market is easy with a tendency for a further reduction. Fresh lake fish are scarce, but ocean caught fish are in good supply. There have been fairly heavy receipts of poultry during the week with prices well maintained.

Hog Market Weak

Toronto.
FRESH MEATS.—There continues to be an unsettled condition in the hog market. Quotations are down to \$16.25 and \$16.50 on the fed and watered basis. Hog receipts were not as heavy during the week but packers are offering one dollar under present prices, for next week. Fresh meat cuts are unchanged.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	24 00	26 00
Live, off cars, per cwt.	16 50	16 75
Live, fed and watered, per cwt.	16 25	16 50
Live, f.o.b., per cwt.	15 25	15 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 38	0 38
Loins of pork, lb.	0 45	0 45
Fresh hams, lb.	0 39	0 39
Tenderloins, lb.	0 65	0 65
Spare ribs, lb.	0 21	0 21
Picnics, lb.	0 27	0 27
New York shoulders, lb.	0 33½	0 33½
Boston butts, lb.	0 38	0 38
Montreal shoulders, lb.	0 32½	0 32½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 13	0 16
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 18	0 23
Cow beef quotations about 2c per pound below quotations.		
Calves, lb.	0 25	0 28
Spring lamb, lb.	0 25	0 27
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Barrel Pork Lower

Toronto.
PROVISIONS.—There is no change in quotations on smoked meats, with the exception of Wiltshire, which has declined one half cent per pound. The tendency is that a shading of prices will be manifest on smoked hams and bacon. Mess pork in barrels has declined one

dollar, bringing the price down to \$38. Short cut backs are also lower, now quoted \$54 and \$55.

Hams—		
Small, 6 to 12 lbs.	0 45½	0 45½
Medium, 12 to 20 lbs.	0 45	0 45
Large, 20 to 35 lbs, each, lb.	0 41½	0 41½
Heavy, 25 to 35 lbs.	0 35½	0 35½
Heavy, 35 lbs. and upwards	0 32½	0 32½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 59	0 63
Rolled, per lb.	0 66	0 69
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 47
Breakfast, fancy, per lb.	0 48	0 56
Breakfast, special trim	0 61	0 61
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 40½	0 40½
Wiltshire, three-quarter cut	0 44½	0 44½
Wiltshire, middle	0 46½	0 46½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 30	0 30
Do., av. 80-90 lbs.	0 28	0 28
Clear bellies, 15-30 lbs.	0 31½	0 31½
Fat backs, 10 to 12 lbs.	0 24	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	38 00	38 00
Short cut backs, 200 lbs.	54 00	55 00
Pickled rolls, bbl. 200 lbs.—		
Lightweight	66 00	66 00
Heavy	60 00	60 00
Above prices subject to daily fluctuations of the market.		

Boiled Hams Down Two Cents

Toronto.
COOKED MEATS.—Cooked meats are holding fairly steady under a quiet demand. Boiled hams are reduced 2 cents per pound, now quoted at 63 to 66 cents.

Boiled hams, lb.	0 63	0 66
Hams, roast, without dressing, lb.	0 63	0 65
Boiled shoulders	0 54	0 54
Head cheese, 6s, lb.	0 17	0 17
Choice jellied ox tongue, lb.	0 66	0 66
Jellied calves tongue	0 52	0 52
Ham bologna, lb.	0 20	0 20
Large bologna, lb.	0 17	0 18
Spice beef, lb.	0 32	0 32

Above prices subject to daily fluctuations of the market.

Butter Market Quiet

Toronto.
BUTTER.—The butter market is quiet with prices steady. A slight shading is noted on some lower grades.

BUTTER—		
Creamery prints	0 54	0 59

Eggs Remain Firm

Toronto.
EGGS.—Many of the shipments that have arrived during the week show signs of having been held and stocks which will grade specials is very scarce, with the consequence that some dealers have advanced prices 2 cents per dozen. The average price, however, is holding at 70 cents for selects and 64 cents for No. 1. Strictly new laids are very scarce and are quoted at 85 cents per dozen packed in cartons.

EGGS—		
Selects	0 70	0 70
No. 1 candled	0 64	0 64
New-laid in cartons	0 85	0 85
Prices shown are subject to daily fluctuations of the market.		

Cheese Market Unchanged

Toronto.
CHEESE.—The cheese market is quiet with quotations holding at 27 cents per pound.

CHEESE—		
Large, per lb.	0 27	0 27
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

Lard Prices Down

Toronto.
LARD.—The lard market continues with an easy tone under a decline of one cent per pound. One pound prints are now quoted at 30 cents and on the tierce basis 27 cents per pound.

LARD—		
1-lb. prints	0 30	0 30
Tierces, 400 lbs.	0 27	0 27
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1-lb. prints, 2c.		

Shortening Rules Easy

Toronto.
SHORTENING.—The shortening market continues with an easy tone. Quotations are unchanged at 25 cents for one pound prints and 20½ cents on the tierce basis.

SHORTENING—		
1-lb. prints	0 25	0 25
Tierces, 400 lbs.	0 20½	0 20½
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¼ cent higher than tierces.		

Margarine Steady

Toronto.
MARGARINE.—There is no change in quotations on margarine. The market is steady under a quiet demand.

MARGARINE—		
1-lb. prints, No. 1	0 36	0 36
Do., No. 2	0 35	0 35
Do., No. 3	0 30	0 30
Nut Margarine, lb.	0 33	0 35

Scarcity in Lake Fish

Toronto.
FISH.—There is a scarcity noted on fresh lake fish. Dealers are recommending B.C. fall salmon, claiming that it is similar in flavor to fresh trout. Fall salmon is selling at 10 and 11 cents per pound. Oysters in the shell are quoted at \$20 per barrel for 600 count and \$18 for 800 count. Smoked fish is moving freely at unchanged quotations.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 09	0 09
Haddock, heads off, lb.	0 10	0 11
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins	4 20	
No. 3 tins	12 30	
No. 5 tins	20 00	
Glass jars, doz.	6 50	
Shell Oysters—		
600 count, per bbl.	20 00	
800 count, per bbl.	18 00	
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	0 08	0 09
Do., headless and dressed	0 09	0 10
Salmon, Cohoe	0 23	0 24
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 18	0 19
Kippers, box	2 25	2 75
Bloaters	3 00	3 00
Boneless Digbys, box	2 00	2 00
Bundles, Digby	1 20	1 20
Ciscoes, lbs.	0 22	0 22
Salmon Snacks, lb.	0 24	0 24

PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	6 50	
Do., bbl., 20 0lbs.	12 00	
Do., pails, 20 lbs.	2 25	
Salt Mackerel, 20-lb. kit.	3 25	
Do., kegs, 100 lbs.	15 00	
Holland Herrings, Milchers	1 35	
Do., mixed	1 25	
DRY SALT FISH		
Quail on Toast, 24 pks. to case, lb.	0 16	
Shredded Cod, per box	2 40	
English Strip Cod, 30-lb. box	6 00	
Imperial Strip Cod, 25-lb. box, lb.	0 15	
Skinless Cod, 100 lbs., lb.	0 15	

Dairy, best table grade	0 50
Margarine	0 37

Shortening Prices Lower
LARD.—The lard market remains firm while a decline of ½ cent per pound is reported on shortening. Crisco also declined 1 cent per pound.

Pure lard, No. 1, quality, per lb.	0 30
(in tierces of 400 pounds.)	
Do., wooden pails, 20-lb. pails	6 50
Shortening, wooden pails, 20-lb. pails, per pail	5 10
Shortening, tierces of 400 lbs., per lb.	0 23

Poultry Prices Maintained
Toronto.
POULTRY.—Receipts of poultry have been fairly heavy during the week. The quality is improving. Prices are unchanged.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Turkeys	-\$0 35	-\$0 43	
Roosters	0 17	0 20	
Fowl, over 5 lbs.	0 28	0 30	
Fowl, 4 to 5 lbs.	0 23	0 27	
Fowl, under 4 lbs.	0 16	0 20	
Ducklings	0 28	0 30	
Guinea hens, pair.	1 25	1 50	
Spring chickens, live.	0 25	0 30	
Prices quoted to retail trade—			
Hens, heavy	0 30	0 32	
Do., light	0 26	0 28	
Chickens, spring	0 30	0 35	
Ducklings	0 30	0 35	

Eggs Are Higher
Winnipeg.
EGGS.—The egg market is very firm and receipts are extremely light. During the week eggs advanced 3 cents per dozen and fresh farm eggs are now quoted at 68 cents per dozen, with fresh candled eggs at 60 cents. Fresh eggs are very scarce and practically the whole of the domestic requirements are being taken from storage stocks.

Cheese Unchanged
Winnipeg.
CHEESE.—There is no change in the cheese situation. Manitoba cheese is practically unprocurable, while Ontario receipts are reported very light.

Ontario, large, per lb.	0 29½
Do., twins, per lb.	0 29¾
Manitoba, large, per lb.	0 30
Do., twins, per lb.	0 31

WINNIPEG MARKETS

WINNIPEG, Nov. 19.—Business is reported good in the produce and provision market. Hogs declined 50 cents per cwt. This decline, however, has not effected any change in quotations on fresh pork cuts. Smoked hams declined 2 cents a pound and best quality is now being offered at 45½ cents a pound. Bacon on the other hand has shown an increase of 2 cents a pound and is being quoted at 66 cents for best back bacon. The butter market has also shown a firm tone and creamery butter is bringing 62 cents a pound. Lard remains steady but shortening has declined. Eggs have shown a decided advance. Cheese remains unchanged while poultry is reported scarce.

Hog Quotations Lower

Winnipeg.
FRESH MEATS.—Hogs have declined 50 cents per cwt., selected hogs are now quoted at \$16 per cwt. The decline in the hog market has not effected any change in price of fresh pork cuts. Fresh beef from steers and heifers remains unchanged.

HOGS—		
Selected, live, cwt.	16 00	
Heavy, cwt.	13 00	
Light, cwt.	14 00	
Sows, cwt.	9 00	
FRESH PORK—		
Legs of pork, up to 20 lbs., lb.	0 26½	0 33½
Spare ribs, lb.	0 23½	0 23½
Loins of pork, lb.	0 43	0 46
Fresh hams, lb.	0 28½	0 35½
Picnics, lb.	0 27	0 27
Shoulders, lb.	0 29	0 33
FRESH BEEF—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 24
Front quarters, lb.	0 10	0 13
Whole carcass, good grade, lb.	0 11	0 18
MUTTON—		
Choice, lb.	0 15	0 15
LAMBS—		
Choice, 30-45 lbs., lb.	0 23	0 23

Roast Ham Declines

Winnipeg.
COOKED MEATS.—Roast ham declined 2 cents per pound and is now quoted at 65½ cents. There has been no other changes and business is reported fair.

Hams, best quality, skinned, lb.	0 65½
Do., roast, lb.	0 65½
Boiled shoulders	0 49
Head Cheese, in 1-lb. tins	0 22
Jellied Beef, Tongue, lb.	0 68
Jellied Pork Tongue, lb.	0 61½
Baked Luncheon Loaf, lb.	0 28

Smoked Hams Are Lower

Winnipeg.
PROVISIONS.—Smoked hams declined about 1 cent per pound during the week, while bacon is reported very scarce and advanced 2 cents per pound. The best quality of back bacon is now quoted at 66 cents per pound.

8 to 16 lbs., per lb.	0 45½
16 to 20 lbs., per lb.	0 42½
Boneless, 8 to 15 lbs., per lb.	0 50½
Skinned, 14 to 18 lbs., per lb.	0 46
Do., 18 to 22 lbs., per lb.	0 44
BACON—	
Backs, 5 to 12 lbs., smoked	0 66
Do., 12 to 16 lbs., smoked	0 64
Do., 10 to 14 lbs., skinned and peamealed	0 63½
Do., 4 to 10 lbs., sliced	0 66
Cottage rolls, boneless	0 41½

Butter Advanced

Winnipeg.
BUTTER.—Butter has advanced 2 cents per pound. Creamery butter is now offered at 62 cents per pound. There is no change in the dairy butter situation.

Butter—	
Creamery, best table grade	0 62

Poultry Scarce

Winnipeg.
POULTRY.—Very little poultry is at present arriving. Dressed poultry continues to be in good demand. Ducks are now quoted at 42 cents a pound, with turkeys at 55 cents a pound.

Roosters, dressed, lb.	0 28
Chicken, dressed, lb.	0 38
Chicken, milk fed, lb.	0 44
Fowl, dressed, lb.	0 34
Ducks, lb.	0 42
Turkeys, lb.	0 55

Fish Remains Unchanged

Winnipeg.
FISH.—There is practically no change in the prices of fish.

FRESH FROZEN FISH		
Black Cod, lb.	0 14	
Brills, lb.	0 09½	
Herring, Lake Superior, 100-lb. sacks, new stock		
Halibut, chicken, cases 300 lbs.	0 17	
Do., broken cases	0 18	
Jackfish, dressed	0 10	
Pickarel, case lots	0 13	
Salmon—		
Cohoe, in full boxes, 300 lbs.	0 21	
Do., in broken cases	0 22	
Red Spring, in full boxes	0 25½	
Do., broken cases	0 26½	
Soles	0 09½	
Baby Whites or Tulibeas	0 09½	
Whitefish, dressed, case lots	0 17	
Do., broken cases	0 18	

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

SALT FISH		
Steak Cod, 2s, Seely's, lb.		
Acadia Strip Cod, 30-lb. boxes, lb.		
Acadia Cod, 12-2s, wood boxes, lb.		
Do., 20-ls, tablets, lb.		
Holland Herring, Milkers, 9-lb. pails, per pail	1 40	
Do., mixed, 9-lb. pails, per pail	1 30	
Labrador herrings, 100-lb. bbls., per bbl.		

Mince Meat!

With the approach of the
Christmas Season

You Should Feature Prominently

DAVIES' Mince Meat

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

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

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

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

THE **DAVIES** COMPANY
WILLIAM LIMITED

Toronto

MONTREAL

HAMILTON

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
 Montreal and
 Province of Quebec

BUYING A PIG IN A POKE

The buying of advertising space used to be buying “a pig in a poke.” The quantity and quality of circulation was shrouded in mystery and often the bag was tied against investigation.

That day has passed. The advertiser no longer depends upon “mere claims.” The Audit Bureau of Circulations has untied the strings to the sack and the circulation of the better class of publications is thrown open for the most searching scrutiny.

In buying advertising space in Canadian Grocer you are not buying “a pig in a poke.” Our A.B.C. statements will stand the analysis of the most exacting investigator.

CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

VANCOUVER

BRUNSWICK BRAND

Sea Foods

A Profitable and Fast Moving Line



When your customers call or 'phone for an order of seasonable fish, suggest Brunswick Brand. The present time is very appropriate for selling this line, as they make delicious sandwiches or other table courses, suitable for Fall and Winter socials.

Thousands of Canadian grocers have found these *canned sea foods* readily saleable and profitable. They possess a wholesome flavor that always satisfies. Ready to serve on opening the tin.



Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

H.P. SAUCE

Sells by merit

Our world-wide advertising helps the sales—every advertisement brings customers for the first time—but it's the merits of H.P. Sauce which make the sales progressive.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
 R. B. Seaton & Co., Halifax, N.S.
 The Midland Vinegar Co., Ltd., Birmingham, Eng.



The World's Finest Vinegar Product

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

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar—the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
 WALKERVILLE, ONT.

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

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.



**SMITH
 AND
 PROCTOR**

SOLE PACKERS

Halifax - N.S.



Encourage Your Customers to Choose "Schneider's"

Every customer of yours likes clean, wholesome meat. Therefore encourage their buying of Schneider's Pure Meat Sausage—delightful in flavor. The satisfaction it gives to the purchaser will help your sales.

Schneider's Guaranteed Bacon

During this season of the year there is nothing more tempting and delicious for breakfast than a dish of Schneider's Guaranteed Bacon, served probably with poached or fried eggs. You can safely recommend this bacon to be properly cured—and your sales will be large and profitable.

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

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



'O.K.' SAUCE

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:
Vancouver **Winnipeg** **St. John's, Nfld.** **Halifax N.S.**
 David Brown F. Manley Bowring Bros. J.W. Gorham
 167 Cordova St. W. 147 Bannatyne Ave. & Co. & Co.

"MARSH'S" Good Fall and Winter Lines

In every household of good taste Marsh's Unfermented Port, Black Cherry Wine, Raspberry Vinegar or Grape Juice should be used. The hostess knows when serving any one at the social functions that it will be an appreciated climax to any enjoyable gathering. Especially good when served with fruit, cake or tea biscuits.

Replenish your stock to-day with these delicious beverages — made from luscious fruits.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren Imperial Cheese Company, Limited
 Toronto and Montreal





Think About Your Oil Room

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

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

A
BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

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

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-67 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres Representatives Everywhere

CELLAR OIL STORAGE



Fall—the Season For Colds Is the Time to Feature

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

This highly efficient and nationally known MATHIEU COUGH REMEDY is not only a cough cure of the highest order but it also possesses tonic properties that build up the system while curing the cold.

Its curative properties will win the confidence of your customers and on every sale there is a real worth-while profit.

J. L. MATHIEU CO., Proprietors
SHERBROOKE, QUEBEC

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST.

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MONTREAL, P.Q.

Why You Should Feature

KING GEORGE'S NAVY

—the best liked "chew" in Canada

When you find veteran tobacco chewers asking for "KING GEORGE'S NAVY," it is sure evidence of its customer-pleasing quality.

There are many chewers in your community who would appreciate KING GEORGE'S NAVY.

And the profits are real good.



Rock City Tobacco Co., Ltd.

Quebec
and
Winnipeg.

Furnivall's

FINE FRUIT
PURE JAM

Value for your Money

— is what you receive after stocking Furnivall's Jam. Constant repeat sales are reported being made daily by our satisfied merchants, as its reputation as a delicious fruit jam is increasing.

In addition, your own customers will receive due reciprocation, in that they shall find it economical, saving butter, when serving the youngsters with a bread luncheon.

A display of FURNIVALL'S Fine Fruit Pure Jam will bring you good results.



FURNIVALL-NEW

Limited

HAMILTON - CANADA

AGENTS—The City of Ottawa, Quebec and the Lower Provinces with the exception of Cape Breton: Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Toronto: C. H. Grainger & Co., 406 Parliament St. Manitoba: Norman & Sreaton, Scott Block, Winnipeg, Man. Northern Ontario: E. A. Cuff, North Bay. Hamilton: J. T. Price & Co., 35 Mary St., Hamilton, Ont. Cape Breton Island, N.S.: O. N. Mann, Sydney, N.S. Saskatoon: Gilbert Stroyan, Saskatoon, Sask. Newfoundland: E. J. Godden, St. John's, Newfoundland.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

CONDENSED MILK
Terms—Net 30 days.
Eagle Brand, each 48 cans. \$12 50
Reindeer Brand, each 48 cans 12 00
Silver Cow, each 48 cans... 11 50
Gold Seal, Purity, ea. 48 cans 11 35
Mayflower Brand, each 48 cans 11 85
Challenge Clover Brand, each 48 cans 10 60

EVAPORATED MILK
St. Charles Brand, Hotel, each 24 cans \$7 90
Jersey Brand, Hotel, each 48 cans 7 00
St. Charles Brand, tall, each 48 cans 8 00
Jersey Brand, tall, each 48 cans 8 00
Peerless Brand, tall, each 48 cans 8 00
St. Charles Brand, Family, 48 cans 7 00
Jersey Brand, Family, each 48 cans 7 00
Peerless Brand, Family, each 48 cans 7 00
St. Charles Brand, small, each 48 cans 3 70
Jersey Brand, small, each 48 cans 3 70
Peerless Brand, small, each 48 cans 3 70

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

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

HARRY HORNE & CO.
Toronto, Ont.
Per case
Cooker Brand Peas (3 doz. in case) 4 20
Cooker Brand Popping Corn (3 doz. in case) 4 20
THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches Laundry Starches

Boxes—
40-lb. Canada Laundry.....\$0 09 3/4
100-lb. kegs, No. 1 white.. 0 10 1/4
200-lb. bbls., No. 1 white.. 0 10 1/4
40-lb. Edwardsburg Silver Gloss 1-lb. chromo pkgs. 0 11 3/4
40-lb. Benson's Enamel (cold water), per case 4 10
Celluloid, 45 cartons, case... 4 70
Culinary Starch
4 lbs. W. T. Benson & Co.'s Challenge Corn 0 10
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. 0 13
(20-lb. boxes 1/4c higher, except potato flour.)
CULINARY STARCHES
40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb. 0 11 1/2
40 lbs. Canada Corn Starch, 1 lb. packages, per lb. ... 0 10
40 lbs. Challenge Corn Starch, 1 lb. packages,

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

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

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

GELATIN
Cox's Instant Powdered Gelatine (2-qt. size), per doz... \$1 80
MAGOR, SON & CO., LTD.

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

CANADIAN MILK PRODUCTS, LIMITED
Toronto and Montreal
KLIM
8 oz. tins, 4 dozen per case. \$12.50
16 oz. tins, 2 doz. per case... 11.50
10 lb. tins, 6 tins per case .. 25.00
COLMAN'S OR KEEN'S

MUSTARD
Per doz. tins
D.S.K., 1/4-lb.
D.S.F., 1/2-lb.
D.C.F., 1-lb.
F.D., 1/4-lb.
Durham, 1-lb. jar, each .. Per jar
Durham, 4-lb. jar, each.

BLUE
Borden's Oxford, per lb. 0 27
In cases, 12 12-lb. bxs. to case 0 27
NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each\$1 25

White Cleaner (liquid)\$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown .. 4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown... 5 60
IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb..... \$1 24
Bobs, 12s 1 13
Currency, 12s 1 13
Stag Bar, 9s, boxes, 6 lb.... 1 02
Pay Roll, thick bars 1 36
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies 1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs..... 1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes 1 34
Forest and Stream, tins, 9s, 2-lb. cartons 1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins 1 50
Master Workman, 2 lbs. 1 25
Master Workman, 4 lbs. 1 25
Derby, 9s, 4-lb. boxes 1 30
Old Virginia, 12s 1 70
Old Kentucky (bars), 8s, boxes, 5 lbs. 1 36

Please be patient with us

for a few days if you haven't received your order of new-priced BROWN LABEL "SALADA."

We have thousands of orders to deal with and are shipping all in rotation.

We ask you, please

DO NOT SEND BACK THE 70 CENT PACKETS UNTIL YOU ACTUALLY RECEIVE YOUR SHIPMENT OF 55 CENT TEA, OTHERWISE YOUR CUSTOMERS MUST BE INCONVENIENCED BY HAVING TO GO WITHOUT "SALADA"

The public response to this striking reduction in the price of such a staple article as "SALADA" will surely mean a great strengthening in the volume of "SALADA" sales, which are already larger than those of any other Tea.

BROWN LABEL	
POUNDS	HALVES
45c	46c
RETAILS FOR	
55c	56c



Seasonable Arrivals

Extra Fancy
Florida Oranges and Grapefruit

Extra Fancy
California Oranges and Lemons

New Hallowee Dates

New Crop Nuts

LET US HAVE YOUR ORDERS

The House of Quality

Hugh Walker and Son Limited

Established 1861

GUELPH, ONTARIO

New Table Raisins
New Shelled Almonds
Florida Oranges
New Lemons

BOXES APPLES IN GREAT VARIETY

Jonathans McIntosh
Rome Beauties
Delicious Winesaps and Snows

The best of everything in the line.
Place your orders for Xmas with us and ensure satisfaction and early delivery.

WHITE & CO., LTD.

TORONTO

Importers of High Class Fruits

UPTON'S Pure MARMALADES and JAMS

Have you tried
our
1920 pack?



The present trend of prices
is down.

We are quite aware of this
condition and are making
necessary price adjustments.

*Write for our revised
price list.*

THE T. UPTON CO., LTD.
HAMILTON, CANADA

Selling Agents:

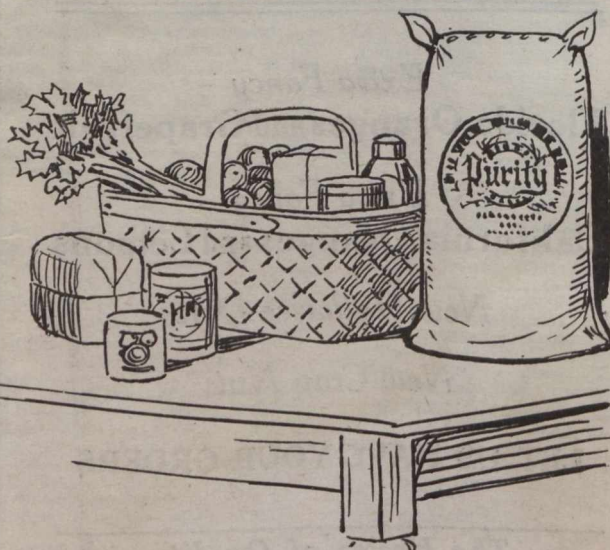
S. H. Moore & Company, Toronto, Ont.
Rose and Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co., Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

Flour Gets the Whole Order for Baking Day

More women would do more home baking if more grocers realized that a satisfactory flour makes more business for them. See all the groceries a woman gets out for baking day—goods you supply. Push the sale of flour.

PURITY FLOUR

once introduced becomes a permanent visitor on Baking Days. Purity Flour will get you a big order of baking day needs every week.



Western Canada Flour Mills Co., Limited
HEAD OFFICE: TORONTO

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

Shirriff's

TRUE VANILLA

Shirriff's Extracts can be obtained in all popular flavors. Try them in your favorite recipes.



Made by the Largest Makers of Extracts in Canada.

Shirriff's do a bigger business in flavoring extracts than any other firm in Canada. Their success has been well earned—the result of superior quality maintained for over forty years.

Shirriff's True Vanilla is not a substitute or "near-vanilla"—but genuine vanilla bean extract. It is fully fifty per cent. higher in flavoring properties than the Government standard calls for.

Your customers deserve the best. When they ask for vanilla see that they get true vanilla—and that means Shirriff's.

Imperial Extract Company - Toronto, Ont.
Selling Agents for Canada: **Harold F. Ritchie & Co., Toronto and Montreal**

Three popular brands of



Malcolm's Made-in-Canada Milk Products

In spite of keen competition **Malcolm Milk** sales are increasing tremendously each week—a vivid proof that Canadian women are quick to appreciate the superior excellence of these "all-Canadian" Milk Products. Get behind these three big sellers and keep them well displayed. The results will handsomely reward your efforts.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO



A Good Salesman—Free

Add a supply of Mapleine recipe booklets to your sales force—you will find them good salesmen for

Mapleine

"The Golden Flavor"

The booklet introduces Mapleine to customers in an irresistible way. To glance over the recipes is to want to taste the good things they make. And this moves Mapleine from your shelves.

Your name on the front covers is an ad. for your store. We will print it there.

How many shall we send you?

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



Oakey's

"WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

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

LEMON BROS.

OWEN SOUND - - - ONTARIO

We now Book orders for Xmas Clear Toys. Packed in wooden boxes 10 lbs. each.

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd.
Halifax, N.S.

Chadwick & Co.
Toronto, Ont.

L. Edward Whittaker
St. John, N.B.

H. H. Beer
Summerside, P.E.I.

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

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

UNSWEETENED CHOCOLATE

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

SWEET CHOCOLATE

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

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 46
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 85
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with	

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

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.	6 25
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 60 boxes in case	0 80

6c LINES

Filbert Nut Bars, 24 in box, 60 boxes in case, per box..	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case, per box..	0 95
Ginger Bars, 24 in box, 60 boxes in case, per box....	0 95
Fruit Bars, 24 in box, 60 boxes in case, per box....	0 95
Active Service Bars, 24 in box, 60 boxes in case, per box..	0 95
Victory Bars, 24 in box, 60 boxes in case, per box....	0 95
Queen's Dessert Bars, 24 in box, 60 boxes in case, box.	0 95
Regal Milk Chocolate Bars, 24 in box, 60 boxes in case, per box	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case, per box..	1 00
Cream Bars, 24 in box, 50 boxes in case, per box....	0 95
We pack an assorted case of 60 boxes of bars.	
Maple Buds—	
6c display boxes	.....
6c pyramid packages, 4 doz. in box	.....
6c glassine envelopes, per box	1 90
Queen's Dessert, 10c cakes, 24 cakes in box, per box	2 00

W. K. KELLOGG CEREAL CO.

Battle Creek, Mich.
Toronto, Canada.

The Waxtite Line

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

BRODIE & HARVIES, Ltd.

14 Bleury St., Montreal.	
XXX Self-Rising Flour, 6 lbs. packages, doz.	\$6 10
Do., 3 lbs.	3 10
Superb Self-Rising Flour, 6 lbs.	5 90
Do., 3 lbs.	3 00
Crescent Self-Rising Flour, 6 lbs.	6 00
Do., 3 lbs.	3 05
Brodie's Self-Rising Parcake Flour, 1 1/2 lb. pkgs., doz.	1 60

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

Canned Fruits

We have a little Special to offer you in Canned Fruits.

They are 1919 pack and at the figures we quote they should appeal to dealers who want something to run out at cut prices.

Joan of Arc Lombard Plums, Light Syrup, 2s	1.75
Joan of Arc Egg Plums, Heavy Syrup, 2s	1.75
Peerless Damson Plums, Heavy Syrup, 2s	1.75
York Strawberries, 2s, Heavy Syrup	2.25
Ben Hur Red Raspberries, 2s, Heavy Syrup	3.65

If you think you can handle any of these lines we shall be glad to hear from you. Of course our offer is subject goods being unsold on receipt of orders.

H. P. ECKARDT & CO
WHOLESALE GROCERS

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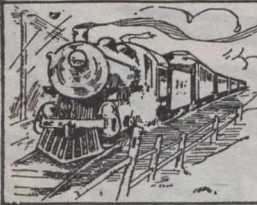
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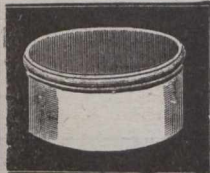
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The Dealer was Asked

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