

**PAGES
MISSING**

FEATURING—MAJORITY FAVOR 15c. LINE COSTING \$1.35

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

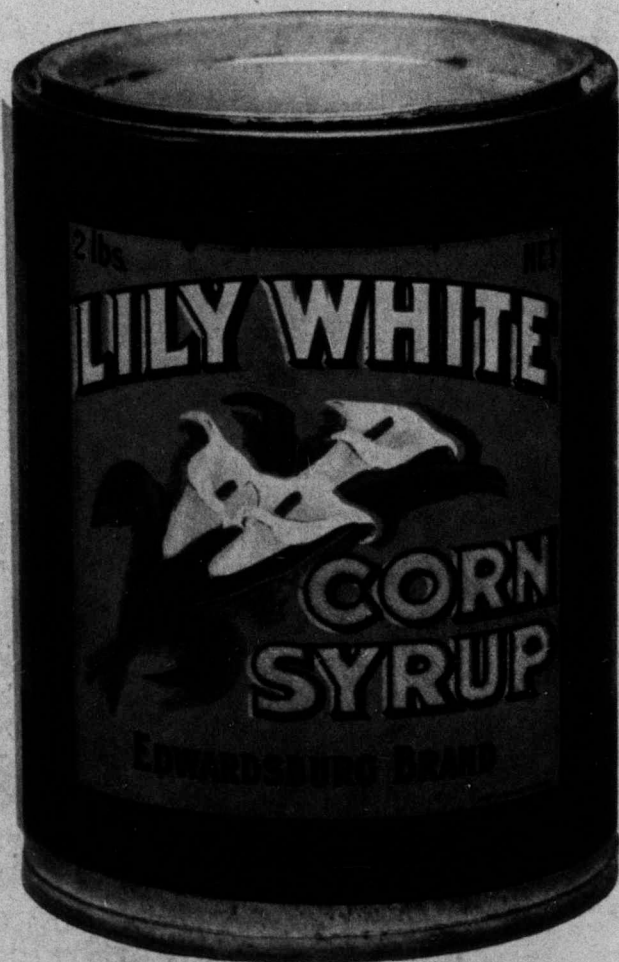
Vol. XXIX

PUBLICATION OFFICE : TORONTO, DECEMBER 10, 1915

No. 50

The Clear White Syrup with the Delicate Flavor

"Just what I have always wanted," says the Grocer, recalling several customers who do not buy any syrup. He sees the possibility of building up a good syrup trade with "LILY WHITE," among those customers who perhaps find the flavor of "Crown Brand" too pronounced.



"LILY WHITE" is a clear, white syrup—most inviting in appearance—and more delicate in flavor than our famous

"CROWN BRAND"

Corn Syrup. It is particularly suited for the table, because of its exquisite flavor and crystal clearness. Suggest it for making the Christmas candies.

When ordering "CROWN BRAND," include a case of "LILY WHITE," in 2, 5, 10 and 20 pound tins. Your Jobber will give you prices.

The Canada Starch Co., Limited
MONTREAL

2.000.000 pounds of E.D.S Jam to Tommy

and this is how he likes it

To E. D. Smith & Son, Limited,
Winona, Ont.

Dear Sirs,—

May I say just a few words as regards the quality of your "Stoneless Plum Jam" on behalf of my comrades and myself, as I beg to state that Tommy Atkins can speak with authority on that matter, as we have been here on the average of one year and we have never tasted better Plum Jam than yours, and we always look out for your label on the tins. We are sure that it is all *Real Plum*.

Yours sincerely,
(10861) PTE. C. POWELL,
Grenadier Guards,
33 Linehouses, Nr. Goldenhill,
Stoke-on-Trent, England.



Ad Service Dept. Canadian Grocer

FOLLOWING in the wake of the tremendous shipments of E.D.S. jam to the Army and Navy of the Dominion and Great Britain come many letters complimenting us on the Superior Quality of our products.

The one here shown is from an absolute stranger who, on behalf of himself and his comrades, voices their approval of the choice of the Purchasing Department of the War Office. E.D.S. Jam on examination at the War Office in London, England, was pronounced amongst the very best of the products of forty different factories.

And, besides this, we have secured the contract to supply the winter camps of the Canadian troops all over the Dominion.

Quality and purity is the hinge on which E.D.S. Sales turn.

Swing the local jam business your way this winter by featuring E.D.S. products.

Order your supply to-day.

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

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal;
MASON & HICKEY, Winnipeg; G. H. LAIDLAW,
Halifax, N.S.

Follow the line of least resistance

Sell



The largest selling package sugar in Canada.

It took a great deal of money to tell the housewives in Canada about Lantic Sugar.

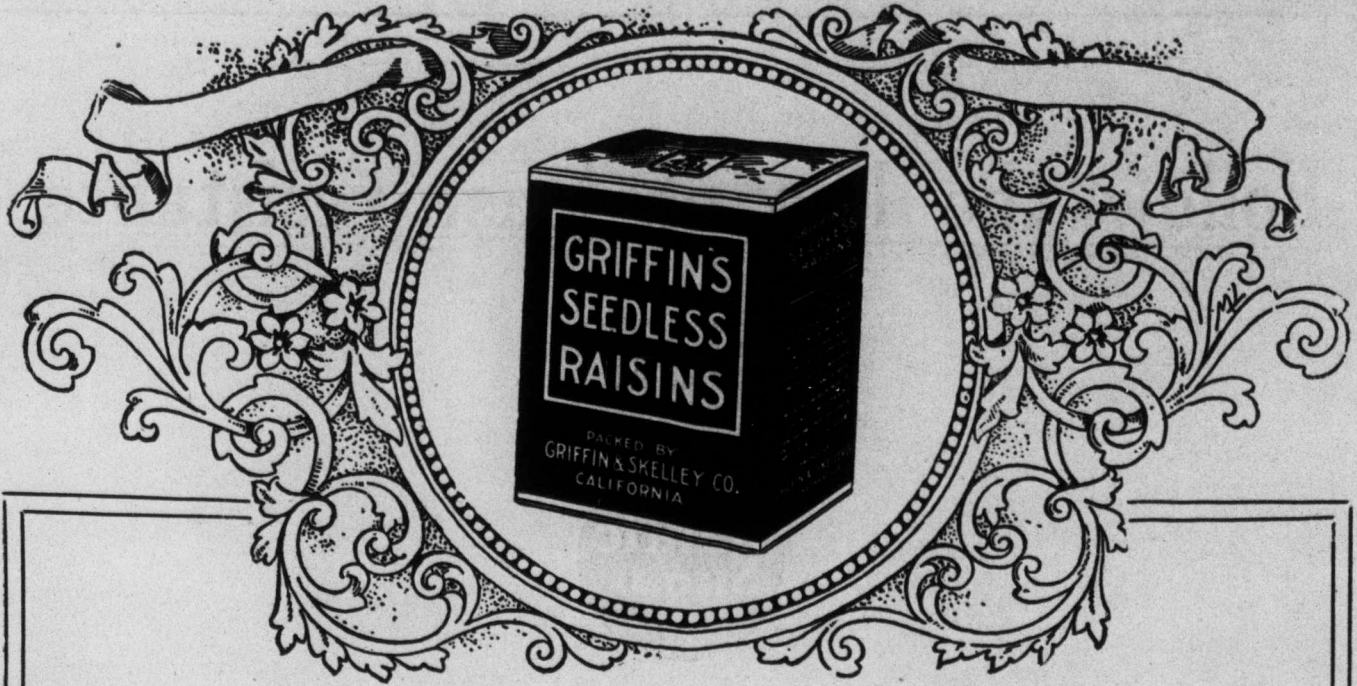
It took infinitely more time and perseverance to convince them of the quality of Lantic Sugar.

It has been, however, worth all the money, the time, and the energy spent in accomplishing our object, for to-day Lantic Sugar is not an uncertainty, but a great, big, real, live factor in your business.

Give the selling of package sugar a little thought. Figure up for your own information, its possibilities, taking into consideration all the elements that enter into the putting up of a barrel of sugar yourself.

The best proof is to order a case or gunnie of Lantic Sugar through your wholesaler, put up in 2 and 5-lb. cartons, 10 and 20-lb. bags.

ATLANTIC SUGAR REFINERIES, LIMITED
MONTREAL



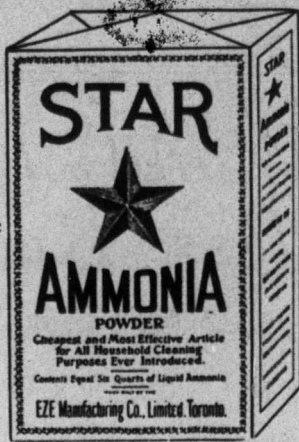
*Clean—
absolutely so,*

that's the reason why it pays your customers to buy and you to sell *Griffin's Dried and Canned Fruits* of all kinds.

The care exercised in selecting, inspecting, processing and packing Griffin & Skelley products is reflected in their fine quality, and is the real foundation for their daily increasing sales.

Griffin & Skelley's fruits come from California's finest vineyards and orchards. Their standard sets the lead for all America.

Best wholesalers handle them.



NOTICE OF REMOVAL

We beg to announce our removal to 182 Adelaide Street West, on December 1st, 1915.

Eze Manufacturing Co., Limited
 Phone Adelaide 3899 **TORONTO**

BESIEGED!!

WITH ORDERS

OUR LINE HAS INTERESTED
 MERCHANTS!! MANUFACTURERS' AGENTS!! AND
 JOBBERS!!
 THROUGHOUT THE DOMINION.

Increased business has forced us into larger factory, equipped with modern machinery and facilities to supply the demand.

"CANADA SOUPS"

are made in 16 varieties—put up in dressy packages, and retails at 5c. Absolutely distinct in flavors, containing required food values.



Canada Foods, Limited, Toronto



Grand Prize

(HIGHEST AWARD)

Awarded at Panama-Pacific International Exposition at San Francisco.

Gail Borden EAGLE BRAND Condensed Milk

THE ORIGINAL

and leading brand since 1857.

Also GRAND PRIZE for Borden's Evaporated Milk and Borden's Malted Milk. The Borden Quality and Purity has won again.



11 x 22 six-color display card
mailed on application.

The World's Finest Seedless Raisins "IDEAL"—"NOT-A-SEED"

Grown and Packed in California

They're ready for your finest
Christmas trade with their sun-

cured wholesomeness, their fine quality—clean and dry (not
processed).

These raisins are used in millions of homes and have given
absolute satisfaction for over twenty years.

YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM.

Put up only in this Package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CANADIAN AGENTS:

Eugene Moore, Toronto, Canada.
Kelly-Douglas Co., Vancouver, B.C.

Nicholson & Bain, Winnipeg, Canada
Universal Importing Co., Montreal, Que.

Shirriff's True Vanilla Dominates The Field



It gained this position by sheer merit. It had THE QUALITY that com-
manded success. Women found that it had a better flavor and bouquet, and gave
them better satisfaction than any other vanilla flavoring. As a result, Shirriff's
True Vanilla soon marched to the front rank and attained the leadership in
sales. To-day, it is practically in a class by itself so far as a national demand is
concerned. From the Atlantic to the Pacific the women of Canada recognize it
to be the highest quality vanilla extract procurable in this country.

If you are not handling Shirriff's True Vanilla it is reasonably certain that
you are losing some vanilla extract sales to your competitor who does.

Imperial Extract Co., Toronto

This name on the case
is your safeguard

MACRIS CURRANTS

Packed by
Galanopulos & Macris
Patras, Greece

JAPANS—"THISTLE" BRAND

the new season's stock is ready

By handling this well-known brand—23 years on the market—you get the advantage of better profits and build a tea name for yourself.

With our fine stock we can suit your trade and help you to a better tea business.

From 21c to 60c per lb.

Prompt and careful attention given to all mail inquiries for samples and prices.

Kearney Bros., Limited

33 ST. PETER STREET

MONTREAL

"SPECIALS"

Finest Ref. Beans, 2s (c/s 24)	Doz.	0.85
Cherry Grove Molasses—2-lb. Tins (c/s 36) ..		0.95

(Freight Paid in 5 c/s Lots)

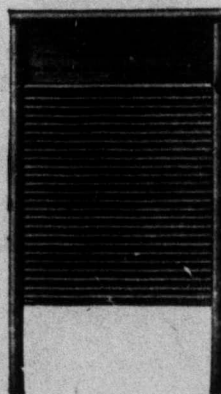
Finest French Packed Olive Oil—Ex Virgen,	Tin.	
1/2-Gal. Tins (20 to case)		\$1.10
Finest French Packed Olive Oil—Ex Virgen,		
1-Gal. Tins (10 to case)		2.15

ROWAT'S OLIVES—	Doz.	
D.W.C. Peacock, 12 Oval (Manz)		\$1.50
16-oz., Oval Superior Queen		2.25

ROWAT'S PICKLES—A few casks 20-oz. Lever	Doz.	
Tops.		\$2.00

Warren Bros. & Co.
 LIMITED
 Queen and Portland Streets
 TORONTO, ONT.

The New All-Canadian, All-Wooden Washboard—A serviceable, long-wearing washboard retailing at 20c.



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

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

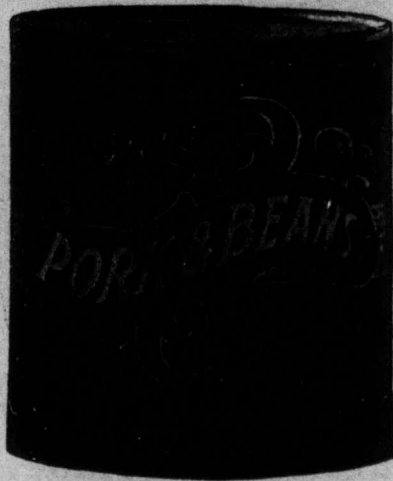
The New All-Canadian board is built for long wear—the rubbing surface being

made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

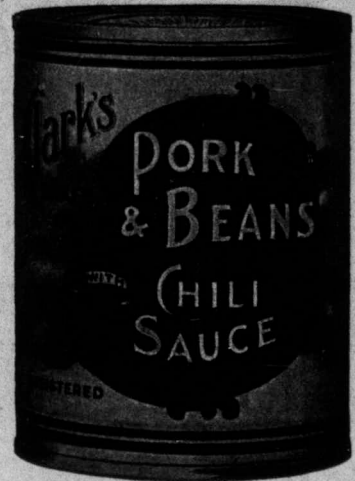
The Wm. Cane & Sons Company
 Limited
 Newmarket, Ont.

CANADIAN GROCER

CLARK'S



MADE
IN
CANADA



PORK AND BEANS

PLAIN

CHILI

TOMATO SAUCE

THE BEST IN QUALITY

THE HIGHEST IN REPUTATION

THE LEADERS IN SALES

STOCK CLARK'S and turn your money over
PROFITABLY AND QUICKLY.

W. CLARK, Limited, Montreal

The logo for Clark's, featuring the word "Clark's" in a stylized, cursive script font. The letter "C" is large and loops around the start of the word.





**A LIGHT BROOM
THAT'S GOOD**

You know that you had been apt to look upon a light broom as a cheap, un-serviceable broom. Your customers preferred the light brooms, because they are easier to work with—then they came back and kicked at the quality.

Then came the

**“NUGGET”
Brooms**

as light as the lightest, and as good and strong as any on the market—corn won't fall out, or turn up at the tip. Fine, smooth handle; stitched with four rows of yellow twine—a good, light broom that sells quickly and brings repeat demand.

Write for figures, etc.

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

This is only one of the winners in the line of Keystone Brand Brooms and Brushes.

Y & S STICK LICORICE
48 5c. Packages to Box



**The old-fashioned remedy
for Coughs and Colds**

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

NATIONAL LICORICE COMPANY
MONTREAL



I SAY!

**The Same
Terms for
All Retailers**

There are no "cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE Salts. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable, one-price brands like

“WINDSOR” AND “REGAL” SALT

The Canadian Salt Co., Limited, Windsor, Ont.

Your Customers Need

Sani-Flush

Cleans Water-Closet Bowls

The reason is simple—it provides the only quick, easy and sure way to clean toilet bowls. This work must be done properly or the bowl becomes offensive and unsanitary. The least expensive and the easiest way to do it is with Sani-Flush.



Find out for yourself by giving it a trial in your home or store. Then see how it appeals to economical housewives by making a display. Write us for assistance in selling Sani-Flush.

The Hygienic Products Co.
Canton, Ohio, U.S.A.

Grocery Jobbers who sell Sani-Flush:

ONTARIO John Sloan & Co., Berlin. Geo. Watt & Son, Ltd., Brantford. Gilmour & Co., Brockville. Macpherson, Glasco & Co., Hamilton. Edward Adams & Co., Ltd., London. The F. J. Castle Co., Ltd., Ottawa. Perkins, Ince & Co., Peterboro. T. Kenny & Co., Ltd., Sarnia. W. H. Gillard & Co., Sault Ste. Marie.	MANITOBA The Codville Co., Ltd., Brandon. The Codville Co., Ltd., Winnipeg. The G. McLean Co., Winnipeg. Campbell Bros. & Wilson, Winnipeg. Walter Woods Co., Winnipeg.
SASKATCHEWAN A. Macdonald Co., Saskatoon.	ALBERTA Revillon Wholesale, Ltd., Edmonton.
BRITISH COLUMBIA The Hudson's Bay Co., Vancouver.	

GIPSY

Stove Gloss

Every sale means a sale of satisfaction, a transaction that benefits buyer and seller alike.

You can sell GIPSY to every customer, but you cannot lose any customer in doing so.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta:
Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary
and Edmonton. For British Columbia & Yukon: Creeden
& Avery, 117, Arcade Buildings, Vancouver, B.C.



Golden Wax Beans

Do you know that the "Thames Canning Factory," "independent," make a specialty of canning and obtain a superior quality of Golden Wax Beans?

They are also packers of the now famous "Thames Brand Sugar Corn," 3-lb. Tomatoes, 3-lb. Pumpkin, gallon and 3-lb. Apples.

Write for particulars.

Thames Canning Factory
Thamesville, Ont., Canada

They All Know King Oscar Brand

The public's attention has been repeatedly drawn to the many excellent points of this palatable sea food.



Every housewife in your community has heard of King Oscar Sardines. A little display in your store would put dollars of profit in your cash drawer, because King Oscar quality always creates repeat business. Why not cash in on this during the winter months?

A stock displayed on your counter or placed prominently on your shelves will be the prelude to a bigger and more profitable fish business.

J. W. Bickle & Greenin
J. A. HENDERSON
HAMILTON ONTARIO

TEA

Ceylons, Indians, Japans, Chinas, Formosas

At first hand costs.

Specially selected for the Canadian Trade. Large selection from Stock or Afloat Teas.

Import Orders a Specialty

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co.

Established 1866

MONTREAL

HELP YOURSELF TO A REPUTATION

by buying a copy of

THE GROCER'S ENCYCLOPEDIA

BY ARTEMAS WARD

YOU will enjoy reading it, because you will find it the most interesting and entertaining book you ever saw—and the *result* will be that:

YOUR BANK ACCOUNT will profit, for the information acquired will save you money—and *YOUR REPUTATION* will be strengthened, because you will know so much more about foods, etc., than any of your competitors who do not possess the book. Your customers will be quick to notice the difference and will look up to you as an authority. *Such a reputation is very valuable and brings business.*

SOME PRESS COMMENTS

THE GROCER'S ENCYCLOPEDIA is the most magnificent work of the kind ever published. Complete, authoritative and up-to-date information on every article handled by the grocery trade. Hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

MAKE YOURSELF A CHRISTMAS PRESENT OF A COPY.

1,200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size, printed on heavy calendered paper and strongly bound in heavy buckram. *It cost more than \$50,000 to produce, but it sells for*

ONLY \$10.50, DELIVERY PREPAID.

Send your order to Book Department

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

CANADIAN GROCER

St. Lawrence
Granulated

100% Pure Cane.

Prompt Delivery in all Grades.



Furnivall's Fine Fruit Pure Jam
is second to none.

Its pure, delicious wholesomeness
makes new friends everywhere.

FURNIVALL-NEW, Limited, HAMILTON, ONT.

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
13595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

They like to come for Symingtons



the Coffee Essence that makes such delicious coffee without trouble, waste or delay; only boiling water need be added, and it's ready. Economical, too—40 cups of perfect coffee from one bottle.

SYMINGTON'S

Reg'd. Trade Mark

COFFEE ESSENCE

is a proven seller everywhere. The liberal profit makes pushing it worth while. Order from your wholesaler to-day.

THOS. SYMINGTON & CO., Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



The Anchor Cap Makes All the Difference



between ready-selling, bottled goods to confident customers, and profitless, slow-moving goods of doubtful sealing.

The public are becoming more and more alive to the importance of having bottled goods properly and securely sealed, thus absolutely avoiding any risk of contamination.

You cannot give your customers a better guarantee of freshness in bottled goods than the Anchor Cap seal.

It stands for that absolute security which will materially increase the selling value of your bottled goods.

If you have not yet tried out Anchor Cap seals, ask your wholesaler to supply them on your next order. He can furnish them on any line whatever. *Write him to-day.*

**Anchor Cap & Closure Corporation
of Canada, Limited**

Sudbury St. W., Foot of Dovercourt Road, TORONTO, CANADA





First and foremost with the tea drinking public of Canada is the position that

JAPAN TEA

is reaching through its unparalleled combination of purity, delicacy, cleanliness, characteristic aroma and right prices.

Japan Tea comes in natural green leaf only. Your wholesaler can replenish your supply.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS

Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

HEADQUARTERS FOR

White Beans
and
Evaporated
Apples

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO ONTARIO

If you want the market on
NEW BRUNSWICK POTATOES

Wire or phone

HARRY WEBB, TORONTO

We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C., 5th edition and private.

QUEBEC.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in food-stuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - - Alberta

H. P. PENNOCK & CO.,
Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

WINNIPEG REGINA

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

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents

120 Lombard Street

WINNIPEG - - - - - MAN.

Domestic and Foreign Agencies
Solicited.

W. H. Escott Co.,
LIMITED

Wholesale

Grocery Brokers and
Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

A want ad. in this paper will
bring replies from all
parts of Canada.

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

An EASY Tea

YOU will admit that it is easier to sell a line of trade-marked merchandise that is well and favorably known than it is to sell a nameless or little known line.

Red Rose Tea is one of the best known of trade-marked lines for sale in Canada. It is a great favorite. Its distinctive flavor, its splendid richness and its vigorous strength completely satisfy those who are particular about the tea they drink.

Red Rose Tea is practically a self-seller. It is an EASY tea to sell. It makes money for the grocer with little effort on his part.

Quick sales. Quick turnovers. Certain profits. Verily

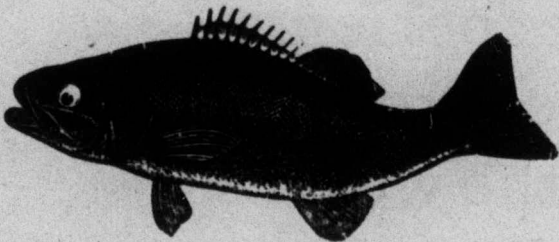
Red Rose Tea

"is good tea"

for the grocer.

Port Arthur, Ont.

47 William St.,
Montreal, Que.



SMOKED

Finnan Haddies, Fillets,
Kippers, Ciscoes, Bloaters

SALTED

Cod, Herring, Mackerel

FROZEN

Halibut, Qualla and Cohoe Salmon

SPECIALTY

Salted and Frozen Lake Herring

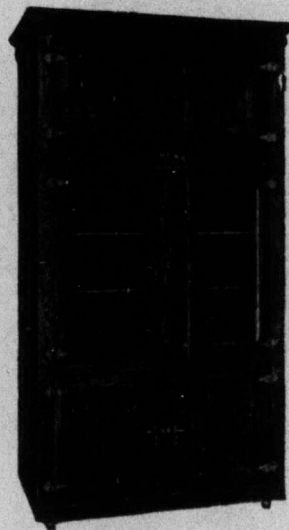
Ask for a price list.

J. BOWMAN & CO.

Wholesale Fish Dealers

26 Duncan Street

TORONTO, ONT.



Get a "Eureka" for economy's sake

The saving in ice consumption that the "Eureka" Refrigerator will accomplish for you, means a considerable extra saving in dollars as well.

Then if you take into consideration its superior display facilities, which tend to create more sales, you will readily see that the "Eureka" is a money-maker and will quickly pay for the cost of installation.

The "Eureka" is carefully and scientifically constructed with a view to the absolute security of its contents. Zinc or any kind of metal likely to contaminate the

foodstuffs is absolutely eliminated.

It will profit you to learn all about the "Eureka"—the scientifically perfect refrigerator. A postcard to-day will bring you full particulars.

Eureka Refrigerator Company

31 Brock Ave.

Limited

TORONTO

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

The Most Digestible Cereal
Robinson's "Patent" Barley

The easy digestible quality of Robinson's "Patent" Barley, combined with its power of nutrition, makes it the finest food on the market for infants and invalids, or for any person with impaired digestion.

There's a big "year-round" sale for Robinson's "Patent"

Barley, for its hundred years of satisfaction in Europe has helped to give it a quick and solid footing in the Canadian trade.

Order a supply through your wholesaler.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO

191 St. Paul Street W., MONTREAL

AGENTS FOR THE DOMINION OF CANADA

Our fifty years' experience enables you to secure your customers with the world's finest coffees. If you are not doing so, you must be losing some very desirable trade.

CHASE & SANBORN
MONTREAL

CANADIAN GROCER

VOL. XXIX

TORONTO, DECEMBER 10, 1915

No. 50

Majority Favor \$1.35—15c. Line

Their Claim is That Retailer Doesn't Make Sufficient on a 10 Cent Article Costing \$1.00 Per Dozen—Some Absolutely Refuse to Handle Latter—A Few Only Favor It—A Valuable Symposium of Opinions

Prepared From Replies of Thirty-four Merchants

WHICH article do you prefer to sell and why—one costing you \$1 per dozen which retails at 10c, or one costing you \$1.35 per dozen retailing at 15c?

A manufacturer who is putting on the market an old line in a new package asks the above questions. Canadian Grocer submitted them to a number of readers in various parts of the country and replies are presented herewith. Reviewing these replies briefly, it may be stated that retail opinion is overwhelmingly in favor of the 15c line costing \$1.35 per dozen. The retailer prefers to get behind such a line chiefly because he can make some money on it, whereas a 10c line costing \$1 a dozen does not, he declares, produce sufficient margin to cover overhead expenses. Some grocers, however, prefer to handle the 10c line and they give their reasons.

Here are the replies themselves and they will certainly be found interesting by every member of the trade:

D. A. Morrison, Amherst, N.S.—"My preference would be decidedly in favor of the line selling at \$1.35 and retailing at 15c. My reason for this is that the \$1 line does not allow the retailer a fair margin over the cost of doing business and he should not be expected to handle any goods at a loss. The line at \$1.35 retailing at 15c affords a fair profit only, but one that should be satisfactory to the retailer."

J. S. Craed, Halifax, N.S.—"I prefer the \$1.35 per dozen article always, not alone on account of the extra percentage of profit, but because I can sell the one article as easily as the other one and at the end of the day I have larger results for the amount of energy expended."

Miss F. McNeil, Sydney, N.S.—"I prefer selling 'A' because the 10c art-

RESULTS IN BRIEF

A review of the replies to our question as to which article the retailer prefers to push, one costing \$1 per dozen and selling at 10 cents or one costing 1.35 to retail at 15 cents, shows the following results from thirty-four dealers:

Favorable to 10-cent line.....	4
Favorable to 15-cent line.....	29
Neutral	1
Total	34

icle will sell much faster than the 15c. Customers do not hesitate in purchasing a 10c article, but if it is 15c they tell you they will have to try it some time later, while the chances are they will never ask for it again."

C. W. Burnett, Fredericton, N.B.—"While I may be decidedly wrong, it looks to me as if I would get rich more quickly on selling 'B.' With the 10c article I make 20c on the dollar, or 20 per cent. On the 15c article, or the \$1.35 purchase I make 45c on the dollar, which appears to me to be a fraction over 33 per cent. My contention is that the man who supplies food for the support of his fellow man's body deserves a fair return for his investment. The grocer is daily giving away his profits on more than one line of goods and the sooner he knows this the better."

It will be observed this dealer figures his profits on his invoice cost.

F. Keegan, Montreal, Que.—"I would much rather sell the goods costing \$1.35 a dozen because in selling the other line I get 20 per cent. only, while in selling the second the percentage is 33 1-3."

Here again the profits are being figured on invoice cost.

W. Claude Carter, Fesserton, Ont.—"On the article costing \$1 and retailing at 10c there is not sufficient margin, although the selling price is much more popular than is the 15c price. The one costing \$1.35 and selling at 15c would, however, give us a much better profit, and if good value, should sell as well as the other. We think that \$1 is too much to pay for a 10c article, as the cost of doing business is increasing each year."

Vanidour & Sons, Leamington, Ont.—"I would rather sell the one costing \$1 per dozen because the trade cannot cut prices on this, as it can on the 15c line. Many would be inclined to cut it and sell 2 for 25c. Therefore we would only make 16c a dozen."

Chas. J. McKeen, Springvale, Ont.—"I prefer selling the 15c line because it pays a better margin."

W. J. Cherney, Windsor, Ont.—"It is impossible to do business on a 20 per cent. basis on cost price at the present time. Labor and rents are high, as well as overhead expenses, all of which seem to eat up all one's profit. So I would say that the goods costing \$1.35 and retailing at 15c are the better, because they give us a better margin of profit."

Burnie & Co., Chatham, Ont.—"We would rather sell goods costing \$1.35 per dozen, retailing at 15c, than goods costing \$1 and selling at 10c each. The reason is, we are after the dollars and cents the same as everybody else."

J. W. Bryans, Havelock, Ont.—"We would prefer selling articles costing \$1.35 per dozen at 15c, as it would give

CANADIAN GROCER

us a profit of 25 per cent., whereas articles costing \$1 per dozen and selling at 10c would only give us a profit of 16½c, but in preference to either, we would prefer selling articles costing 90c a doz. at 10c, as 10c is a popular price with the consumer, and with a number of articles such as spices, the customer doesn't require the larger quantity."

This dealer is careful to figure his profits on selling price.

* * *

George Philip, Brougham, Ont.—"I would prefer the latter, as I would have 2¾c on each sale or 45c on one dozen. With the other line I would only have 1 2-3 cents on each sale, or 20c on one dozen."

* * *

M. Harkness, Alvinston, Ont.—"I would prefer the article (B) as there is more profit in it for what you have invested. And \$1 per doz. is too much to retail at 10c each. When a buyer wants to buy your stock, he considers first your turnover for the year, and this helps to sell your business. Also, the article you buy for 15c is nearly twice as big as the 10c article, because it costs but very little more to produce. It makes your sales larger at the end of the day."

* * *

Nap. L. Adam, Sudbury, Ont.—"I would rather sell the 10c article costing \$1 a dozen for the reason that very often the 15c line is sold at a cut price of 2 for 25c, while the other is always sold at 10c. The margin, of course, is small on the former, but there is never any cut price on it."

* * *

W. E. McMann, Major Street, Toronto.—"I would prefer selling the article costing \$1.35 per dozen at 15c each. Our motto in business is "Quality First, Then Price." You are not only giving the customer better value in the 15c line, but something which she will come back for and being satisfied with the goods, as well as the price, will advertise them to others, making more sales as well as more profits. On the other hand, a customer usually buys a ten-cent line to try it as it looks cheap. Too many of our grocers to-day injure their name and business by selling cheap goods simply to give somebody a bargain—quantity without quality. Speaking from experience, quality not only gets you a good profit, but a foundation and reputation for all time to come."

* * *

Theodore Legult, Sturgeon Falls, Ont.—"Which do I prefer to sell—\$1.35 doz. selling at 15c, netting 25 per cent., or \$1 doz. selling at 10c netting 13 2-3 per cent.?"

"The 15c line gives you more money and proportionately more profit by 8 1-3 per cent. The volume of one 15c sale is

50 per cent. in excess of a 10c sale and you get 33 per cent. or about 13c greater. Nevertheless "small profits and quick returns" is one secret of success and it is good policy in groceries to keep stock moving. It should be crisp and clean, and it is here that the \$1 line at 10c scores. Generally such a line is of good quality and well advertised at its retail price, 10c, which makes it a quick seller. Ten cents is a popular price and a child can be trusted with a one-piece coin. Of course this all naturally depends on the article selling well. Goods costing and selling such prices are usually standard leaders. There are also good leading lines at 15c, but boiled down to a choice, the 10c article is the more attractive in spite of our contrary wish, as there are more 10c sellers and it is a quicker cash inducement, only 10c. I do not infer in the above statement that I advocate pushing sales of the 10c article, as we rather sell the 15c, and we canvass sales with better profits, but I merely demonstrate that the bigger demand for the former makes it a better business bracer."

* * *

John Harley & Son, Sydenham, Ont.—"Your question does not state whether the 10c line and the 15c line are different grades of the same article, such as pork and beans. In any case we would naturally prefer to sell the 15c article, not only because it shows 25 per cent. profit on the selling price as against 16.6 on the 10c line, but because our customers are more apt to be satisfied. As we figure that our selling expenses are close to 15 per cent. of sales, there is nothing in the 10c line for us."

The articles in question are, of course, the same quality goods only one would be in a different sized package from the other.

A. Anderson, Princeton, Ont.—"I prefer handling the article costing \$1.35 as I would make more profit on the money invested."

* * *

John M. Schaefer, Mildmay, Ont.—"I would prefer to sell the article costing \$1.35 per dozen at 15c, as it pays a profit of 25 per cent. on the selling price, while the other one we could not touch here as the margin of profit, 16 2-3 per cent., is below our cost of doing business."

* * *

W. Stedman, Camden East, Ont.—"The article costing \$1.35 and retailing at 15c is the one we favor, as it carries with it much the better margin."

* * *

R. M. Teall, Tilsonburg, Ont.—"We would rather sell an article costing \$1.35 and retailing at 15c than one costing \$1 and selling for 10c. We find it just about as easy to sell a 15c article as a 10c one, as there is usually little trouble

in convincing a customer that the former is of better quality, or else the size is larger in proportion to the cost, and is therefore cheaper. The higher priced article shows a profit of 25 per cent., while the other pays only 16 2-3 per cent. This in itself is a good argument in favor of pushing the 15c line, for after all, most of us are in business to make as much money as we can legitimately."

* * *

G. J. Saunders, Steelton, Ont.—"I prefer the former—the 10c article. This would always sell at 10 cents, while at the Soo they would cut the other to 2 for a quarter."

* * *

A. J. Dyer, Ingersoll, Ont.—"I would sooner sell the \$1.35 per dozen goods because the percentage is better and the profit larger and I would experience no more trouble in putting it up than the lower priced goods. The manufacturer who puts up the dollar per dozen article to retail at 10c each has not much consideration for the retail man. By the time he pays freight and his overhead expenses there is not much in it."

* * *

J. B. Kemp, Pembroke, Ont.—"I prefer to sell the article costing \$1.35 per dozen at 15c. First, because there is a much greater percentage of profit on each sale, and secondly, because I like to educate the buyer into purchasing in larger quantities. Besides, it gets the customer away from that 10c sale that is so easily reckoned."

* * *

M. C. Nichols, Cobourg, Ont.—"I refuse to pay \$1 for goods to sell at 10c. I would sooner do without them; 90c to 95c per dozen is the highest price to pay for goods that sell at 10c. I would, therefore, prefer to pay \$1.35 and sell at 15c, as there is a better profit. Some wholesalers would like to have us pay \$1.40, \$1.45 and \$1.50 per dozen for goods to sell at 15c. All retailers should refuse to pay those prices. It would be easy for all of us if everyone were to say—No, we do not want them."

* * *

John A. McLean, Wyoming, Ont.—"It is much better for the merchant to push the sale of the article retailing at 15c. By selling one dozen of the 10c line he makes a profit on cost price of 20c, whereas by selling one dozen of the 15c line he makes a profit of 45c. On selling the same number he makes an extra profit of 25c on the 15c line."

* * *

Geo. Scott, Hensell, Ont.—"I would sooner sell the article costing \$1.35 at 15c each, because on it I would make 33 1-3 per cent. and on the article costing \$1, retailing at 10c, I would only make a profit of 20 per cent."

(Continued on page 36.)

Forty-Two Boxes of Biscuits in a Week

And This Represents Sale of Only Two Varieties—How the Paquet Company, Quebec City. Goes After Biscuit, Apple, Butter Business and Business in New Goods—Immense Quantities of Biscuits Disposed of—Sample Room Boosts Sales.

Especially Written for Canadian Grocer

BISCUITS must be a revenue-producer or else The Paquet Company, Quebec City, would not have handed over a whole corner of the grocery department for their display. It will be observed in the accompanying illustration that the lower-priced biscuits are shown in large wooden boxes, having covers of glass in polished frames. The latter are permanent, and are made loose in order to fit any box. Each is ticketed, prices varying from ten to twenty cents per pound.

For certain kinds the demand is very heavy. There is a tea biscuit which retails at 12c per pound; of this The Paquet Co. disposes of some thirty-five 16-lb. boxes every week. There is also a wine biscuit, selling at 14c, of which they dispose of eight to ten boxes each week.

Behind these cheaper biscuits comes the counter, and behind that, on shelves neatly arranged according to name of manufacturer, are several tiers of Old Country and Canadian biscuits in tins. Some of these are for permanent display, while others, having glass covers, are carried to the counter and shown when necessary to determine the character of biscuit required. The lid is not removed, so that no air enters the tin, and the biscuits themselves are not handled by the customer.

The display of various makers' tins on the shelving is pleasing to the eye, the many colored packages eliminating possibility of monotony. It also stamps the department as headquarters for biscuits.

Annual Sales Boosted to 100 Tins

Imported biscuits are displayed in fancy mahogany finished cases at convenient corners of the department. This

line was introduced a year ago, and sales now amount to about a hundred tins annually. Altogether, over four hundred different kinds of biscuits are handled by this firm.

Sold 2,500 Barrels Apples

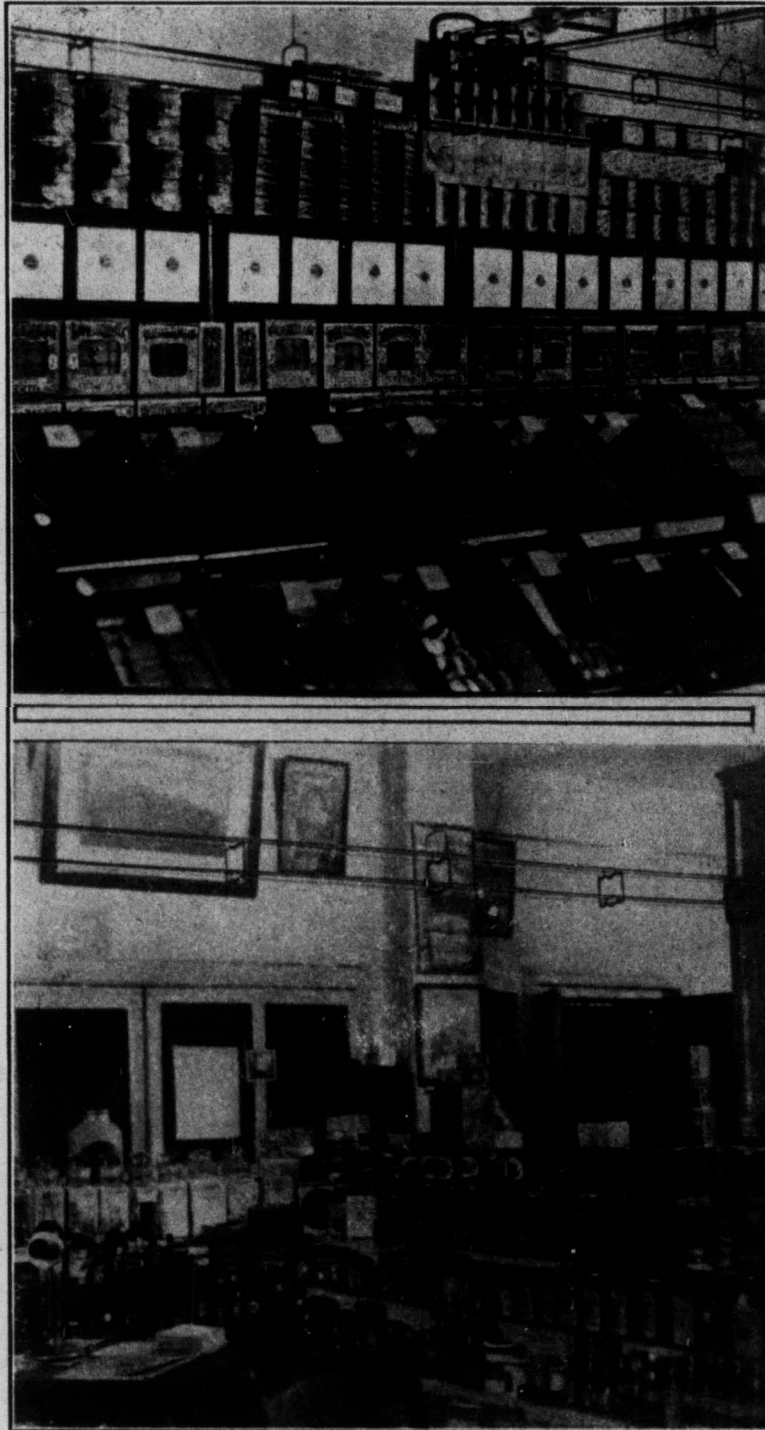
Each year, about Nov. 1, when Quebec apples begin to arrive freely, a large purchase is made by The Paquet Company, and these are offered to the public at reasonable prices as an inducement to come into the department. Last year, from the time apples commenced to arrive in October to the end of November, the sales amounted to over 2,500 barrels, the apples being sold by peck measure, and by the barrel.

A Big Butter Turnover

One of the strong points of the Paquet grocery department is their butter. They have pushed sales, until they now aggregate 200,000 lbs. per year. The two strong points about Paquet butter, which they emphasize strongly, are that it is wrapped in tissue paper and cartons by machinery, and that it is fresh.

Butter is purchased in the country, and brought to the store, where it is cut and wrapped by machinery. Thus, when a customer asks for a pound, she is handed a pound carton; if four pounds, she is handed four cartons. The cartons are so made that warm weather will not soften the contents.

For a long time, cartons were used for creamery butter only. This year, because of the saving in time, dairy butter was also put up in cartons, the wording on the



Upper illustration shows biscuit display in The Paquet Co.'s store, Quebec City. Lower one is a corner of the sample room described in this article.

wrapper being red, to distinguish it from the blue on the creamery carton. The cartons bear a request that the customer use a transfer when buying in the store.

Here is a psychological point which will interest the larger stores. It has been found in the Paquet store that if a customer can be induced to use a transfer, her purchases in the department are considerably greater. There is a temptation to buy more than if she were handing out the money. She does not realize how much money she has spent until she is settling her account at the office down below.

The Paquet Company have not felt justified yet in opening a restaurant. Instead, they have transformed their tea and coffee department into a booth, at which liquid refreshment is served free of charge.

This serves as a stimulus to their tea and coffee trade, being more or less a demonstration booth, and at the same time helps their sale of biscuits. The sale of the latter is so large, a special department is required.

One of the conditions of securing a free drink is that the customer purchase biscuits in the store. The tea and coffee booth is provided with neat tables and chairs, while refreshments are also served at the counter by a young woman, who not only serves tea and coffee, but also makes sales of both package and bulk teas. Hot water is secured from urns, which are heated by steam conducted from another section of the building.

To make a good impression, only the best cream and sugar is used, the latter being fruit sugar, which dissolves immediately, and requires little stirring. As a rule, too, the best tea and coffee is served.

On the counter are displayed teas and coffee, the latter, in the bean, being shown in saucers, with a card bearing the name of the coffee and the price. Sales of bulk tea average 50c per lb., although it is carried as high as 70c. The majority of the coffee sold is Mocha and Java. Santos sells in medium quantity. An electric coffee grinder stands in the centre of the booth, so that customers can see it ground right on the spot. Cocoa is also served in large quantities, as well as all kinds of beef tea.

A Sample Room

It has become the custom now in many large stores to have tables at which orders can be taken, either over the 'phone or personally. Difficulty is often experienced, however, in having samples near enough at hand for the customer to see. Paquet's overcome this by having the four order-taking tables in a sample room, which consists of an enclosure about six feet square, the walls

being about four feet high. On the inside of this wall are five tiers, on which are arranged samples of every sundry and specialty carried in stock.

The goods are not allowed to remain long enough on the shelves to become stale. The tiers are covered with white paper, and there is one telephone in the enclosure. It is an advantage for the customer to have the goods in her hands, and to have seen exactly what she has purchased. Such a booth also induces customers to buy. Often a woman will reach over for a bottle and ask: "What's this?" Women are sometimes forgetful, and often enter a store hardly knowing what they require. It is easy to see how such a sample room will boost business. Then, again, customers often forget to write certain items on their lists, and are reminded by seeing them in the sample room. When new goods are introduced, this makes an excellent place in which to display and push them.

What Readers Say

PRAISE FOR FALL NUMBER.

The Canadian Grocer,

Gentlemen: Enclosed please find cheque for \$2.00, subscription to your valuable paper from July, 1915, to July, 1916. It is worth twice the price and I would not be without it for anything. The Fall Number was a dandy. It is a paper that every grocer should keep, as it is a great help to clerks.

Wishing you every success,
HALMER ELLERGODT,
Castor, Alta., Nov. 16th, 1915.

The Canadian Grocer,

Dear Sirs:—So sorry not to have sent this before. I herewith send cheque.

Your paper is a great help to small grocers. I have benefited much one way and another from it. Will certainly avail myself of Editor Huston's offer of help, should I need it.

C. H. BUNNETT,
Maple Bay P.O., Van. Isld., B.C.

ARE VERY BENEFICIAL

MacLean Publishing Co.:

Dear Sirs:—Enclosed please find Express Order to renew my subscriptions to DRY GOODS REVIEW, MEN'S WEAR REVIEW and CANADIAN GROCER.

I find your publications very beneficial and would not be without them in my business.

OTTO C. WEPPLER,
General Merchant,
Neustadt, Ont., Nov. 23, 1915.

CONTENTS OF ACTUAL VALUE

Canadian Grocer:

Dear Sirs:—I did write you I would not take this paper, but when I got a little time to read it I decided it was worth \$2, so I enclose you postal note for one year's subscription. I found some very interesting pieces in it last night.

J. A. RIDDLE,
Camwood, Nov. 19, 1915.

DID NOT DISCONTINUE CANADIAN GROCER

MacLean Publishing Co.:

Gentlemen:—I am sorry that this misunderstanding has occurred in connection with CANADIAN GROCER.

It was the ——— that I told the mail-carrier that I wanted stopped.

I would not be without CANADIAN GROCER for twice what it costs.

W. H. WIGHTMAN,
Sault Ste. Marie, Ont.,
Nov. 25, 1915.

APPRECIATED VERY MUCH

Canadian Grocer:

Dear Sirs:—Find enclosed postal note for \$2 for subscription to CANADIAN GROCER which I appreciate very much.

N. L. ADAM,
Sudbury, Ont., Nov. 27, 1915.

LIKED FALL NUMBER

MacLean Publishing Co.:

Dear Sirs:—Enclosed find \$2, subscription to CANADIAN GROCER. Find it very useful. Your Fall Sales Number was splendid.

J. A. McLEAN,
Wyoming, Ont., Nov. 23, 1915.

WORTH FIVE TIMES PRICE

MacLean Publishing Co.:

Dear Sirs:—Enclosed please find cheque for \$7, for subscriptions: \$5 for MACLEAN'S MAGAZINE and \$2 for CANADIAN GROCER, which latter paper I would not be without for five times the price.

G. WILLIAMS,
Moose Jaw, Sask., Nov. 22, 1915.

SOON SAVED ITS PRICE

Gentlemen:—

Find enclosed M.O. for Two Dollars for CANADIAN GROCER.

I am very thankful to you for sending this paper to me. I consider I saved the price of it in one line of groceries.

W. A. SINGLETON,
Singleton, Ont., Nov. 29, 1915.

CANADIAN GROCER



An exceedingly fine Christmas goods trim. This has been used by Dowling & Reed, Brandon, Man., and illustrates a display on which there was a great deal of time spent.



Christmas window of Wm. Care & Son, Toronto, shown last year. The symmetrical arrangement, the flag idea and the fruits in hoops are features.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

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

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

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No. 50

FOOLED THE PRICE-CUTTER

IN last week's issue the suggestion was made that members of Grocers' Associations and others buy up all the goods they can from a price-cutter who puts on a sale below invoice cost. The editorial was written with special reference to a 5, 10 and 15-cent store in Toronto, which a short time ago was selling standard granulated sugar in 2-lb. cartons at 5c a pound, which at the time was costing \$6.46 per cwt. in sacks.

Since the appearance of this item our attention has been called to the fact that this same suggestion was recently carried out in a Western Ontario city. Sugar was put on sale by a certain retail firm at 5c a pound. This was away below invoice cost by a considerable amount and so an Italian dealer in the city in question decided to make some money out of it. He sent all the messengers he possibly could get to the cut-price store and bought up all the sugar he could lay his hands on. The result was that he was able to retail it at regular prices and make about \$1.50 per cwt. better profit than he otherwise could have done. There was also less sugar for the bargain hunters, which no doubt would cause considerable dissatisfaction on this account.

Why shouldn't this idea be tried in every town or city in Canada where some desire to get advertising by selling under invoice cost any staple line of goods.

WAR TAX STAMPS MISSING

SEVERAL retailers in different lines of trade have recently been fined for selling proprietary medicines and certain toilet articles which did not bear the Government war tax stamp. Canadian Grocer has frequently called our readers' attention to this matter and urged them to see that all goods of the proprietary medicine character carry the war tax

stamp. It is certainly much cheaper to do this, than to have to stand a fine once or twice a year for non-compliance with the regulations.

The Government has a large staff of food inspectors for all districts in Canada and these men are quite likely to drop into any retail store at any time to see whether the regulations are being lived up to or not. The penalty is from \$50 up to \$250.

UNSOOUND RETAIL TACTICS

CONSUMERS have very often some interesting tales to tell of treatment they receive from their grocer and of prices various retailers charge them. Here is one story: A certain consumer was paying her grocer 38 cents per lb. for creamery butter of a particular brand. Her household requirements were about 3 lbs. per week. One day, while in the butcher store nearby, she observed a display of the same butter, and asked the price of it. It was only 34 cents a pound. The woman bought 8 lbs. of it at that price, thereby making a saving of 32 cents.

Next time the grocer was taking her order he asked her about butter. Of course she didn't want any, and her reasons were requested. She pointed out that she could buy the same butter at 34 cents at this particular butcher store, for which she was paying him 38 cents. The grocer immediately took the matter up with the firm supplying the butter and the question naturally became an involved one for both the firm and the butcher. Each retailer was paying 33 cents for this particular brand. This meant that the grocer, while making 5 cents per lb., was really realizing less than 14% on his turnover, which would not pay his overhead expenses. The butcher was, of course, making considerably under that, as he only got one cent on a sale of 34. He was certainly not doing business legitimately and he has led the cus-

tomer in question to believe that her grocer is robbing her.

This is the sort of "business" that is injuring the retail trade to-day. Such tactics are creating in the mind of the consumer the idea that all retailers are more or less thieves and robbers. CANADIAN GROCER has always maintained that the retailer should get a fair profit on everything he sells. We do not believe in cutting prices. We invariably urge him every time to sell quality goods and not to cater to price. Few others succeed nowadays.

TABLE SYRUPS ANALYZED

A REPORT on "Table Syrup," other than maple has been issued by the Inland Revenue Department at Ottawa. Altogether 200 samples were analyzed, purchased by Government Food Inspectors in January, February and March last, in various districts throughout the country. The samples are classified as follows: Cane Sugar Syrup 49; essentially glucose syrup 109; mixture containing a considerable percentage of sugar syrup 27, and molasses 15.

In submitting this report to the Department, the Analyst points out that glucose or corn syrups are most largely found and that they are perfectly wholesome articles of food. The above figures would indicate that retailers are selling them quite freely.

PLUG TOBACCO REGULATIONS

MANY in the trade do not seem to realize there is a law against retailers selling plug tobacco from anything but the original package. When a manufacturer or wholesaler sells a retail dealer a caddy of plug tobacco there is always a stamp on it to the effect that the duty has been paid. This must be available should an inspector call at any time. If, however, a dealer only wants a part of a caddy, the manufacturer or wholesaler has the privilege of breaking open the caddy to send the smaller quantity, but the Inland Revenue Department compels the manufacturer or wholesaler, when doing this, to pack the smaller quantity in a paste-board box or some other suitable package, and also requires him to place a stamp on it for which the manufacturer or wholesaler pays \$1 for 1,000. It is, of course, up to the manufacturer or wholesaler to place this stamp on the cardboard box and not the retailer.

The regulations, however, distinctly state that the retailer must keep the plug tobacco in the original cardboard box or caddy until it is all sold and then these boxes must be destroyed. This does not apply in any way to cut tobacco in packages. These packages can be taken out of their boxes for display purposes in any way the dealer desires.

A food inspector has called Canadian Grocers' attention to the fact that a number of retailers are taking plug tobacco from the original caddy or box before it is sold to the ultimate consumer. This is

against the law and there is a penalty attached to it of \$50.

PREDICTS TIDE OF EMIGRATION

THE Ninety-Eighth Annual Meeting of the Bank of Montreal, held at the head Office, in Montreal, on Monday, was marked by some very important announcements as regards the manner in which the Dominion of Canada had come through a year when unprecedented conditions had to be met and by references as to the precautions that would have to be taken in order to properly adjust the situations that had still to be faced. The addresses made at the annual meeting are looked forward to with unusual interest, owing to the insight they afford into the actual conditions in the country and, on this account, the addresses made by H. V. Meredith, president, and Sir Frederick Williams-Taylor, general manager, will, this year, perhaps more than ever, attract unusual attention.

Mr. Meredith points out that all things considered, the trade of Canada is well maintained, both as to volume and character. For some time before the outbreak of war, a restraining hand was placed on speculative ventures which, in an era of prosperity, had run to dangerous excess and we were, as a consequence, fairly well prepared to face the closing of the London money market to failures of many kinds. A temporary dislocation in many branches of trade followed. Reorganizations in some cases were and may yet be found necessary to adjust capitalization to earning power, the only logical course to be pursued when such conditions had to be dealt with. As the year progressed, the effect of the war on the trade of Canada proved less injurious than was expected, in fact, business conditions distinctly improved. It is estimated that the grain crop of Manitoba, Saskatchewan and Alberta has a market value to the producers of approximately \$400,000,000, in the use of which we may anticipate not only the liquidation of much indebtedness, but the stimulation of current trade. These truly remarkable results, he considered, will have the effect of attracting the tide of emigration to our shores when the world is again at peace.

EDITORIAL NOTES

BETTER BUSINESS is in the air.

* * *

BE SURE you enter your best Christmas trim in Canadian Grocer's contest.

* * *

CHRISTMAS IS all but on us—have all your customers been solicited for their baking materials?

* * *

PRICE-CUTTING, says a contemporary, does not mean "meeting competition": it means getting scared. And that pretty nearly hits the nail on the head.

Start Handling Fish in Advent

It is One of the Seasons of the Year When the Demand for Frozen Stuff is Heavy—Advice on What to Do in Case of a Mild Spell—List of Suitable Lines to Handle—A Window That Attracts Crowds

THE season of Advent extends over a period of three weeks, and closes with Christmas Day. There is naturally an exceptionally big demand for fish during this period, and the sales of frozen fish are particularly heavy if the weather is cold. Wholesalers have been flooded with orders for frozen stuff, but have been debarred from delivering it on account of the remarkably mild weather which prevailed right into the month of December.

Because it is essentially a fish-consuming period—one of the longest of the year—Advent is a propitious time for the grocer who has never handled fish before to make a start. At this time of the year all varieties of frozen fish are available, and with good cold weather there is no need of special equipment to offer the fish. Retail grocers within easy reach of the larger centres are able to secure a daily supply from the wholesaler, and a time like this gives him an opportunity to select the best variety likely to suit his customers.

After he has discovered what is wanted by the public in his particular section of the country, it is plain sailing for him, as the large dealers usually see that he is well supplied, and both he and his wholesaler will benefit by keeping in touch, and giving satisfaction to the consumer.

Easy as Handling Wire Nails

There are few new ways of handling frozen fish. In the case of fresh fish, the tendency is to-day for grocers to instal small refrigerating plants, or at least to be well equipped in the way of refrigerators. In the case of frozen fish, the weather is everything. A Montreal wholesaler says "it is as easy an handling wire nails, but the dealer must be favored with seasonable weather." That is one of the biggest drawbacks to people who are not supplied with cold storage plants.

It might be well here to give a little advice to dealers who are new in the frozen business as to what to do in case of sudden spell of really mild weather. This advice comes from one of the most successful fish men in Montreal. He says: "In the case of sudden mild weather, I would advise the retailer of frozen fish to pack the fish in a tight box, well covered to keep the outside heat from coming in contact with the fish. Then place the fish in a room or building where least air draught is likely. This acts as a sort of insulation. The fish have a degree of cold, and by keeping them tightly packed, they become a sort of cold storage plant themselves."

The profits on frozen fish are proportionately larger than on any other kind, and as a rule give much better satisfaction to the dealer. Experience shows that at this time of year the general trend is towards frozen fish rather than to salted, prepared or canned fish, and it is evident to every one in the fish business that with improvements in handling, more trade could be developed. Good frozen fish, well taken care of, are nearly as palatable as fresh fish.

More Boosting Required

One of the great-

est drawbacks to the fish trade is the lack of advertising this article of food receives. Most grocers and produce men do not advertise fish at all. They buy it simply because they expect to have some demand, but as a rule they are not inclined to push it as they would any other of their food products. This is simply because they are sure of a sale of a certain quantity.

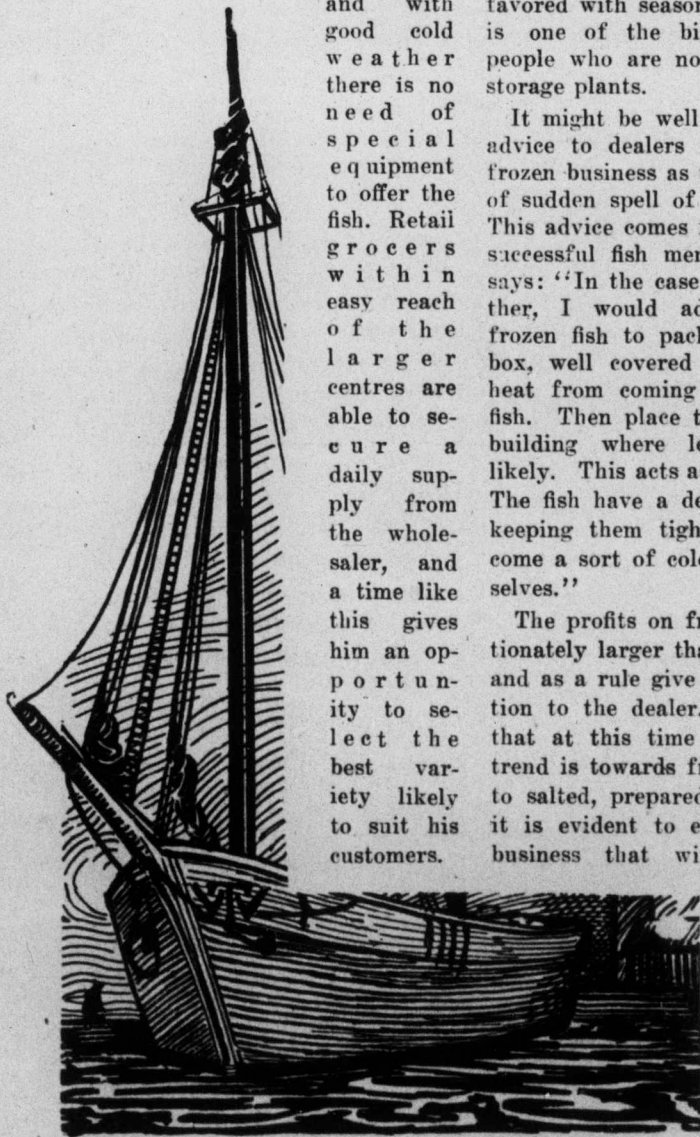
The best varieties for the grocer to handle, perhaps, are salmon, halibut, codfish, herrings, dore, whitefish and smelts. These are species which are likely to meet with most favorable consideration from the consumer. In some localities some lines would be in bigger demand than others. These are fish that are easily handled, are clean, and have little smell.

Use the Window Occasionally

With men who have a natural penchant for tasteful display, a very interesting window trim might be made of fish, which would appeal especially to people who are interested in natural history. The writer has often observed a large crowd of people gathered around the window of Fraser, Viger & Co., 211 St. James Street, Montreal. On investigation, it is often found that the excitement is caused by a simple display of a number of lines of fish. There is never anything elaborate in the window displays of Fraser, Viger & Co., but they invariably attract a crowd, as they are made of food products usually neglected by other dealers in their windows.

THIS SOLDIER DREW A WATCH

Tinned salmon packers are evidently adopting the "lucky bag" system to popularize their delicacies. The first discoverer of this "all prizes and no blanks" business is Private William Cockerill, whose home is in Victor St., Hull. This gallant soldier was on service in the Dardanelles, where he got wounded. He is now all right again, and is at camp in Dorset. He writes to his wife, Mrs. Ellen Cockerill, that he had opened a tin of salmon in camp, and was turning out the contents, when he found a girl's silver watch inside the tin. He, of course, wound the watch up, and to his surprise it went for three days. From this experience we can deduce that the salmon treatment is highly beneficial. A watch which runs three days without winding is surely "some watch."—The British Fishing News.



Where Canadian Grocer Goes

DURING the month of November no less than 145 merchants in various parts of Canada subscribed for this paper. This made a total of 1,256 new subscriptions since January 1st, and during that time no less than 3,596 renewals came in. Altogether the number of paying subscribers to Canadian Grocer has been brought up to 5,062, which is entirely apart from exchanges and copies sent to advertisers. The subscription price is \$2 per year.

Herewith is a list of post offices from which the new subscriptions came during November. It shows that not only the better class of grocers among the larger centres are readers of Canadian Grocer, but the solid, substantial grocers and general merchants throughout the country are on our lists. Altogether there are 124 post offices represented here:

Abbey, Sask.	Grand Manan, N.B.	Riviere Du Loup Sta., Que.
Alma, N.B.	Granton, Ont.	Robson, B.C.
Almonte, Ont.	Harborville, N.S.	Roseneath, Ont.
Alsask, Sask.	Harriston, Ont.	Rustico, P.E.I.
Amherst, N.S.	Hearst, Ont.	Scugog, Ont.
Annapolis, N.S.	High Prairie, Alta.	Sedwood, Sask.
Auckland, N.Z.	Holmfirth, Man.	Selmah, N.S.
Avonlea, Sask.	Hughton, Sask.	Shannonville, Ont.
Baddeck, N.S.	Inwood, Ont.	Shediac, N.B.
Bath, Ont.	Iona Stn., Ont.	Shelburne, N.S.
Bayfield, N.B.	Irma, Alta.	Simcoe, Ont.
Beaver Pt., B.C.	Kenilworth, Ont.	Smithers, B.C.
Bedford, Alta.	Killarney, Ont.	Sowerby, Ont.
Bellevue, Alta.	Kingsclear, N.B.	St. George, N.B.
Belmont, N.S.	Kirkland Lake, Ont.	Strathmore, Alta.
Bicotasing, Ont.	Ladysmith, Que.	Stratford, Ont.
Bowmanville, Ont.	London, Ont.	Sydney, N.S.
Brandon, Man.	Lucknow, Ont.	Tidnish Bridge, N.B.
Bridgeburg, Ont.	Medicine Hat, Alta.	Toco, B.C.
Broderick, Sask.	Merritt, B.C.	Toronto, Ont.
Buckingham, Que.	Milton, N.S.	Trenton, Ont.
Bunt Church, N.B.	Montreal, Que.	Troy, Ont.
Bury, Que.	Myrtle Stn., Ont.	Uffington, Ont.
Campbells Bay, Que.	Nelson, N.B.	Union, B.C.
Campbellton, N.B.	Norwood, Man.	Vankleek Hill, Ont.
Cape Breton, N.S.	Newstadt, Ont.	Vera, Sask.
Chandler, Que.	New Ross, N.S.	Victoriaville, Que.
Chester, N.S.	Oakshela, Sask.	Wallace, N.S.
Clarkes Hbr., N.S.	Orillia, Ont.	Welland, Ont.
Consort, Alta.	Pangman, Sask.	West Northfield, N.S.
Creighton Mine, Ont.	Port Perry, Ont.	Whitemouth, Man.
Doddsland, Que.	Penhold, Alta.	Whitney Pier, N.S.
Drummond, Que.	Peterboro, Ont.	Windsor, Ont.
Elstow, Sask.	Port Dover, Ont.	Winnipeg, Man.
Embro, Ont.	Preston, Ont.	Woodburn, Ont.
Emburn, Ont.	Quebec, Que.	Woodlawn, Ont.
Endako, B.C.	Readlyn, Sask.	Wooler, Ont.
Fredericton, N.B.	Regina, Sask.	Worthing, Ont.
Galoras, N.S.	Ridgeville, Ont.	Yarmouth, N.S.
Glen Robertson, Ont.	River Bridge, N.B.	

Wants the Apprenticeship System in Canada

Writer Maintains That Because Anyone Can Be a General Merchant There is Not Sufficient Dignity to Retail Commercialism—A Case in Point is Cited

By F. C. Williams

I HAVE a clipping before me from The Canadian Grocer entitled "Elevate the Grocery Business", which says: "There is, of course, not much use in anyone drawing attention to evils in the trade if he does not suggest remedies to overcome them." The grocer in question (who was speaking on the subject) strongly urged the apprenticeship system for every grocery clerk in Canada. Men who have an Old Country training, he claimed, make the best clerks and the best grocers, and "if we could have this system here," he added, "and see that the wholesale grocers do not start a man in business unless he is apprenticed, we would put our business on a much higher plane."

There are at present no special regulations for dignity, qualifications or standards to the merchandising profession. Anybody can be a general merchant. There are, of course, some firms who will not lower their high standards of dignity and commercialism.

But what would you think of a man coming in from the farm and buying out a doctor and commencing the practice of medicine? I know a village in Ontario where a young fellow after serving over five years in hard, close apprenticeship in general merchandising, took over a small, struggling business, with a general stock of five hundred dollars.

That young fellow had been taught the general business from beginning up—from the warehouse to the ledger—from the sales-slip to the bank. At the end of fifteen hard, close, attentive years the building has grown to double its size—the stock has grown to eight thousand dollars and sales increased seven times that of the first year.

Along came two "bright" boys, backed up by a father who had some cash. These boys had no experience and neither of them ever served any apprenticeship. They informed the general merchant of the village that he must either sell out to them or else they were going to open out a business of their own. In other words he was to, "get off the job."

Of course we live in a free British Empire, not in a country where might is right; and so this general merchant—a true merchant by virtue of apprenticeship qualifications and experience—advised the boys that his business was

not for sale. What happened? The father of the boys financed them and fitted them out. Wholesalers, of course, supplied them, but not many of those who were doing business with the old established firm. It is an interesting fact that travellers of different firms had to come and unpack, mark up, and place on the shelves various lines of goods for them. What do you think of that? And some wholesalers allowed these so-called students of the commercial profession behind the curtains into all the advantages, prices and secrets (if there are any such things) and gave them a place on a par with the qualified merchant of that village.

I say if there is any dignity in that kind of business I would like to know where it is. What happened?

The young men remained in the field about a year—sold goods at any old price, sometimes not even knowing what the article cost and toward the last offered goods at what they cost them. Some of the wholesalers continued to sell them right up to the time they disposed of their business to a young man who also had little or no experience. Legitimate trade in that village was, of course, more or less demoralized.

Now what is the remedy for all this? In two words, I would say, "Apprenticeship and qualification," and the sooner we get them the better.

A TRUE FABLE IN SLANG

(Apologies to George Ade.)

The Old Time Grocer couldn't Get Next to the reason why some of his Regulars would Double Cross him every once in a while by slipping off the Straight and Narrow Path, and trading at the store of his Arch Enemy, grocer Weid A. Wake, across the street. We wondered how it was that he let them Get Away from him. Hadn't he been On the Job at the Same Old Stand for so-and-so many years? One Saturday he Put the Question to Mrs. Jones and she Spluttered thusly: "Oh, I do see such nice things in his window, and usually just the things I need." The O. T. G. figured that his window was just so much more space into which to throw Various and Miscellaneous articles; but he changed His Mind, and is now running Neck to Neck with Mr.

Weid A. Wake for the business of the neighborhood.

Moral: It's a wise little window that catches customers.—Wm. H. Meyer.

ENLISTMENT IN BRITAIN

A friend of Canadian Grocer in Langport, Somerset, England, has sent Canadian Grocer the following clipping from a local paper there to show what employees of business concerns are doing in the way of fighting for their country: To the Editor of the Langport and Somerton Herald.

Dear Sir,—We have been tabulating particulars with regard to the enlistment of our own employees of military age, and a result is shown so satisfactory from the point of view of the country, that although we know how well this immediate neighborhood has responded, we think it must almost constitute what is nowadays called "a record."

We find that of our 135 people, we had 60 employees of military age at the outbreak of war.

Long before there was any question or likelihood of compulsory service, 38 of the 60 had joined the army or navy—9 went to India, 9 to Burmah; the remainder being distributed mainly in the Somerset Light Infantry, West Somerset Yeomanry, Coldstream Guards and Duke of Cornwall's Light Infantry.

Since August, 1914, we have engaged 4; and 2 have attained military age since then. The 4 were engaged on the understanding that on physical grounds they were not eligible for war service.

Of these engaged to replace in some small measure our losses, 1 has recently joined the army, and of 6 others of military age who left us owing to the war, we know that some have now joined the army, so that our total loss is 45.

We appear, therefore, to have spared nearly three out of every four of our men of military age, and all of them have answered their country's call—let it be noted—quite voluntarily, without pressure from us, although with our good will and our promise of reinstatement if possible after the war.

Of the comparatively few now left in our employment between the ages of 18 and 41 all are required by us if our business is to continue; 11 of them are married, leaving 8 single men (of whom 5 are medically unfit), who are engaged entirely in the farming or wholesale seed growing department of our business, as distinct from our plant nursery. These few are not only indispensable to us, but are, we presume, valuable to the country, as well as to the neighborhood, in their present occupation.

Yours faithfully,

KELWAY & SON,

Per James Kelway.



CURRENT NEWS OF WEEK

Canadian Grocer will appreciate items of news from readers for this page.



Quebec and Maritime Provinces

Milne, Coutts & Co., general merchants, St. George, N.B., sustained a fire loss recently.

T. Geddes Grant, of Port of Spain, Trinidad, is a visitor in the Maritime Provinces. He is there on a business trip.

C. A. and M. H. Maxwell, merchants in Sackville, N.B., have recently located in new quarters at the corner of Bridge and Lorne Streets.

L. F. Pye, representative of John Duncan & Co., tea importers, Montreal, for Kobe, Japan, is at present in Montreal.

W. J. Falle, who has been conducting two grocery and meat establishments in Montreal, at 51 Prince Albert Avenue and 299-301 Colbrook Avenue, has disposed of the Prince Albert store to Jos. Herman, and will for the future devote himself entirely to the Colbrook Avenue business.

Ontario

S. Cathcart, general merchant, Court-right, Ont., died recently.

Marshall Bros., grocers, Toronto, Ont., have sold to Jas. Tamblin.

W. C. Tudor, general merchant, Thedford, Ont., has sold to L. S. Parkinson.

F. C. Toon, grocer, Talbot Street, London, Ont., has sold to Whitmore & Co.

Ivy & Barlow, Cochrane, Ont., have opened their new grocery and provision store.

F. Campbell has bought out J. W. Scott, grocer, Colborne and Simcoe Street, London, Ont.

The Eze Manufacturing Co., ammonia manufacturers, Toronto, have moved to 182 Adelaide Street.

Stock of the Earle Co., general merchants, Creemore, Ont., has been sold to McJannett, Ltd., of Gravenhurst.

J. C. Moore, grocer, St. Mary's, died very suddenly after four weeks' illness, which at first was not thought serious.

Fred Sayers, grocer, Huron Street, Stratford, Ont., has made a large addition to his store, and has improved it in many ways.

E. Ballantyne, grocer, St. Catharines, Ont., has installed a new display counter with a number of bins at the rear, for giving greater facility to handling the goods.

P. E. James, of James Bros., grocers, Brantford, Ont., and Geo. Sager, traveler

for the W. Paterson Co., biscuit manufacturers, of the same city, have enlisted for overseas duties. Both hold the rank of captain.

The Canadian Government has practically decided to include fish on the rations of Canadian soldiers in England and at the front.

Joseph A. Skirrow, treasurer of the Wm. Rennie Seed Co., Toronto, died recently as the result of a cold contracted while on a tour of the Western branches of the firm. He was 50 years of age, and had been with the above company for 34 years.

According to the Trade and Commerce Department at Ottawa, the Belgian Minister of War wishes to be put in touch with Canadian firms that can supply salted meats, lard, etc., hard cheese, wheat and oats. There is an opening for the sale of turkeys and chickens in Great Britain.

David Spence, wholesale fruit merchant, Toronto, who has been an alderman there for some five or six years, has announced that he will not be a candidate for next year. Alderman Spence will devote his time to the Irish Fusiliers Regiment, which he was instrumental in forming.

THE HONOR ROLL



Three sons of T. H. Lightbound, sales manager of the St. Lawrence Sugar Refineries, Ltd., Montreal, who have enlisted for active service. Sergeant T. H., in the centre, is with the 60th, and R. W. and G. A. have joined the N.C.O. class of the Canadian Grenadier Guards.

Western Canada

J. D. Brack and E. R. Lewis have opened an office at 137 Bannatyne Ave., Winnipeg, and will conduct a wholesale grocery broker's biscuit and confectionery business. Mr. Lewis was for many years salesman for Telfer Bros., biscuit manufacturers.

O. F. Lightcap, wholesale grocery broker and manufacturers' agent, with offices at 179 Bannatyne Avenue East, Winnipeg, has associated with him C. H. Grant, who has been salesman for Nicholson & Bain for a number of years. The firm will continue business in the old stand.

The Retail Merchants' Association, Winnipeg branch, are working for the abolition of the business tax. Under the present system the rate is based on the rental paid for the premises used, and it was pointed out at their last meeting that a small store in a good business location might pay a greater tax than a large establishment on a quieter district. It was suggested that there might be general satisfaction if the tax was imposed according to the profits made during the year, if not abolished altogether.

A Victoria, B.C., report says that in view of the defects in the present early closing regulations, following a recent police court decision, City Solicitor Hannington submitted to the City Council recently a draft of a new by-law, which would give effect to powers the city possesses under the Shops Regulations Act, at the same time explaining that such powers are far from sufficient to make effective the wishes of the board. Consideration of the measure was postponed until copies could be supplied to the aldermen, as well as to the Retail Merchants' Association and Retail Employees' Association. On the question of Sunday closing, which the existing by-law attempts to regulate, the city solicitor gave it as his opinion that the City Council had no authority, and that only the Federal Government could legislate in respect to Sunday.

It is your business what your clerks do after store hours. No dissipated clerk can do a fair day's work for his employer, and no dissipated clerk can maintain a personality that will attract desirable customers.

Brazils and Shelled Walnuts Higher

Currants May Be Late for Christmas—Three Million Pounds of Tea Lost on "Clan McLeod"—
Tomato Quotations Up in Montreal—Lemon and Orange Peel Higher—No
Relief in Bean Market.

Office of Publication, Toronto, Dec. 8th, 1915.

SHELLED walnuts are up this week, Montreal reporting an advance of at least 5c, and Toronto anything from 2c to 4c. There is a big Christmas demand for all kinds of nuts, and walnuts in particular. Stocks are not at all high, so that public is going to pay more for its Christmas dessert as well as its Christmas pudding. There was an embargo placed on nuts, with other foodstuffs exported from France, but the importers got together in New York and put up a protest and the embargo was removed. Nevertheless, for the time it was serious, and heavy buying was the result. The situation in nuts has been further troubled by the fact that freights are very scarce between Italy and France and America and supplies in both America and Canada are comparatively small. Our readers will remember the tie-up that there was in nuts this time last year; many retailers only just got their supplies in time for Christmas selling. Taking the place in that serious situation this year is currants.

Nevertheless, there are some currants on hand, although stocks are low. The situation gets firmer and tighter every day and we should not be surprised to see further advances before Christmas. There is too, a speculative element in the buying of currants.

It is predicted that in the near future we shall see still higher levels on flour if the present state of affairs continues. Levels on both Manitoba and Ontario winter wheat flour were advanced this week materially. With the wheat market soaring—as has been the case during last three or four days—anything may happen to flour. The Government's action in commandeering such wheat as they did, so far from preventing a tightening in the market—which was their supposed goal—actually enhanced values. There are some millers who question whether it would not have been better for the Government to have gone to the open market and bought up what stuff they wanted.

At any rate it is presumed that this is the influence which has set the wheat market both in Winnipeg and Chicago soaring, and result is advances in all grain levels in which flour and oats participate—rolled oats are firm and may be higher next week.

The sugar situation is by no means anything to crow over even yet, although there is no advance this week. The cardinal fact remains, that there is a great shortage of raws. We are in a unique position in Canada with regard to sugar at present. Spot and nearby shipments are almost nil. This is usually a quiet time in the sugar market, and if this is the case this year it will give the new Cuban crop a chance. Meanwhile, price will not be advanced exorbitantly. If, however, the trade is filled up for its requirements and starts into buy sugar with the present condition of raws, it will probably keep fairly high.

QUEBEC MARKETS

Montreal, December 9.—The embargo on walnuts, placed by the French Government, has been raised, so that the situation is relieved again, though not before market on spot shelled stuff had enhanced 5c per lb., where it will likely remain, as spot goods are scarce. It is rumored that a lot of new shelled walnuts will not arrive in time for Christmas trade. There will be a number of things missing for Christmas, and it has

been suggested that the Quebec housewife will have to go in for an old-fashioned French-Canadian menu, consisting of Canadian products. There will be no lack of turkeys and geese. Pork pies can be made, and black pudding. There is material for the cottage sausage and head-cheese. There are apples for pies, and plenty of preserves. There is one thing the country housewife in this province will not have, and that is Valencia raisins for puddings. She will, however,

Markets in Brief

QUEBEC MARKETS

FLOUR AND CEREALS—

Manitobas jump 20c per bag.
Ontarics jump only 10c.
Extremely firm flour market.
Govt. wheat seizure has results.
Rolled oats market firm.
Big export demand for bran.

PRODUCE AND PROVISIONS—

Compound lard up $\frac{1}{4}$ - $\frac{1}{2}$ c per lb.
Good demand for pork products.
Sept. creamery 34c; new, 32 $\frac{1}{2}$ c.
Butter market firm and steady.
Advance in new-made cheese.
Poultry deliveries large.

FISH AND OYSTERS—

Mild weather upsets business.
Lower prices not expected.
Fresh ground fish scarce.
Lack of haddies and filets.
Oyster deliveries interrupted.
Lobsters a little easier.

FRUITS AND VEGETABLES—

Not much change in apples.
Malaga lemons down to \$3.50-\$4.
Malaga grapes very scarce.
Holiday demand for pineapples.
Drop in hothouse tomatoes.
Artichokes in good demand.

GENERAL GROCERIES—

Spot shelled walnuts jump 5c.
English candles up a cent lb.
Flax seed quotations up.
Canned salmon getting scarce.
Embargo on French walnuts raised.
Tomato quotations up to \$1.10.
New currants arriving in New York.
Advance in rice expected.
Redpath sugar up 10c bag.

ONTARIO MARKETS.

FLOUR AND CEREALS—

Manitoba flour higher.
Rolled oats very firm.
Bran and shorts up.
Wheat market soaring.

PRODUCE AND PROVISIONS—

Pork products all firm.
Lard slightly higher.
Dairy butter coming freely.
Storage eggs may be easier.
Honey levels up.

FRUIT AND VEGETABLES—

Drop in navels.
Florida produce selling.
Carrots slightly cheaper.
Potatoes show no change.
Onions advance again.

FISH AND OYSTERS—

No fresh trout now.
Oysters selling freely.
Cod and haddock scarce.
Bad weather hampers fishing.
Scallops coming in.

GENERAL GROCERIES—

Tea lead \$25 higher.
No relief in beans.
Currant situation serious.
Shelled walnuts higher.
Brazils also advance.
Glucose up this week.
Good crop of molasses expected.

have a good substitute in California raisins.

The scarcity of French and English specialties is being keenly felt. Pickles are missing, and it is doubtful whether they would have any sale if they were here, with the war tax on top of the regular duty. They are hard to get anyhow, although some are coming through.

CANADIAN GROCER

As for jams and marmalades, they are hard to get, and the few parcels arriving are more in nature of special favors, it is said.

Certain lines of B. C. canned salmon are getting rather scarce. In this connection, it is claimed by a firm of B. C. packers that there is quite an offering of Fraser River Pinks and Springs, with the quality of which the wholesale trade are conversant, and which may be bought below the regular prices. Buyers, says this firm of packers, should see samples before purchasing any of these goods.

There are various other changes of a minor nature. English candles are up a cent per lb., which brings quotations on 16 oz stearine to 19-20c and 14 oz. to 17-18c per lb. Flax seed advanced a cent per lb., bringing quotations to 5¼-6c per lb.

SUGAR.—It was not a surprise when on Monday last it was announced that the Canada Sugar Refineries had advanced their prices 10c per bag, thus bringing them to a level with those of the two other refineries. The three refiners are now quoting \$6.65 per 100-lb. bag for extra standard granulated. The price for all refiners in New York is \$6.15, so that the differential still remains small and out of proportion. Under these conditions, and with a rising raw market, there is a possibility of further advance in Canadian refined. The raw market is strong, sales having been made at prices higher than 4½c. A large wholesaler, speaking of the situation, used the words: "The market will probably go up again."

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Extra Ground Sugars—	
Barrels	7 00
50 lb. boxes	7 20
25 lb. boxes	7 40
Powdered Sugars—	
Barrels	7 83
50 lb. boxes	7 73
25 lb. boxes	7 20
Paris Lump—	
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Crystal Diamonds—	
Barrels	7 25
100 lb. boxes	7 35
50 lb. boxes	7 45
25 lb. boxes	7 65
Cartons	8 05
Half cartons	8 55
Crystal Dominoes, cartons	8 25

TEA.—With the sinking of the "Clan McLeod," with 3,000,000 lbs. of tea, also another vessel with probably same quantity and higher prices for tea lead, this market is firm. In Quebec City grocers are reported to be doing a bigger tea business than for years. Quebec is fast becoming a "dry" province, which may have something to do with this. Only this week the City of Three Rivers went dry. There is big demand for finest Japans and black teas—45c to 50c to the grocer.

DRIED FRUITS.—The non-arrival of currants has caused wholesalers much inconvenience, but shipment is now due

at New York. The next steamer in is the Frixos, carrying currants intended for last September and October shipment. This boat was recalled by the Government, and held in port for over thirty days, eventually being permitted to sail on November 10, and is due in New York December 7. Her cargo is one of 3,500 tons. This may have the effect of easing off prices, and it may not. One loss which the French-Canadian population will feel for Christmas is the absence of Valencia raisins. They have, however, been taking kindly to California raisins of late.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	0 09½	0 09½
Apples, choice winter, 50-lb. boxes	0 09	0 09
Apricots	0 14	0 16
Nectarines, choice	0 11½	0 11½
Peaches, choice	0 08	0 09
Pears, choice	0 13½	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 22½
Lemon	0 18	0 19
Orange	0 19	0 20
Currants—		
Filiatras, fine, loose, new	0 10½	0 10½
Filiatras, packages, new	0 11½	0 11½
Dates—		
Dromedary, package stock, old, pkg.	0 09	0 09
Paris, choicest	0 12½	0 12½
Hallowee, loose, new	0 07½	0 07½
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½	0 11½
1 lb. glove boxes, each	0 12	0 12
Cal. bricks, 10 oz.	0 09½	0 11
Cal. bricks, 16 oz.	0 10	0 11
Cal. layers	0 10	0 11
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 13	0 13
30 to 40, in 25-lb. boxes, faced	0 11½	0 11½
50 to 60, in 25-lb. boxes, faced	0 10½	0 10½
60 to 70, in 25-lb. boxes, faced	0 10	0 10
70 to 80, in 25-lb. boxes, faced	0 09½	0 09½
80 to 90, in 25-lb. boxes, faced	0 09	0 09
90 to 100, in 25-lb. boxes, faced	0 08½	0 08½
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, \$2.80; 4-crown cluster	3 75	0 09
Muscata, loose, 3-crown, lb.	0 09	0 12½
Cal. seedless, 16 oz. pkgs.	0 11	0 11
Fancy seeded, 16 oz. pkgs.	0 11	0 10
Choice seeded, 16 oz. pkgs.	0 10	0 10

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

NUTS.—When it was stated a week ago that the French Government had placed an embargo on the exportation of shelled walnuts, our information was correct. The cable read as follows: "Goods stopped Bordeaux. Exportation prohibited. Cabling when prohibition removed." It might be gathered from above that removal of the embargo was expected at once. It was removed on Monday of this week. It had the effect, though, of strengthening the walnut market. Because of scarcity of spot shelled walnuts, some local houses raised their prices 5c per lb., their quotations being 40-42c. When the embargo was removed, it was announced that these prices would hold, as walnuts were scarce. It was added that when the new crop arrived, market might soften. One can never be too sure about those new shelled walnuts; some have arrived already, but whether everybody will receive their supply or not remains to be seen. Wholesalers here, and some importers, are a little afraid. It is hinted that the "Corsican" has not as many walnuts on board as was expected. The ship which follows her will be a little late.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 15	0 16
Marbots	0 13½	0 14½
Shelled walnuts, new, per lb.	0 40	0 42
Shelled almonds, 28-lb. boxes, per lb.	0 44	0 45
Sicily filberts	0 13½	0 15
Filberts, shelled	0 20	0 21
Pecans, large	0 20	0 21
Brazils, large, washed	0 20	0 22
Peanuts, American, roasted	0 09½	0 12

RICE.—The situation is peculiar. In fact, it is hard to find out what is the situation. Consensus of opinion seems to be that there will likely be a marked advance, as conditions seem to shape that way. That is a vague way of stating the situation, but things are so hazy, it is impossible to state matters more plainly. A wholesaler summed up the situation as follows: "The prospect of a strengthening market is due to fact that in near future demand may be larger than supply." It is noted that quotations of the Imperial Milling Co. have been considerably advanced during past week, the only reason given apparently being that prices have got to be higher. Whether the local mill will follow remains to be seen. Of late they have been saying little.

Rangoon Rices—	Per cwt.
Rangoon "A"	3 97
"C.C."	3 65
India bright	4 00
Lustre	4 10
Fancy Rices—	
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 20
Snow	5 20
Polished	1 10
Pearl	4 40
Mandarin, Patna	4 00
Java Onyx	7 50

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.
Bags, 224 lbs.	0 06½
Half bags, 112 lbs.	0 06½
Quarter bags, 56 lbs.	0 06½
Velvet head Carolina	0 09
Sago, brown	0 06½
Tapioca—	
Pearl, lb.	0 07
Seed, lb.	0 07

SYRUPS AND MOLASSES.—Little can be added to what was said a week ago regarding this market. It is certain there will be some December molasses shipments, but it will not be much. The advancing sugar market is undoubtedly having its effect on molasses market, but sugar cannot always remain high. Just now it is paying planters to make all the molasses they can. When the big crop comes in March will be the time to ask what they are going to make, molasses or sugar? Then, as last year, it will depend on sugar market.

Barbadoes Molasses—	Price for	
	Fancy.	Choice.
Punchons	0 58	0 48
Barrels	0 61	0 51
Half barrels	0 63	0 53
For outside territories prices range about 3c lower.		
Carload lots of 20 punchons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels per lb., 3½c; ¼ bbls., 4c; ¼ bbls.	0 04½	
Pails, 8¾ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ½ doz. in case	2 97	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 4½c; ¼ bbls.	0 05	
Cases, 2 lb. tins, 2 doz. in case	3 00	

COFFEE.—There have been no change in prices for past two months or so. The coffee trade is good at this season.

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son—much better than in the summer. November and December always bring an increase in consumption. There is considerable consumption of compound coffee in this province, and it is reported that after the first of the year, the Government will take action where compound coffees are being invoiced as pure coffee.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 26
Mexican	0 25
Maricao	0 22
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicory	0 14

SPICES—This is a runaway market just now, and high prices being paid in first market are bound to be felt sooner or later by retailers. Some dealers have advanced prices; others will delay action until after the first of year. Business just now is good with wholesalers. The question of sage is getting to be a serious one, although not so much for retailer as for the large meat packer. There is little high-grade sage on this market; it comes from Austria—the entmy—and, anyway, costs 45-50c laid down here. It used to cost 2½-3c. Supplies of following were reported at a low ebb in New York this week: Black peppers, cloves, nutmegs, mace, Saigon Batavian and China cassias, Jamaica and "D" Cochin gingers, paprika, herbs and many other seeds.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins.
Allspice	0 16	0 69	0 23
Cassia	0 22	0 89	0 29
Cayenne pepper	0 28	0 95	0 35
Cloves	0 28	1 06	0 35
Cream tartar—60c.			
Ginger, Cochin	0 22	0 29	0 29
Ginger, Jamaica	0 23	1 00-1 15	0 31
Mace	0 80	0 90	1 00
Nutmegs	0 40	2 40	0 75
Pepper, black	0 22	0 90-1 00	0 29
Pepper, white	0 30	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 14-0 16		
Turmeric	0 21-0 23		

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

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 20	0 22
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies		0 35
Shredded coconut, in pails	0 18½	0 22
Pimento, whole		12-15

DRIED VEGETABLES.—The situation is not much changed. There are more beans coming in, but many of them are being refused, quality being much inferior to what was bought. There was a case this week of 5-lb. pickers, which only came up to 8 lb. when tested, which is a difference of 25c per bushel. It is stated that some farmers are shipping stuff and taking chances on making an allowance. As one dealer put it: "We are not looking for allowances; we want the goods in this province." So that bean market continues comparatively firm. Peas are about same. Some can be bought for \$2.85, but they are not guaranteed at that price. Good boilers cost \$3 to \$3.25.

Beans—	
Canadian, 3-lb. pickers, per bushel.....	4 35
Yellow eyes, per bushel	4 20
Lima, per lb.	0 08 0 08½
Peas, white soup, per bushel	3 00
Peas, split, bag, 98 lbs.	5 50
Barley, pot, per bag	3 00
Barley, pearl, lb.	0 04¼ 0 05

MONTREAL

CANNED GOODS.—As was stated last week, one of the largest Montreal houses raised prices on tomatoes to \$1.10.

Canned Vegetables—	
Beans, string, doz.	0 95
Corn, 2's, doz.	0 95
Peas, standard, doz.	0 95
Peas, Early June, doz.	0 97½
Tomatoes, 3's, doz.	1 10
Pork and beans, 3's, doz.	1 45
Pork and beans, 1's, doz.	0 65
Pork and beans, family size	1 05
Canned Fruits—	
Apples, gallon, doz.	3 25
Canned Fish—	
Sardines, Canadian, case	3 25

ONTARIO MARKETS

Toronto, Dec. 9.—A topic of interest on the street is the sinking of the "Clan McLeod" the other day, with anywhere from three to four million pounds of tea aboard, amongst which were, doubtless, some shipments for this market. This recalls the losses of the "City of Winchester" and the "Diplomat," some months ago, when the activities of the "Emden" deprived consignees of something like seven million pounds of tea. Such losses are bound to have an effect on the market tone.

By the way, a factor which would presumably work towards higher prices for package teas is the increase in the cost of tea lead. This has advanced \$25 per ton in one month, which is a phenomenal gain.

Christmas buying proceeds apace, but it cannot be said to be heavy as yet. There is a general feeling that Christmas will be on people before they know it, and certainly the public—though doubtless it will warm up immediately preceding Christmas Day—so far displays a lack of interest. Indications are, so the wholesalers say, however, that Christmas buying will be heavier this year than last, and it looks quite certain now that there will be a shortage in many Christmas lines.

Take the question of currants, for instance. Very few have adequate stocks at present. Most jobbers seem to be waiting for the "Frixas" to come in. She was due to dock this week, but even if she does, it will take about a week to ten days to unload and about five days to get the stuff here, so that dealers will be lucky if they get supplies in time for the Christmas trade.

California Valencias are selling on this market for the first time, and they are the only Valencias to be had. Only ten cars of Spanish stock came to Canada this year out of a normal import of two hundred. That's an indication of the shortage. California Valencias are in big demand.

SUGAR.—The market is strong, though there is not much demand. It is said that there is liable to be a shortage on refined. The two refiners who only advanced 15c last week are now up the remaining 10c which most refiners added. Spot sugars and nearby shipments are scarce. The basic condition of short supplies of raws is still main factor. Whether buying has let up remains to be seen. If it has, we may look for strength, but no advances. If not, there are those who think sugar will be higher yet. This present close clean-up of old sugars is a unique condition for this market.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 66
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 86
Cartons (20 to case)	8 01
Cartons (50 to case)	8 91
Crystal Dominoes, cartons	8 36
Paris Lump—	
100 lb. boxes	7 36
50 lb. boxes	7 86
25 lb. boxes	7 86
Yellow Sugars—	
No. 1	6 31
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—A cable received Tuesday characterized the Indian market as a "little firmer." A recent cable from Calcutta was stimulating, though some people expect a rather bearish report, owing to heavy sales. Russia bought heavily—it announced—of all grades, lifting prices by three-quarters of a cent. The same despatch said that freights were scarce, which may possibly explain a recent statement that teas purchased at the sale could not go through the usual route—that is, the Suez Canal. This may forecast, some think, its closing.

A factor in firming prices of Ceylon tea is the announcement of a duty. This, we learn, amounts to a cent and a half a pound on all teas from Ceylon.

Tea lead is up \$25 a ton. Another "higher-price" factor.

The "Clan McLeod," with over thirty thousand chests of tea on board—it is computed—was sunk last week-end. Another cable on Tuesday reported sinking of another vessel with probably a similar amount—6,000,000 lbs., would mean two months' supply for Canada.

SYRUPS AND MOLASSES.—The higher corn market is a factor in corn syrups, and while these have not advanced, they are considerably firmer. Glucose, too, was up yesterday. That is another factor.

There is nothing new in the present molasses situation, and our quotation still holds good. An authority from Barbadoes, who was in town this week, says that the new Barbadoes crop will

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be the largest in twenty-five years. This applies to sugars, too. Prices are expected to be lower, and quotations on December shipments—January delivery—bear out the expectation. A still further drop, it is assumed, will take place in February or March.

Com Syrups—
 Barrels, per lb. 3% c; 1/2 bbls., 4c; 1/4 bbls. 0 04 1/4
 Pails, 38 1/2 lbs., \$1.95; 25 lbs. 1 40
 Cases, 2 lb. tins, 2 1/2 doz. in case 2 65
 Cases, 5 lb. tins, 1 doz. in case 3 50
 Cases, 10 lb. tins, 1/2 doz. in case 2 30
 Cases, 20 lb. tins, 1/4 doz. in case 2 85

Cane Syrups—
 Barrels, lb., 4% c; 1/2 bbls. 0 05
 Cases, 2 lb. tins, 2 doz. in case 3 00

Molasses—
 Fancy, gallon 0 60 0 65

DRIED FRUITS.—The advance of 1c last week in both orange and lemon peels has been followed by another similar increase, and we quote both at 17c to 18c. Demand is heavy, and spot stocks are on light side. Citron peel is also firm at present quoting. Prunes are steadier. They have eased up a little in primary market, and demand is not so heavy here, because, of course, they are not a Christmas line. As to raisins, seedless varieties are practically unobtainable, and what there are are firm at figures quoted below. There has been a big advance in primary market in peaches. Choice sell at anything from 7c to 9c. Those who had good stocks can sell at lower figure, but on more recently acquired supplies the higher price applies. California Valencias are in, and are taking the place of Spanish, of which only about ten cars came to Canada this year out of normal import of two hundred. Californians are fetching 8 3/4 c to 9c; firm quotations, and there is a big demand. Dates and evaporated apples show little change. As to currants, these are firmer than ever. They seem to have taken the position this year that walnuts did last—i.e., the trade does not know whether it will have them for Christmas or not. The "Frixas," so long delayed, is only due to dock in New York this week. There will be the usual 7-10 days spent in unloading and another 5 days on the journey, so that it will be pretty late by the time supplies get to trade here. It is expected that currants will be pretty well cleaned up by the end of December, and we hear that speculative buying is going on, buyers foreseeing higher levels when all stocks are cleaned up. It looks as if currants after Christmas would be dearer than before.

Apples, evaporated, per lb. 0 08 0 08 1/2
Candied Peels—
 Lemon 0 17 0 18
 Orange 0 17 0 18
 Citron 0 22 0 25

Currants—
 Filigras, per lb. 0 12 0 13
 Ananas, choicest, per lb. 0 12 1/2 0 13 1/2
 Patras, per lb. 0 13 0 14
 Vostizans, choice 0 16 0 17
 Cleaned, 1/2 cent more.

Dates—
 Fardis, choicest, 12-lb. boxes 0 09 0 10
 Fardis, choicest, 50-lb. boxes 0 09 0 09 1/2
 Package dates 0 07 1/2 0 08
 Hallowees 0 07 1/2 0 08

Prunes—
 30-40s, California, 25-lb. boxes 0 13 0 14
 40-50s, 25-lb. boxes 0 12 0 12 1/2
 60-60s, 25-lb. boxes 0 10 0 11
 60-70s, 50-lb. boxes 0 10 0 10 1/2

70-80s, 50-lb. boxes 0 09 1/2 0 10 1/2
 80-90s, 50-lb. boxes 0 08 1/2 0 09
 90-100s, 50-lb. boxes 0 07 1/2 0 08 1/2
 25 lb. boxes, 1/2c more.

Peaches—
 Choice, 50 lb. boxes 0 06 1/2 0 07 1/2
 25-lb. boxes, 1/2c more.

Raisins—
 Valencia 0 15 0 16
 Seedless, fancy, 1 lb. packets 0 10 1/2 0 11 1/2
 Seedless, choice, 1 lb. packets 0 09 1/2 0 10 1/2
 Seedless, choice, 12 oz. 0 08
 Seedless, 16 oz. packets 0 11 1/2 0 12
 Seedless, 12 oz. packets 0 10

NUTS.—Large washed Brazils, on a heavy Christmas demand, are up to 19c and 20c. This is advance from last week of fully two cents. There are still few, if any, new walnuts, in the shell, in stock. Freshly cracked are finding big demand, however. Shelled almonds are up a couple of cents, and we quote 38c to 40c. France recently put an embargo on exported nuts, in common with some other foodstuffs. The embargo has since been lifted. The report of the embargo caused a deal of activity in the New York market. Some shipments of French walnuts were received in New York this week in fairly heavy quantities, and buying was active there.

In Shell—

	Per lb.
Almonds, Tarragona	0 17 1/2 0 18
Brazils, medium, new	0 15 0 16
Brazils, large, washed, new	0 19 0 20
Chestnuts, peck	1 75 2 00
Filberts, Sicily, new	1 4 0 15
Peanuts, Jumbos, roasted	0 12 1/2 0 13 1/2
Peanuts, hand-picked, roasted	0 11 0 11 1/2
Peanuts, fancy, roasted	0 09 0 10
Pecans	0 17 0 18
Walnuts, Grenoble	0 15 0 16
Walnuts, Bordeaux	0 11 0 12
Walnuts, Marbots	0 13 0 14

Shelled—

	Compound per lb.	Pure per lb.
Almonds	0 42	0 44
Filberts	0 35	0 35
Peanuts	0 11	0 11 1/2
Pecans	0 55	0 60
Walnuts	0 38	0 40

SPICES.—The market is firmer in tone, especially for peppers. Cables recently have been high, and the New York market has found them so much so that business received check. A good grinding demand is felt for other specialties. Spot stocks here as a rule are only moderate, and are strongly held. Jamaica ginger is firm. So are cloves and cream of tartar.

Spices—

	Compound per lb.	Pure per lb.
Allspices, ground	0 10	0 16
Allspices, whole	0 15	0 15
Cassia, whole	0 21-0 22	0 21-0 22
Cassia, ground	0 14-0 16	0 22-0 30
Cinnamon, Batavia	0 27-0 35	0 27-0 35
Cloves, whole	0 30-0 38	0 30-0 38
Cloves, ground	0 18-0 22	0 30-0 37
Cream of tartar	0 48-0 50	0 48-0 52
Curry powder	0 30-0 55	0 30-0 55
Ginger, Cochin	0 15-0 17	0 18-0 22
Ginger, Jamaica, ground	0 18-0 21	0 25-0 32
Ginger, Jamaica, whole	0 28-0 32	0 28-0 32
Ginger, African, ground	0 14-0 18	0 14-0 18
Mace	0 90-1 00	0 90-1 00
Nutmegs, brown, 60s, 52c; 80s, 42c; 100s	0 30	0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	0 50	0 50
Pastry spice	0 22-0 25	0 22-0 25
Peppers, black, ground	0 14-0 18	0 22-0 26
Peppers, black, whole	0 21-0 25	0 21-0 25
Peppers, white, ground	0 19-0 24	0 34-0 36
Peppers, white, whole	0 34-0 36	0 34-0 36
Pickling spice	0 16-0 20	0 16-0 20
Turmeric	0 18-0 30	0 18-0 30

BEANS.—The same quotations still apply, and there is little relief in situation. An Ontario shipper recently refused to undertake to supply more than one car. He said he wasn't sure he could do it. Quality is also below normal this year.

As to blue peas, the scarcity is very pronounced. A despatch from England records the same position there, too.

Beans, hand-picked, bushel 4 50 4 75
 Peas, blue, bushel 3 00 3 25

RICE.—It is expected demand will be quiet till after the holidays, as attention is concentrated on Christmas lines more than on staples. Southern planters are experiencing what is, for the moment, a dull time. There is the usual even trade here.

Itice—
 Rangoon "B," per cwt. 4 00
 Rangoon, per cwt. 4 00 4 00
 Rangoon, fancy, per cwt. 5 00
 Patna, fancy 0 07 1/2 0 09

Tapioca—
 Pearl, per lb. 0 07 0 07 1/2
 Seed, per lb. 0 07 0 07 1/2
 Sago, brown, per lb. 0 05 1/2 0 05 1/2

TORONTO

CANNED GOODS.—It is predicted that we shall see higher levels on both vegetables and fruit in the spring. For the present, however, the market is quiet, though prices are firm enough.

Salmon, Sockeye—
 1 lb. talls, cases, 4 doz., per doz. 2 52 1/2
 1 lb. flats, cases 4 doz., per doz. 2 72 1/2
 1/2 flats, cases 8 doz., per doz. 1 57 1/2
 Five cases or more, 2 1/2c doz. less than above.

Chums, 1-lb. talls 0 90
Pinks, 1-lb. talls 1 20
Cohoes, 1-lb. talls 1 45
Red Springs, 1-lb. talls 2 00
Humpback, 1/2-lb. tins 0 50

Canned Vegetables—
 Tomatoes, 3's 1 12 1/2 1 17 1/2
 Peas, standards 0 97 1/2
 Early June peas 0 97 1/2
 Extra sifted peas 1 47 1/2
 Corn, 2's, doz. 0 97 1/2

Fruits—

3's Apples, Standard	1 05
3's Apples, Preserved	1 20
Gals. Apples, Standard	3 50
Gals. Apples, Preserved	4 25
2's Blueberries (Huckleberries), Standard	1 55
2's Blueberries (Huckleberries), Preserved	1 30
Gals. Blueberries (Huckleberries), Standard	6 50
2's Cherries, Red (pitted), light syrup	1 50
2's Cherries, Black, pitted, heavy syrup	1 90
2's Cherries, Black, not pitted, heavy syrup	1 55
2's Cherries, Red, pitted, heavy syrup	1 90
2's Cherries, Red, not pitted, heavy syrup	1 55
Gals. Cherries, Red, pitted	8 50
Gals. Cherries, Red, not pitted	8 00
2's Cherries, White, pitted, heavy syrup	1 90
2's Cherries, White, not pitted, heavy syrup	1 55
2's Currants, Black, heavy syrup	1 50
2's Currants, Black, Preserved	1 80
Gals. Currants, Black, Standard	5 25
Gals. Currants, Black, solid pack	8 25
2's Currants, Red, heavy syrup	1 50
2's Currants, Red, Preserved	1 90
Gals. Currants, Red, Standard	5 25
Gals. Currants, Red, solid pack	8 25
2's Gooseberries, heavy syrup	1 50
2's Gooseberries, Preserved	1 80
Gals. Gooseberries, Standard	7 25
Gals. Gooseberries, solid pack	8 50
2's Grapes, White, Niagara, Preserved	1 50
Gals. Grapes, White, Niagara, Standard	3 50
2's Lawtonberries (Blackberries), heavy syrup	2 00
2's Lawtonberries (Blackberries), light syrup	1 50
2's Lawtonberries, Preserved	2 25
Gals. Lawtonberries, Standard	7 00
2's Peaches, White, heavy syrup	1 50
2 1/2's Peaches, White, heavy syrup	1 90
1's Peaches, White, heavy syrup	2 40
1 1/2's Peaches, Yellow, heavy syrup, talls	1 25
1 1/2's Peaches, Yellow, flats, heavy syrup	1 50
2's Peaches, Yellow, heavy syrup	1 50
2 1/2's Peaches, Yellow, heavy syrup	1 90
3's Peaches, Yellow, heavy syrup	2 20
3's Peaches, Yellow, whole, heavy syrup	2 20
3's Peaches, Pie, not peeled	1 20
3's Peaches, Pie, peeled	1 75
Gals. Peaches, Pie, not peeled	3 25
Gals. Peaches, Pie, peeled	5 00
Gals. Pie Fruits, assorted (add 5%)	1 75
2's Pears, Bartlett, heavy syrup	2 10
2 1/2's Pears, Bartlett, heavy syrup	2 25
3's Pears, Bartlett, heavy syrup	2 75
2 1/2's Pears, Flemish Beauty, heavy syrup	2 10
3's Pears, Flemish Beauty, heavy syrup	2 25
2's Pears, Keiffers, heavy syrup	1 60
2 1/2's Pears, Keiffers, heavy syrup	1 75
3's Pears, Keiffers, heavy syrup	1 85
2's Pears, light syrup, Globe	1 20
3's Pears, light syrup, Globe	1 50
3's Pears, Pie, not peeled	1 20
3's Pears, Pie, peeled	1 50
Gals. Pears, Pie, peeled	4 00
Gals. Pears, Pie, not peeled	3 00
2's Pineapple, Sliced, heavy syrup	2 10
2's Pineapple, Shredded, heavy syrup	1 50
3's Pineapple, Whole, heavy syrup	2 10
3's Pineapple, Whole, heavy syrup	2 50
2's Pineapple, Sliced, Hygeian Brand	1 00
2's Plums, Damson, light syrup	1 00
3's Plums, Damson, light syrup	1 15
2's Plums, Damson, heavy syrup	1 15
3's Plums, Damson, heavy syrup	1 55
Gals. Plums, Damson, Standard	3 00

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2's Plums, Egg, heavy syrup	1 10
2 1/2's Plums, Egg, heavy syrup	1 50
3's Plums, Egg, heavy syrup	1 00
2's Plums, Green Gage, light syrup	1 15
3's Plums, Green Gage, heavy syrup	1 40
3's Plums, Green Gage, light syrup	1 60
3's Plums, Green Gage, heavy syrup	1 60
Gals. Plums, Green Gage, Standard	3 30
2's Plums, Lombard, light syrup	1 00
2 1/2's Plums, Lombard, light syrup	1 30
3's Plums, Lombard, light syrup	1 50
2's Plums, Lombard, heavy syrup	1 10
2 1/2's Plums, Lombard, heavy syrup	1 30
3's Plums, Lombard, heavy syrup	1 60
Gals. Plums, Lombard, Standard	3 25
2's Raspberries, Black, heavy syrup	2 10
2's Raspberries, Black, light syrup	1 50
2's Raspberries, Black, Preserved	2 25
Gals. Raspberries, Black, Standard	7 25
Gals. Raspberries, Black, solid pack	9 50
2's Raspberries, Red, heavy syrup	2 10
2's Raspberries, Red, light syrup	1 50
2's Raspberries, Red, Preserved	2 40
Gals. Raspberries, Red, Standard	7 40
Gals. Raspberries, Red, solid pack	9 25
2's Rhubarb, Preserved	1 65
3's Rhubarb, Preserved	2 50
Gals. Rhubarb, Standard	3 50
2's Strawberries, heavy syrup	2 25
2's Strawberries, Preserved	2 40
Gals. Strawberries, Standard	7 75
Gals. Strawberries, solid pack	9 75

MANITOBA MARKETS

Winnipeg, Dec. 8.—General business conditions are steadily improving. The money so far obtained for the crop is being spread around, collections are on the whole considered as satisfactory and bank clearings last week were very large being close to \$60,000,000.

The Government's action in commanding the wheat stored in the terminals at the lake heads and eastward was at first feared as likely to disorganize the wheels of commerce, but it has already passed into history and the only effect so far apparent is to have caused an advance in grain prices.

Wholesale grocers report country trade as remarkably good and city business as quite satisfactory. Christmas specialties are now moving out freely and dried fruits and nuts are naturally lines that are in the hey-day of activity.

The price changes of importance are advances in sugars and flour and a decline in syrups.

SUGARS.—Sugar shows a total advance of 25 cents per cwt. in last 10 days, and is now on the basis of \$7.25 per cwt. for standard granulated. There is a general impression here that prices will go higher in near future. Corn syrups are in fair demand, as butter prices are going up.

Sugar, Eastern—		Per cwt.
		in sacks.
Standard granulated	7 25	
Extra ground or icing, boxes	8 10	
Extra ground or icing, bbls.	7 90	
Powdered, boxes	8 40	
Powdered, bbls.	7 40	
Hard lump (100-lb. case)	7 60	
Montreal, yellow, bags	6 85	
Sugar, Western Ontario—		
Sacks, per 100 lbs.	7 15	
Halves, 90 lbs., per cwt.	7 95	
Bales, 20 lbs., per cwt.	8 10	
Powdered, 50s	7 65	
Powdered, 25s	8 00	
Icing, barrels	7 95	
Icing, 50s	8 20	
Cut loaf, barrels	8 05	
Cut loaf, 50s	8 90	
Cut loaf, 25s	8 45	
Sugar, British Columbia—		
Extra standard granulated	7 20	
Bar sugar, bbls.	7 35	
Bar sugar, boxes	7 60	
Icing sugar, bbls.	7 55	
Icing sugar, boxes	7 20	
H. P. lumps, 100-lb. cases	7 25	
P. lumps, 25-lb. boxes	8 30	
Yellow, in bags	6 80	
Corn Syrup—		
2s, per case 2 doz.	2 65	
3s, per case 1 doz.	2 90	
10s, per case 1/2 doz.	2 85	

20s, per case 1/2 doz.	2 87
1/2 barrels, lb.	0 04 1/2
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 60
10-lb. tins, 1/2 doz. to case, per case	3 50
20-lb. tins, 3 tins to case per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—		Per gal.
Barbadoes	0 63	
New Orleans	0 34	
Maple Syrups—		Per case.
Imperial, quarts, case, 2 doz.	5 40	
Imperial, 1/2 gals., 1 doz.	5 55	
New, pure, 1/2 gal. case	9 00	
New, pure, 1/4 gal., quarts, case 2 doz.	9 70	
New, pure, quart bottles, case 2 doz.	9 75	
Butter, No. 1 creamery, lb.	0 25	

DRIED FRUITS.—There are no features of special interest in the dried fruit lines; there is reasonable activity and country shipments are heavier than usual.

Apples, evaporated, new, 50's	0 10%
Apricots, choice, 25's	0 14%
Apricots, choice, 10's	0 12%
Currants—	
Dry clean	0 11%
Washed	0 12
1 lb. package	0 12 1/2
2 lb. package	0 25
Vostizzas, bulk	0 14
Dates—	
Hallowee, loose, per lb.	0 18
Hallowee, 1-lb. pkgs.	0 07 1/2
Fard dates, 12-lb. boxes	1 25
Peaches—	
Choice, 25-lb. boxes	0 06
Choice, 10-lb. boxes	0 07
Raisins, Muscatels—	
3 crown, loose, 25's	0 09 1/2
3 crown, loose, 50's	0 09
Raisins, Sultanias—	
California, 50's	0 13
Prunes—	
90 to 100, 25s	0 07%
70 to 80, 25s	0 08
80 to 90, 25s	0 08 1/2
60 to 70, 25s	0 09%
50 to 60, 25s	0 09%
40 to 50, 25s	0 10%
Table Layer Figs—	
7-crown, 35-lb. boxes, per lb.	0 17 1/2
5-crown, 10-lb. boxes, per lb.	0 14%
4-crown, 10-lb. boxes, per lb.	0 14
3-crown, 10-lb. boxes, per lb.	0 12%
Glove boxes, per doz.	1 25
Cooking figs, taps, about 5 lbs. lb.	0 09

DRIED VEGETABLES.—

Beans—	
California, hand-picked, per bushel	4 40
California Lima Beans—	
Bag lots	0 07 1/2
Less than bag lots	0 06 1/2
Barley—	
Pot. per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 00
Sacks, 40's	3 02
Whole peas, bushel	2 87

RICE AND TAPIOCA.—

Rice and Tapioca—	
No. 1 Japan, per lb.	0 05 1/2
No. 2 Japan, per lb.	0 04 1/2
Sia, per lb.	0 03 1/2
Patna, per lb.	0 07 1/2
Carolina, per lb.	0 06 1/2
Sago, pearl, lb.	0 06
Tapioca, pearl	0 05 1/2, 0 06

COFFEE.—Market steady with advancing tendency. Good local demand.

Coffee—	
Green coffee, No. 7 Rio	0 12 1/2, 0 12%
Green coffee, No. 5 Rio	0 13 1/2, 0 14
Green Santos	0 15 1/2, 0 15%
Roasted Rio	0 17 1/2, 0 18
Santos	0 21 1/2, 0 22 1/2
Baraciabo	0 24, 0 26

PEPPER.—Very strong, with an advance of 1/2 to 3/4c within last week.

Pepper—	
Ground black	0 21 1/2, 0 22
Ground white	0 32, 0 33

WINNIPEG

FLOUR AND CEREALS.—Owing to the condition of the wheat market, flour has been unsettled with an upward tendency. There have been three advances during the week, and the price for best patents is now \$6.40. At present, market is still firm.

Flour—	
Best patents	6 40

Bakers	5 90
Clears	5 20
XXXX	4 10
Cereals—	
Rolled oats, 80 lbs.	2 20
Oatmeal, standard and gran., 98 lbs.	2 70
Cornmeal	2 25

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Dec. 9.—Flour has been advanced by millers 30c per sack, and sugar is up 20c since last report. White beans are scarce at \$7.50 per cwt. Kraft paper has gone up 80c hundred. Shelled walnuts will apparently be very scarce before end of year. Currants are hard to get in quantities. California grapefruit is \$3.50 per case, and Floridas \$5. Navel oranges are easier at \$3.50 to \$4. Apples: No. 1 are \$1.75 to \$2 box, and cooking \$1 to \$1.25.

General—	
Beans, small white Japan, lb.	0 07 1/2
Flour, No. 1 patent, 98's	3 15
Molasses, extra fancy, gal.	0 67
Rolled oats, bail	2 70
Rolled oats, 80s	2 30
Rice, Siam, cwt.	4 00
Potatoes, local, per bush.	0 35
Sugar, pure cane, granulated, cwt.	7 95
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30
Produce and Provisions—	
Cheese, new, Ontario, large, per lb.	0 19 1/2
Butter, creamery, lb.	0 34
Butter, No. 1, dairy, lb.	0 30
Eggs, select, storage, case	10 00
Lard, pure, 3s, per case	9 60
Lard, pure, 5s, per case	9 55
Bacon, smoked backs, per lb.	0 21
Bacon, smoked bellies, per lb.	0 22 1/2
Canned Goods—	
Tomatoes, 3s, standard, case	2 85
Corn, 2s, standard, case	2 25
Peas, 2s, standard, case	2 35
Tomatoes, gals., case	2 10
Apples, gals., Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 90
Raspberries, 2s, Ontario, case	4 50
Salmon, finest sockeye, talls, 4x1s, cs.	10 00
Salmon, pink, talls, 4x1s, per case	4 50
Lobster, 1/2s, per doz.	2 65
Dried Fruits—	
Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 11 1/2
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 10
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10
Fruits and Vegetables—	
Apples, No. 1, box	1 75
Apples, cooking, box	1 00
Grapefruit, Cal.	3 50
Grapefruit, Florida, case	5 00
Oranges, navels, case	3 50
Onions, B.C., ton	32 00
Lemons, case	5 00
Peaches, crate	0 90
Tomatoes, Cal., crate	2 00

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Dec. 9.—Christmas business is exceptionally good, and collections are fine. Two advances have occurred on sugar since the 3rd, making a total of 20c per hundred pounds. This makes advance of 35c in last two weeks. First patents flour advanced 20c per barrel on the 6th. Local flour went up on Tuesday 10c. Spices and fancy molasses show an upward tendency. Chicory prices are firm. Salt advanced beginning of the month. Small shipments of peel are arriving periodically and distributed from Winnipeg. No direct shipment is through here at present. New crop evaporated apples are arriving, bringing higher prices. Cheese has advanced half a cent. Chocolate is higher by 2c per pound. Rice has advanced \$3 per ton.

CANADIAN GROCER

General—	
Beans, Ashcroft, lb.	0 06½
Beans, white navy, per bush.	4 20
Bran, ton	18 00
Coffee, whole roasted, Rio	0 18
Potatoes, per bush.	0 45
Rollod oats, 20's, 8c; 40's	1 60
Rollod oats, ball, 82-30; 80's	1 75
Flour, fancy patents, 98-lb.	3 15
Flour, seconds	2 90
Rice, Siam, per cwt.	4 05
Shorts, ton	20 00
Sugar, standard gran., per cwt.	7 95
Sugar, yellow, per cwt.	7 55
Walnuts, shelled, lb.	0 38
Produce and Provisions—	
Cheese, lb.	0 18½
Bacon, lb., 20c; bellies, lb.	0 20½
Butter, creamery, per lb.	0 32
Butter, dairy, No. 1, 27c; No. 2	0 22
Eggs, extra, per doz.	0 40
Eggs, No. 1	0 32
Eggs, No. 2	0 30
Lard, pure, 5's, per case	9 00
Lard, pure, 5's, per case	9 85
Lard, 10's, per case	9 75
Lard, pure, 20's, each	3 23
Canned Goods—	
Corn, standard, per two dozen	2 25
Peas, standard, 2 dozen	2 25
Peas, standard, 2 dozen	2 20
Plums, Lombard	2 25
Peaches	3 55
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per 2 doz.	2 85
Salmon, sockeye, 4 doz. talls, case, 1s	9 65
Salmon, pink, case	4 14
Cohoos, 1's, \$5.80; humpbacks, 1's.	4 35
Lobster	2 35
Dried Fruits—	
Evaporated apples, 50's	0 10½
Apricots, 25's	0 12
Peaches, 25's	0 07
Peas, 25's	0 12
Prunes, 90-100, 25's, unfaced	0 07

SASKATCHEWAN MARKETS

Regina, Dec. 9.—Sugar and flour have both advanced here. Flour advanced 15c a sack early last week and 5c more on December 4. Sugar advanced altogether 25c. Creamery butter has advanced to 36c, and eggs remain scarce at 45c. Cheese has advanced, and is now quoted at 19¾c and 197/8c. White beans (Ontario) are much higher at \$4.50. Prunes are up to 12¾c lb.

Produce and Provisions—	
Butter, creamery, per lb.	0 36
Butter, dairy, No. 1	0 27
Cheese, per lb.	0 19½
Eggs, new laid	0 45
Eggs, fancy, storage	0 35
Eggs, good, storage	0 30
Lard, 3's, per case	9 45
Lard, 5's, per case	9 30
Lard, 10's, per case	8 30
Lard, 20's, per case	12 10
General—	
Beans, Ontario, per bushel	4 60
Coffee, whole roasted, Rio	0 17½
Cream of tartar, lb.	0 50
Cococanut, lb.	0 19
Cornmeal, ball	2 86
Apricots, per lb.	0 12
Flour, 98's	3 20
Rollod oats, 80's	2 30
Rice, per cwt.	3 90
Onions, 100 lbs.	1 60
Sugar, standard, gran., per cwt.	7 64
Sugar, yellow, per cwt.	7 24
Walnuts, shelled, 41c; almonds	0 41
Canned Goods—	
Apples, gals., case	1 65
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Peaches	3 10
Raspberries, \$4.35; Strawberries	4 73
Tomatoes, standard, per case	2 60
Salmon—	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, ½'s	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, Washington, bbl.	1 75
Celery	0 10
Cranberries, per bbl.	10 50
Lemons	5 00
Oranges, Valencia	5 75
Potatoes, bushel	0 65
Dried Fruits—	
Currants, per lb.	0 13
Prunes, 70-80, 25's, lb.	0 12½
Evaporated apples, 50's, lb., 10¼c; 25's, 10¼c; 35's	0 12

NEW BRUNSWICK MARKETS

By Wire.

St. John, Dec. 9.—The flour market is holding the chief interest with an ad-

vance of 25c in Manitoba, Tuesday. Price is now \$7.25; Ontario higher, also, at \$6.80. Market strong, and dealers are expecting still firmer tone. Sugar is stronger following the strengthening of raws. Dealers say market is speculative, but anticipate advance. Beans are still climbing, hand-picked being \$4.40 to \$4.50, and yellow \$4.50 to \$4.60. Currents are now higher than raisins, as market is scantily stocked. Price is now 12c to 13c. Rice has advanced to \$4.60 to \$4.70. Eggs are scarce, fresh advancing to 54c to 56c; case are unchanged. Creamery butter is higher at 32c to 34c, and dairy at 27c to 30c. Stocks are none too plentiful. Potatoes are disappointing, prices being firmer. Business is brightening for Christmas trade, and orders continue satisfactory. Collections are average.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 90
Pork, American clear, per bbl.	26 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid	0 54
Eggs, case, per doz.	0 32
Lard, compound, per lb.	0 13
Lard, pure, per lb.	0 15
Cheese, new	0 18

Flour and Cereals—	
Cornmeal, gran.	5 75
Cornmeal, ordinary	1 75
Flour, Manitoba, per bbl.	7 25
Flour, Ontario	6 80
Flour, buckwheat, western, 98-lb. bag	3 50
Rollod oats, per bbl.	6 00

Fresh Fruits and Vegetables—	
Apples, bbl.	3 50
Lemons, Messina, box	4 50
Oranges, Val., case	5 50
Potatoes, bbls.	2 25

Sugar—	
Standard granulated	6 70
United Empire	6 65
Bright yellow	6 50
No. 1 yellow	6 30
Paris lumps	7 75
Lemons, Messina, box	4 50
Beans, hand-picked, bush.	4 40
Beans, yellow eyes, per bush.	4 50
Canned pork and beans, per case	3 00
Molasses, Barbadoes, gal.	0 53
'ream of tartar, per lb., bulk.	0 50
Currants	0 12
Rice, per cwt.	4 60

REPLIES FROM A DISTANCE

Some time ago a Montreal firm inserted a half-page advertisement in Canadian Grocer. Among the inquiries that have been received from this particular advertisement are three from a distance. One of these came from Scotland, another from a London, Eng., firm, and a third from Malaga, Spain.

TO SPEND MORE ON ADVERTISING

The Retail Merchants' Association of Fredericton, N.B., passed resolutions approving of the request forwarded to Ottawa asking that more troops be stationed in Fredericton, also approving of the Board of Trade's resolution favoring a union station. The association has decided that its members will not conduct any voting contests or similar schemes as trade-getters, but will spend their advertising appropriations in newspaper advertising, from which they get the best results. An effort will be made to have

some action taken to prevent so many non-residents coming into the city and selling direct to consumers without paying licenses.

FRUIT, FRUIT, FRUIT

An apple a day
Keeps the doctor away.

A pear, without question,
Helps the digestion.

Much better than meat
Are grapes, good and sweet.

Oranges, without doubt,
Prevent rhuma and gout.

Lemons, though sour,
Gain favor each hour.

Grapefruit, above all,
Is a breakfast's best call.

The people out here
Prefer fruit to beer.

That's why they consume
So much fruit, we presume.—Ex.

THE CUSTOMER HELPS HIMSELF

A "Grocerteria" has been opened in Chicago. The idea is that the customer comes in and helps himself just as he does in a cafeteria restaurant. When he has selected his purchases he pays for them at the door and carries them home. The Grocerteria Corporation is the name of the concern operating in Chicago. There are no shelves in this store. Everything is on tables so that articles can be picked up by customers.

It will be interesting to note the outcome of this scheme, which of course is not altogether new in the United States.

TRADE NOTES

A. M. Wice, grocer, Toronto, has sold to W. P. Sanderson.

A. M. McCormick & Sons, Pelee Island, Ont., sustained a fire loss recently.

At the annual meeting of the Weyburn, Sask., branch of the Retail Merchants' Association, these officers were selected for the coming year: President—R. A. Hart; Vice-Presidents—Groceries—J. Brown; Clothing and Dry Goods—F. W. Smith; Hardware and Furniture—W. H. Jones; Meats—E. A. Moun-teer; Drugs and Stationery—O. S. Mitchell; Coal and Wood—Geo. Crittenden; Drayage—J. H. Mooney; J. Innes was re-elected to the office of secretary-treasurer. F. E. Raymond, Provincial Secretary, addressed the meeting on the subject of Transient Traders.



FRUIT AND VEGETABLES



Navel Oranges Are Easier

Coming Along More Freely—Tomatoes Down—Mushrooms Also Decline—Potatoes Unchanged in Price—Big Demand for Brussel Sprouts.

MONTREAL

GREEN FRUITS.—There is not much change in the apple situation, Spys, Fameuse and McIntosh Reds realizing about same price. There is good demand for all these lines, but it would be better if the prices were not so high. Spys are quoted at \$6-\$7 for No. 1's and \$6 for Fameuse and McIntosh Reds. Other winter apples are bringing between \$4 and \$5. Messina lemons are steady at \$3.50. Malaga lemons are down to \$3.50-\$4. Verdellis are quoted \$3 for 360 size and \$3.50 for 300 size. Demand is not yet very brisk for grapefruit, but will be better as spring approaches. Grape prices remain the same, but Malagas are scarce. Oranges remain the same. There is a fair demand for pineapples for the holiday season, the price asked being higher—\$4 per crate.

Apples—	
Fameuse, No. 1's	6 00
Wealthy, No. 1's	4 50
Calvert	4 00
McIntosh Reds	5 50
Starks	4 00
Spys	6 50
Ben Davis	4 00
Russets	4 50
Greenings	6 20
Baldwins	6 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	9 00
Cranberries, Nova Scotia, bbl.	7 00
Grapefruit, 46-54-64-80-96	3 50
Grapes, Tokay, crate, 4 baskets	4 50
Grapes, Emperor, bbl.	2 75
Grapes, Malaga, heavy weight, bbl.	7 00
Lemons—	
Verdellis	3 00
Malaga, 42c size	3 25
Messina, 300 size, box	4 00
Oranges—	
Valencias, Cal. late 126-250	5 00
Navels	6 00
Jamaica, 196-200-216	3 50
Porto Rico, 126-150-250-288	3 00
Pineapples, 18-24 and 30-36	4 00
Pears, bbl.	4 00

VEGETABLES.—There has been a drop in price of Montreal hot-house tomatoes, which are now quoted at 20c per lb. A week ago they were 30c. Bostons remain high—35c per lb. With the price of mushrooms down to \$2, there is good demand, and prices are likely to be higher. A big local dealer expresses the opinion that demand for artichokes is improving on account of high potato market. Artichokes are quoted at \$1.25 per bag, and the tendency is down rather than up. It is expected they will be offered at \$1 before long. The dealer referred to states that he sold more than three times as many artichokes last week as he has done in any week during past

two months. There is an improvement in the demand for Brussels sprouts, which are still quoted at 12½c; they are getting a little scarce, and they might take a jump any day. Quotations on potatoes are \$1.15-\$1.20 for Montreals, and \$1.50 for Green Mountains. New California celery is on the market at \$7 per crate, and the price of New York advanced to \$5.50. Celery roots are scarce, and few on the market at 50c dozen. Parsnips are quoted at 75c per bag. Spinach is still \$1 per box and \$3 per bbl. There is good demand for it. Vegetable marrows are extremely scarce, and there is a good demand. There are a few on the market, but they are very small, and require about three doz. to make a doz. of the ordinary size.

Artichokes, bag	1 25
Beets, bag	0 50
Beans, wax, N.Y., per basket	4 50
Beans, green, N.Y., per basket	4 50
Brussel sprouts, qt.	0 12½
Cabbage, Montreal, per bbl.	1 00
Cabbage, red loz.	0 40
Carrots, bag	0 50
Cauliflower, Canadian, doz.	1 00
Celery, Cal. crate	7 00
Celery, Montreal, doz.	0 50
Celery, N.Y. crate	5 50
Celery roots, doz.	0 50
Cucumbers, fancy, Boston, doz.	1 50
Egg plant, N.Y., doz.	1 75
Leeks, bunch	0 10
Head lettuce, Boston, box	1 60
Curly lettuce, box	2 00
Mint, doz.	0 30
Mushrooms, 4-lb. basket	2 00
Onions—	
Montreal, 75 lbs., bag	1 75
Spanish, crate	5 50
Parsnips, bag	0 50
Parsley, Canadian, doz. bunches	0 15
Peppers, basket	0 75
Potatoes—	
Montreal, 80 lbs., bag	1 10
New Brunswick, 80 lbs., bag	1 50
Sweet, hamper	1 75
Spinach, Canadian, box	1 00
Turnips, bag	0 50
Tomatoes, hothouse, lb.	0 20
Pumpkins, doz.	1 00
Squash, doz.	0 50
Watercress, Canadian, doz.	0 30

TORONTO

FRUIT.—The outstanding news in this market is the influx of California navels, and the resultant drop in prices. These are now selling, some of them, as low as \$3.25. Demand is heavy. Valencias are firmer, on limited stocks. Pears are still selling, and Canadians are getting \$2.75 to \$3 a box. Apples remain firm with a good demand. Bananas are higher again, and we quote \$1.75 to \$1.80. Florida grapefruit, as stocks multiply, becomes cheaper. Florida produce is getting a lot of business. The market

is active enough, but has little feature.

Apples, new, bbl.	2 50	4 50
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	4 00	5 50
Apples, Baldwins, bbl.	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 20	0 60
Apples, B.C., bbl.	2 25	2 50
Bananas, per bunch	1 75	1 80
Clitron, dozen		0 40
Cranberries, bbl.	7 00	9 50
Grapefruit—		
Florida, case	3 50	4 00
Porto Rico, case	3 25	3 50
Grapes, Malaga, keg	5 00	8 50
Grapes, Emperor, keg	2 40	2 65
Oranges—		
California, Valencias	5 00	5 25
Florida, case	3 00	3 50
Navels	3 25	4 00
Lemons, new, Calif. box	3 50	4 50
Lemons, new, Messina, box	3 50	3 75
Limes, per 100		1 50
Pears—		
Canadian, box	2 75	3 00
Pineapples, Porto Rico	3 50	4 00
Pomegranates, case	3 75	4 00

VEGETABLES.—There are no higher prices to report in potatoes this week. Supplies have been rather better. A car came in Tuesday morning from Alberta while another car has arrived from British Columbia. Boston head lettuce is high priced at present, some selling up to \$5.50 a hamper. Domestic onions are coming in more freely and are selling around \$1 a bag. York State celery finds goods trade at \$5 a case. Celery generally is easier again this week. Cauliflower, now selling by the barrel, fetches \$3.50 to \$4.50. Spanish onions sell in half cases for \$2.60 to \$2.75. Sweet potatoes are not finding much demand and we quote \$1.30. Carrots are a trifle lower. Tomatoes, mushrooms and so on are unchanged.*

Tomatoes, hothouse, lb.	9 18	0 25
Artichokes, 11-qt. basket	0 25	0 30
Cabbage, new, doz.	0 30	0 40
Beets, Canadian, bag	0 50	0 60
Cabbage, new, doz.	0 30	0 40
Cauliflower, bbl.	3 50	4 00
Carrots, new, bag	0 50	0 75
Celery, doz.	0 15	0 30
Celery, Thedford, case	3 50	4 00
Cucumbers—		
Hothouse, doz.	1 75	2 00
Onions—		
Can., 75-lb. sack	1 00	1 30
Spanish, small case	2 60	2 75
Lettuce, Boston, hamper	5 00	5 50
Mushrooms, imported, 6 qt.	2 50	3 00
Potatoes, Ontario, new, bag	1 30	1 40
Potatoes, N.B., Delawares	1 50	1 60
Parsnips, bag	0 80	0 85
Potatoes, sweet, kiln-dried, hamper	1 30	1 35
Potatoes, B.C., 16-lb.	0 15	0 15
Sprouts, qt.	0 15	0 15
Apples, snow, bbl.	3 00	6 00
Apples, Spys, bbl.	4 00	5 50

WINNIPEG

FRUITS AND VEGETABLES.—There is a fair demand for lines of fresh fruits available, but many of the apples (Continued on page 36.)



FISH AND OYSTERS



Weather Interfered With Frozen Fish

First Arrival of Scollops—Limited Supply in This Week—Cod and Haddock Firm on Account of Shortage—Bad Weather Hampers Supplies — Bulk and Shell Oyster Trade Good

MONTREAL

FISH.—Apprehension of the trade regarding frozen fish had good ground. The weather is to be blamed for it. No large turnover of fish can be expected without the right weather. We have had an exceptionally long spell of mild weather this fall, and this has injured the frozen fish trade. Of course, winter is ahead of us yet, and as stocks are not too large, there is no cause for alarm, nor for lower prices. Winter ember days are due next week, which will stimulate trade to a large extent. In a general way, stocks are ample, and there are no fluctuations one way or the other. The only scarcity at the moment is in fresh ground fish from the Atlantic, and also smoked fish, such as haddies and fillets. The bulk and shell oyster business is keeping up well, but distribution from supplying bases is rather irregular, due probably to congestion of traffic at terminals. Lobsters are getting a little easier. Salt and prepared fish are steady, with no interesting features to note.

TORONTO

FISH AND OYSTERS.—The tightness in haddock and cod continues, and both are scarce and firm. Cod sells all the way from 6 to 10 cents, a wide range. No fresh trout is coming along now: it is all frozen. Scollops are arriving from Halifax. The first shipment came in this week, and the price is high, touching \$3.25 to \$3.50. Western salmon is selling but there is not a big enough supply to satisfy the demand, and we quote 22 cents, an advance of two cents. Oysters find lots of trade at levels already stated. The fish business generally is good: the weather has badly affected coast supplies, and stocks compared to demand are generally small. Advent seems to have made little difference this year. It does not affect as large a number of people here as in Montreal.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured.....	.07 1/4-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07 1/4-.08	.09 1/2-.10

Haddies, fillets, per lb. ....	.10	.12
Haddies, Niobe, boneless, per lb....	.09	....
Herring, Ciscos, baskets	1.30	1.50
St. John bloaters, 100 in box	1.10	.25
St. John bloaters, per box.....	1.00	1.00
Yarmouth bloaters, 50 in a box	1.20	1.25
Smoked herrings, large, box .....	.14	.15
Smoked herrings, medium, box .....	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.50
Kippered herrings, selected, 50 in box	1.25	1.50
Smoked salmon, per lb. ....	.20	.15-.17
Smoked halibut .....	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb. ....	.13	.13
Red, steel heads, per lb. ....	.12	.11-.12
Red, sockeyes, per lb. ....	.12	.12
Red Cohoes, dressed, lb. ....	.10	.10 1/2
Red Cohoes or silvers, per lb. ....	.09-.09 1/2	.12
Pale qualla, dressed, per lb. ....	.07 1/4-.08	.08
Halibut, white western, large and medium, per lb. ....	.10-.11	.10-.12
Halibut, eastern, chicken, per lb. ....	.10	.12
Mackerel, bloater, per lb. ....	.06 1/2-.09	.12
Haddock, medium and large, lb. ....	.04 1/2-.05	.08
Market codfish, per lb. ....	.04	....
Steak codfish, per lb. ....	.06-.06 1/2	.10
Canadian soles, per lb. ....	.06	.10
Blue fish, per lb. ....	.15-.16	.20
Smelts .....	.10	.12
Smelts, extras .....	....	.20
Herrings, per 100 count	2.50	3.00
Round pike .....	.06	....
Grass pike .....	.07 1/2	....
Swordfish, lb. ....	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb....	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case..	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 13
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes....	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 15	1 15
Boneless codfish, in 2-lb. and 3-lb. boxes	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 50	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best standard, pt. cans, each....	0 40	0 40
Sealed, best select, quart cans, each....	0 50	0 75

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Malpeques, bbl.	9 00	9 00
Live lobsters, medium and large, each....	0 35	0 35
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12 -13	12 -14
Haddock, fancy, express, lb.	6 - 6 1/4	8
Mackerel, medium, each	14 -15	....
Steak, cod, fancy, express, lb.	5 1/4 - 6	6 -10
Herrings, each	3	3
Flounders	5	9
Flounders, New York .....	....	12
Salmon, Western	15 -16	20 -22
Salmon, Eastern	15 -16	....

FRESH LAKE FISH.

Carp, lb.	0 10	....
Pike, lb.	0 08	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 05	0 03
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 10	0 12
Dressed bullheads	0 12	....
Fels, lb.	0 08	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb. ....	.08-.09 1/2	.09-.10
Whitefish, small tullbees .....	.07-.07 1/2	.08
Lake trout, large and medium, lb. ....	.10	.10

Dore, dressed and headless, lb. ....	.06 1/4-.09	.09-.13
Pike, dressed and headless, lb. ....	.06 1/4-.07	.07
Pike, round, per lb. ....	.05 1/2-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	15 00	....
Mackerel, N.S., half bbls., 100 lbs.	8 00	....
Mackerel, N.S., pails, 20 lbs.	2 00	2 00
Herrings, Labrador, bbls.	5 00	6 25
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	0 07 1/2	....
Scotch herrings, imported, half bbls.	9 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs....	1 10	85-1 00
Holland herrings, mixed, half bbls.	8 50	....
Holland herrings, mixed, kegs	1 00	70-0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—There are some changes in the fish market. Fresh fish has now disappeared, being replaced by frozen fish. The following are the quotations for the week.

Fish—	
Frozen salmon	0 10
Frozen halibut	0 08 1/2
Pickrel	0 07 1/2
Steak cod, per lb.	0 07 1/2
Lake Winnipeg whitefish	0 09
Finnan haddie	0 09
Kippers, per box	1 75
Lake trout, per lb.	0 10
Bloaters, per box	1 50
Salt mackerel, 20-lb. kit	2 75
Smoked gold-eyes, doz.	0 50
Oysters, per gal.	2 50
Oysters, 3-gal. tins	2 75
Oysters, on shell, doz.	0 25
Poultry, Live—	
Fow	0 10
Roosters	0 09
Chickens	0 15
Turkeys	0 15
Ducks	0 11
Ducklings	7 12
Geese	0 10

CANADA'S EXPORTS TO BRITAIN GROW

The balance of trade between Canada and Britain in favor of Canada is mounting up. Great Britain bought from Canada up to the end of September goods to the value of £27,783,460, while Britain sold to Canada goods to the value of £9,881,408. The balance of trade in favor of Canada is therefore approximately \$90,000,000. For the full year, at the present rate of Canada's output of war supplies of all kinds, the balance of trade in Canada's favor will probably be over \$130,000,000.



PRODUCE AND PROVISIONS



Large Deliveries of Poultry

But Still Too Early to Forecast Christmas Prices—Storage Eggs May Be Higher—Firm Feeling in Cheese Market—Hog Products Up Again in Toronto

MONTREAL

PROVISIONS.—As regards meats, the market for live hogs is steady, and prices unchanged. The demand for all lines of pork products is exceptionally good. Shortening has advanced half a cent owing to higher prices on cotton seed oil.

Hams—	
Small, per lb.	0 20
Medium, per lb.	0 19
Large, per lb.	0 18
Bacon—	
Plain, bone in	0 24
Boneless	0 22
Peameal	0 29
Bacon—	
Breakfast, per lb.	0 23
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 28
Hams, roast, per lb.	0 31
Shoulders, boiled	0 25
Shoulders, roasted	0 25
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15 1/2
Long clear bacon, 80-100 lbs.	0 14 1/2
Flanks, bone in, not smoked	0 1 1/2
Barrelled Pork—	
Heavy short cut mess	27 00
Heavy short cut clear	27 50
Clear fat backs	28 00
Clear pork	28 00
Lard, Pure—	
Tierces, 350 lbs. net	0 14 1/2
Tubs, 50 lbs. net	0 15 1/2
Boxes, 50 lbs. net	0 14 1/2
Pails, wood, 20 lbs. gross	0 15
Pails, tin, 20 lbs. gross	0 15
Cases, 10 lbs., tins, 60 in case	0 15 1/2
Cases, 3 and 5-lb. tins, 60 in case	0 15 1/2
Bricks, 1 lb., each	0 17
Lard, Compound—	
Tierces, 375 lbs., net	0 12
Tubs, 50 lbs., net	0 12 1/2
Boxes, 50 lbs., net	0 12 1/2
Pails, wood, 20 lbs., net	0 12 1/2
Pails, tin, 20 lbs., net	0 12 1/2
Cases, 10-lb. tins, 60 in case	0 13 1/2
Cases, 3 and 5-lb. tins, 60 in case	0 13 1/2
Bricks, 1 lb., each	0 14 1/2
Hogs—	
Dressed, abattoir killed	13 00 13 25

BUTTER.—The market is firm and steady. The make of creamery is large, but the quality is inclined to be rather poor. This week we are quoting two grades of creamery—September make at 34c, and fresh made at 32 1/2c. Quite a lot of fresh rolled butter is arriving on this market.

Butter—	
Finest creamery, September make	0 34
Finest creamery, fresh made	0 32 1/2
Dairy prints	0 28
Dairy solids	0 27
Separator prints	0 26
Bakers	0 23

CHEESE.—This market is reported higher, and there is a decidedly firmer feeling. The price of new make has been advanced to 18 1/2-19c.

Cheese—	
Old make	0 30
Stilton	0 19
New make	0 18 1/2 0 19

EGGS.—The demand for storage is exceptionally good for both local and ex-

port. Stocks in Montreal are larger than last year, and this week's prices are the same as last week's. The following figures give an idea of stocks held in Chicago at the end of November:— Dec. 1, 1915, 1,848,000 cases; Dec. 1, 1914, 1,649,000 cases; excess, Dec. 1, 1915, 199,000; excess, Nov. 1, 1915, 438,000 cases.

Eggs, case lots—	
New laid, stamped	0 60
Selects	0 33
No. 1's	0 30
No. 2's	0 28

POULTRY.—The market during past week has been fairly steady. Deliveries have been large, but there is still a good deal of No. 2, and poorly dressed stuff coming in. At a number of country fairs, American buyers were present, and paid as high as 22c for turkeys; it is difficult to see how they will make money on these, as New York quotations on turkeys are 20-22c. It is expected that deliveries of poultry up to Christmas will be large, and prices should remain about same as they are to-day.

Poultry—	
Frozen stock—	
Fowl, small	0 12 0 13
Ducks	0 14 0 17
Geese	0 12 0 15
Pigeons, pair	0 25 0 30
Fresh stock—	
Turkeys	0 21 0 22
Fowl, large	0 17 0 19
Fowl, small	0 10 0 12
Roasting chicken, milkfed, 4 lbs. or over	0 21 0 23
Roasting chicken, ordinary	0 18 0 20
Spring broilers, dressed, pair	0 16 1 00
Squabs, Canadian, pair	0 40
Squabs, Philadelphia, pair	0 70
Live stock—	
Fowl, 5 lbs. and over	0 17 0 18
Fowl, small	0 10 0 12
Turkeys	0 17 0 18
Ducks	0 16 0 18
Geese	0 14 0 14
Chicken	0 13 0 14

HONEY.—Quotations remain unchanged, and are the same as they have been for a number of weeks.

Honey—	
Buckwheat, tins	0 07
Strained clover, 60-lb. tins	0 10 1/2
Strained clover, in 10-lb. tins	0 11
Strained clover, in 5-lb. tins	0 11 1/2
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

Receipts in Montreal

	Butter	Cheese	Eggs
Week ending Dec. 4, 1915	3,488	21,165	3,976
Week ending Dec. 5, 1914	2,724	9,382	3,604

TORONTO

PROVISIONS.—The firmness in pork product seems to continue and hams, dry salt meats and lard again show advances. In the case of lard it is fractional, but even a straw shows which way the wind

blows. We quote pure lard in pails at 14 1/4 to 14 1/2c.

Hams—	
Light, per lb.	0 19 0 20
Medium, per lb.	0 18 1/2 0 19
Large, per lb.	0 15 0 15 1/2
Bacon—	
Plain	0 24 0 25
Boneless, per lb.	0 27 0 28
Pea meal, per lb.	0 27 0 28
Bacon—	
Breakfast, per lb.	6 21 0 24
Roll, per lb.	0 15 0 16
Shoulders, per lb.	0 15 0 16
Pickled meats—1c less than smoked.	
Dry Salt Meats—	
Long clear bacon, ton lots	0 16 0 16 1/2
Long clear bacon, small lots	0 16 1/2 0 16 1/2
Flat backs, lb.	0 14 0 14 1/2
Cooked Meats—	
Hams, boiled, per lb.	0 26 0 27
Hams, roast, per lb.	0 26 0 27
Shoulders, boiled, per lb.	0 24 0 25
Shoulders, roast, per lb.	0 24 0 25
Barrelled Pork—	
Heavy mess pork, per bbl.	25 00 26 00
Short cut, per bbl.	26 00 27 00
Lard, Pure—	
Tierces, 400 lbs., per lb.	0 13 1/2 0 13 1/2
Tubs, 50 lbs.	0 14 0 14 1/2
Pails	0 14 1/2 0 14 1/2
Tins, 3 and 5 lbs., per lb.	0 14 1/2 0 14 1/2
Bricks, 1 lb., per lb.	0 14 1/2 0 14 1/2
Lard, Compound—	
Tierces, 400 lbs., per lb.	0 12 1/2 0 13
Tubs, 50 lbs., per lb.	0 12 1/2 0 13
Pails, 20 lbs., per lb.	0 13 0 13 1/2
Hogs—	
Dressed, abattoir killed	14 00 14 25

BUTTER.—This market shows no change in price and little in sentiment. The make of dairy seems to be increasing and there is an easier tendency. Creamery is unchanged. Demand is steady and the situation presents little feature.

Butter—	
Creamery prints, fresh made	0 33 0 34
Dairy prints, choice, lb.	0 29 0 31
Dairy prints, lb.	0 26 0 28
Bakers	0 22 0 23

CHEESE.—By way of varying what has become the rule in cheese market reports, we chronicle no advance in cheese this week, though the market is firm and high. Export still remains a big factor. Domestic buying is steadily good.

Cheese—	
Large, per lb.	0 18 0 18 1/2
Twins, per lb.	18 1/2 0 18 1/2

EGGS.—There is no alteration in prices this week. New laid are still anything from 45 to 50, with the latter a favored figure. With regard to the storage situation in the States, it is interesting to note that withdrawals from storage last month were fifty per cent. more than a year ago. Some take this as a bullish indication and think we shall see higher levels in storage egg prices, which are low enough, despite small local consumption.

CANADIAN GROCER

Eggs—		
New lays, specials, in cartons	0 45	0 80
Extras	0 33	0 35
No. 1, storage	0 30	0 31
No. 2, storage	0 25	0 26

POULTRY.—Once more there is no change in prices. Turkeys are being shipped in freely enough at present, but the price is quite firm and has even been tending higherwards. It is too early yet to offer any opinion as to what will happen to prices around Christmas. Buying has not been heavy yet. Other lines show little feature.

Poultry—	Live.	Dressed.
Old fowl, pound	0 09-0 10	0 12-0 15
Spring broilers	0 15-0 16	0 18-0 20
Old turkeys	0 12-0 13	0 15-0 18
Ducklings	0 09-0 10	0 17-0 18
Turkeys	0 15-0 16	0 21-0 22
Chickens	0 10-0 12	0 15-0 18

HONEY.—Prices on clover are somewhat higher, and we have amended our list accordingly. Business is steady without much feature.

Buckwheat, tins	0 08	0 08
Strained, clover, 60-lb. tins	0 11	0 12
Strained clover, in 10-lb. tins	0 12	0 12½
Strained clover, in 5-lb. tins	0 12½	0 13
Comb honey, No. 1, doz.	3 00	
Comb honey, No. 2, doz.	2 40	

WINNIPEG

PRODUCE AND PROVISIONS.

Trade in wholesale cheese is active, especially at country points, and market is firm. There are no changes in butter and eggs. Best lines of bacon are dearer. Lard prices are steady.

Hams—		
Light, per lb.	0 18	0 18
Medium, per lb.	0 17	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 21	0 23
Bacon—		
Breakfast, per lb.	0 18	0 22
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	0 19	0 19
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	7 00	7 00
Lard—		
Pieces	0 13¾	0 13¾
Pails	2 87	2 87
Cases, 50	9 77	9 77
Cases, 25	6 85	6 85

BUTTER.

Butter—		
Creamery	0 32	0 34
Best dairy	0 25	0 26
Cooking	0 12	0 15

EGGS.

Eggs—		
No. 1 storage	0 26	0 28
Straight receipts	0 30	0 35

CHEESE.

Cheese—		
New, large	0 18	0 18
New, twins	0 18½	0 18½

FRUIT AND VEGETABLES

(Continued from page 33.)

both barrels and box, are of mediocre quality. In vegetables, potatoes are firm and continue to rise in price. California head lettuce and cauliflower have been added to the list.

Fresh Fruits—		
Ontario apples, bbls.	5 00	7 00
B.C. box apples, No. 1a	2 25	2 40
B.C. box apples, No. 2a	2 10	2 10
Washington box apples	1 50	1 50
Valencia oranges, cases	5 00	6 00
California lemons	5 50	5 50
Bananas, bunches	2 50	3 50
Cape Cod cranberries, bbl.	10 50	10 50
Jersey cranberries, bbl.	11 00	11 00
Washington pears	3 00	3 00
Danjou pears	3 50	3 50
Malaga grapes, kegs	7 50	10 00
Valencia onions, cases	6 50	6 50
Sack onions, 100 lbs.	2 00	2 00
Red Globe onions, lb.	0 07½	0 07½
Head lettuce, doz.	1 00	1 00

B.C. celery, lb.	0 05	0 09
California tomatoes, 30 lbs.	2 50	2 50

VEGETABLES.

Cabbage, per lb.	0 01	0 01
Peppers, per basket	0 75	0 75
Mushrooms	0 50	0 50
Carrots, per lb.	0 01	0 01
Turnips, bushel	0 45	0 45
Manitoba potatoes, local loads	0 65	0 85
Manitoba potatoes, sacked, carloads.	0 63	0 63
Garlic, per lb.	0 25	0 25
Squash, per lb.	0 04	0 04
Turnips, bushel	0 45	0 45
Pumpkins, per lb.	0 04	0 04
California head lettuce, case	4 00	4 00
California cauliflower, doz.	2 60	2 60

MAJORITY FAVOR \$1.35—15c LINE

(Continued from page 18.)

Hugh Malcolmson, Chatham, Ont.—“I would not consider the 10c article at a cost of one dollar. That is too near cost of doing business. The 15c article leaves a small enough margin.”

J. W. Webb & Sons, Walkerville, Ont.—“We would rather sell goods costing us \$1.35 at 15c. We do not believe in selling an article for 10c that costs us more than 95c per dozen. The other line gives us a larger percentage and encourages the customer to invest more money.”

J. L. Beauchamp, Qu'Appelle, Sask.—“I prefer selling the 15c article costing \$1.35 for several reasons. I make more money on the dozen, a larger percentage on the investment, and a bigger percentage on the selling price.”

J. G. Elliott, Okanagan Landing, B.C.—“Both being of equal quality and saleable, I would prefer the \$1.25 per dozen article, retailing at 15c. The reason is that the profit would be 25c greater on each dozen.”

J. D. Calcott, Tilston, Man.—“By the time you consider all costs on the 10-cent article it certainly is not a profitable line for one in the West and in a small place to handle. I take it that you mean the article to cost \$1 doz. at the wholesale. Then overhead costs begin from the time it leaves there. We are about 200 miles west of Winnipeg; so first comes freight, then unpacking and placing on shelves; then time taken to make sale, take money and make change. After that are the expenses not charged directly, such as interest on outlay, fire insurance, light, heat, rent, and other minor expenses connected with business. On a dozen it would take about 15 minutes of a clerk's time to unpack, place on shelves, sell the dozen articles and make the necessary change. A clerk's wages averaging 22½c per hour means 5½c. Therefore, article costs \$1.05½, including clerk's time leaving 14½c for all other expenses and profits: 14½c on \$1.05½ is not a workable wage. The other doz. articles at \$1.35 to sell at 15c is much the better and fairer pro-

position, and is not an outrageous profit. This is as it appeals to me under the conditions that we have in the West in small places.”

Deaville & Sons, Victoria, B.C.—“We certainly prefer to sell an article costing us \$1.35 for \$1.80, than one costing \$1.00 for \$1.20. The latter price may be more popular in some districts, and would be cheaper to the consumer, but it would not pay us so well at the 15c article. Here in British Columbia, two for 25c is a popular price, but 15c profit out of \$1.35 would not pay us.”

Coulter & Berry, Langley Fort, B.C.—“An article costing \$1 per dozen, and retailing for \$1.20, yields a profit of 20 per cent. on cost or 16 2-3 on selling price. An article costing \$1.35 per doz. and selling for \$1.80 per doz., yields a profit of 33 1-3 per cent. on cost, or 25 per cent. on selling price. The latter would certainly be the most profitable providing the sales were as readily made as in the former.”

SERVICE DEPARTMENT

In connection with the enquiry in last week's issue re dried raspberries, it should be added that H. P. Eckardt & Co., wholesale grocers, Toronto, also sell this line.

CATALOGUES AND BOOKLETS

An attractive booklet is being distributed by W. Clark, Ltd., Montreal, manufacturers of pork and beans, meats in glass, and other tinned and glass goods. This booklet is for distribution among the housewives and it is very handsomely gotten up with half-tone illustrations of their various lines in original colors. The book is entitled the “Clark Food Delicacies.” It also contains a number of suggestions illustrated in colors for luncheon, many recipes, suggestions for picnics, etc. It is an exceedingly attractive little booklet.

NEW SUGAR CONCERN

The Western Sugar Refining Co., with head offices at Petrolia, Ont., has been granted an Ontario charter. The provisional directors include D. A. Gordon, Wallaceburg; W. H. Gratwick, Buffalo, N.Y.; R. D. Mitchell and D. J. Kilby, of Cleveland, O.; G. R. Mackenzie and K. C. Kerr, of Petrolia, Ont. The capital is \$600,000 of \$100 each, of which 2,000 shares will be preferred.

BANK OF MONTREAL

Annual General Meeting Held 6th December, 1915

The 98th Annual General Meeting of the Shareholders of the Bank of Montreal was held in the Board Room at the Bank's Headquarters.

On motion of Mr. R. B. Angus, Mr. H. V. Meredith was requested to take the chair. Mr. C. J. Fleet, K.C., moved, and Mr. A. Piddington seconded, that the following gentlemen be appointed to act as Scrutineers:—Messrs. George R. Hooper and G. L. Ogilvie, and that Mr. O. R. Sharp be the Secretary of this meeting. This was carried unanimously. The Chairman then called upon the General Manager, Sir Frederick Williams-Taylor, to read the annual report of the Directors to the Shareholders at their 98th Annual General Meeting, held Monday, December 6th, 1915.

THE ANNUAL REPORT

The Directors have pleasure in presenting the Report, showing the result of the Bank's business for the year ended 30th October, 1915:—

Balance of Profit and Loss Account, 31st October, 1914	\$1,232,669.42
Profits for the year ended 30th October, 1915, after deducting charges of management, and making full provision for all bad and doubtful debts	2,108,631.06
	<hr/>
	\$3,341,300.48
Quarterly Dividend 2½%, paid 1st March, 1915.....	\$ 400,000.00
Quarterly Dividend 2½%, paid 1st June, 1915.....	400,000.00
Bonus 1%, paid 1st June, 1915	100,000.00
Quarterly Dividend 2½%, paid 1st Sept., 1915.....	400,000.00
Quarterly Dividend 2½%, payable 1st Dec., 1915.....	400,000.00
Bonus 1%, payable 1st Dec., 1915	100,000.00
	<hr/>
	\$1,920,000.00
War Tax on Bank Note Circulation to 30th October, 1915	127,347.53
	<hr/>
	2,047,347.53
Balance of Profit and Loss carried forward	\$1,293,952.95

Since the last Annual Meeting a temporary Branch was opened at Valcartier Camp, P.Q., for the convenience of the troops during their stay in camp.

The following Branches have been closed:—
In Quebec—Valcartier Camp.

In British Columbia—West Summerland, Invermere, Alberni, Lumby.

The Directors have to record, with deep regret, the death of Mr. David Morrice, who had been a member of the Board since 1907.

All the offices of the Bank, including the Head Office, have been inspected during the year. (Sgd.) H. V. MEREDITH,

Bank of Montreal,
6th December, 1915.

THE PRESIDENT'S ADDRESS:

Mr. H. V. Meredith, in moving the adoption of the annual report, said:

The unprecedented conditions under which trade and commerce have been conducted during the past year remain unchanged, and are the cause of constant anxiety to those concerned with financial affairs.

It will be gratifying to you to learn that, after making liberal and, it is believed, adequate appropriation for known losses and doubtful debts and war taxes, the profits of the year have enabled the usual distribution to be made to shareholders and a surplus to be carried to credit of Profit and Loss Account. In view of the trying circumstances prevailing, the need of maintaining large reserves and the low rates of interest obtainable in the United States and until quite recently in England, I think you will agree with me that this result of our banking year is quite satisfactory.

Our widespread operations make us concerned with conditions in other countries. In Great Britain, normal conditions no longer prevail. Large numbers of men have been withdrawn from their customary occupation to enter the army, factories have been diverted to the production of war supplies, and a considerable shortage of labor exists. The result is that trade passes from British firms into the hands of neutrals, thus disturbing the balance of trade, but it is believed that in the early future this condition will right itself and the obligations abroad of Great Britain will be correspondingly reduced.

The financial situation has, of course, been affected by the disturbance of trade and large domestic borrowings by the Government, but it is gratifying to know that the strain arising from the war has been readily and easily borne.

Business in the United States has greatly improved during the year. War orders account for much of this improvement, while large grain

crops, following a period of liquidation, have stimulated trade. Deposits in the banks of that country are enormous, and the United States, for the time being, has become the great creditor nation.

TRADE WELL MAINTAINED

All things considered, the trade of Canada has been well maintained, both as to volume and character. For some time before the outbreak of war, a restraining hand was placed on speculative ventures, which, in an era of prosperity, had run to dangerous excess, and we were, as a consequence, fairly well prepared to face the closing of the London money markets to flotations of all kinds. A temporary dislocation in many branches of trade followed. Reorganizations in some cases were, and may yet be found necessary to adjust capitalization to earning power, the only logical course to be pursued when such conditions have to be dealt with. As the year progressed, the effect of the war on the trade of Canada proved less injurious than was expected. In fact, business conditions distinctly improved.

Natural resources continue to be developed and their product to find a ready and profitable sale, while many branches of manufacture have been employed to capacity in turning out munitions of war, the money value of which runs into scores of millions. The resulting employment of labor has been of almost incalculable advantage.

HARVEST AN ENCOURAGING FEATURE

The most encouraging feature of the year, however, from a trade and finance standpoint, has been the bountiful harvest of the Northwest, where a greatly increased area under cultivation has given the highest average yield in the history of the country. It is estimated that the grain crop of Manitoba, Saskatchewan and Alberta has a market value to the producers of approximately four hundred million dollars, in

the use of which we may anticipate not only the liquidation of much indebtedness, but the stimulation of current trade.

These truly remarkable results will, I think, have the effect of attracting the tide of emigration to our shores when the world is again at peace.

In the older Provinces, the harvest has been rather better than the average. Farming, the backbone of the country, is prosperous.

There is a greater demand for the products of the mines, at higher prices.

From the Atlantic to the Pacific, good fisheries are reported, also at enhanced prices.

The lumber business generally throughout Canada, though suffering from inability to obtain tonnage to market the cut, shows some improvement.

The Textile and allied industries are at the moment well employed, while the Steel Companies and those engaged in the manufacture of war are fully occupied.

In the wholesale trade, stocks of merchandise had become depleted, and necessary replenishing and better demand have stimulated business.

The financial position of the Dominion Government has been recently so clearly defined by the Minister of Finance that I refer to it now only to state that the country has been fortunate to have come through a period of general financial upheaval with its needs fully provided for and with the strength and soundness of its credit unimpaired.

FAVORABLE TRADE BALANCE

The restoration of a favorable balance in our foreign trade is a factor of supreme importance at the present time, as it enables us to conserve our gold supplies and to curtail our borrowings abroad to some extent. As you are aware, the balance of foreign trade against Canada had been quite large for several years past, due principally to the ease with which we were able to borrow in the London market. Now that this avenue is closed, we have been compelled to curtail imports and increase exports in order to meet interest obligations and maintain our credit. How successfully we are meeting the situation a few figures will show: In the seven months ending October 31st, 1913, the value of exports of Canadian products was \$245,550,000, and in the same period of 1914 was \$226,757,000; while this year in these seven months we have exported Canadian products of the value of \$326,430,000, or \$100,000,000 more than last year, and the great crop surplus has still to go forward.

Comparing the foreign trade of Canada for the seven-months period ending with October, imports have declined from \$390,544,000 in 1913 to \$253,107,000 in 1915, while exports of domestic products, as I have said, have risen from \$245,550,000 to \$326,430,000; an adverse balance of \$145,000,000 being converted into a favorable balance of \$73,323,000, or a betterment in respect of foreign trade of no less than \$218,000,000 within the short space of two years.

War contracts, of course, have contributed substantially to this expansion, the value of manufactures exported having risen from \$39,000,000 in the first seven months of the last fiscal year to \$84,000,000 in the same period of the present year, and, as in the case of cereals, this export trade is on an ascending scale.

CANADA'S POSITION FAVORABLE

The position of Canada is a highly favored one, with an assured future of growth, development and general prosperity. At present, however, we live in the shadow of the great war, to which all else must be subservient. What its duration will be, and the position in which its termination will find us, can be matter of the merest conjecture. The vast armies now engaged in the struggle cannot be kept in the field indefinitely. The financial factor is daily assuming increased importance, and in this respect the advantage is unquestionably with Great Britain and her Allies.

After the war, a readjustment of trade conditions is to be expected. The flood of wealth which has attended the export of munitions and war supplies must of necessity be largely curtailed, and a new set of problems will have to be faced. As I have said on former occasions when I have had the pleasure of addressing you, if economy be exercised to meet the increased burden of taxation, of which we must bear our share, and the production of exportable articles increased to the utmost extent, to protect our gold supply and minimize our borrowings, and if we keep strong in working capital, then no matter what difficulties the future may have in store for us, we can look forward to them with a degree of complacency. Our agricultural resources and undeveloped wealth will enable us to bear the strain which may be imposed upon us, and we shall, in the end, come safely

CANADIAN GROCER

through the period of economic upheaval and world-wide conflict—with a larger debt, it is true, but with our ability to meet it unquestioned and our economic position not seriously impaired.

In the meantime, our duty as Canadians, is to watch closely the current of events, to be prepared for emergencies and to take advantage of propitious circumstances as they arise.

I cannot properly close these remarks without some reference to 400 odd gallant young men of the staff of the Bank who have joined the Colors and gone to the front to fight the Empire's battles. Of these, the names of 16 have been added to the Roll of Honor, having been killed in action.

Their courage and patriotism, their deeds of valor and their glorious end will be inscribed in the Bank's archives, and to the families and relations we give expression of our profound admiration of their devotion to country and Empire and tender our sincere sympathy in their loss.

Mr. R. B. Angus seconded the motion for the adoption of the report, which was carried unanimously.

GENERAL MANAGER'S ADDRESS

Sir Frederick Williams-Taylor, the General Manager of the Bank, in reviewing the Bank's statement, said:

Gentlemen, the balance sheet, which it is my privilege and duty to present to you to-day, reflects the result of twelve months of business conducted under conditions such as this country and its banks have never before been called upon to face.

In previous years we have experienced the effects of outside panics and crises, many of them of an injurious and even alarming nature, but as a rule the danger was brief, and the damage quickly repaired.

The year under review differs, in that there have been no such financial crises, but what has been more difficult to surmount, a continuous period of anxiety with problems not only varying in character, but differing from any in our former experience.

You will undoubtedly feel gratified that your Bank has come through the unsettled conditions referred to without loss of strength, and is enjoying increased prestige.

As for the future, the daily difficulties will be grappled with as they arise, and we gauge, to the best of our ability, the somewhat obscured trend of coming events.

As the President has reviewed in general the trade and financial conditions in Canada and at the chief financial centres abroad, my duties are confined to a short account of the working of the Bank, an explanation of the more important features of the accounts submitted to you to-day, with some detailed references to the points arising therefrom, and to local conditions in our Provinces.

As you are well aware, this Bank long ago ceased to be merely a domestic financial institution, and therefore it is necessary, in presenting to you the annals of the business, to touch upon conditions affecting us in London and in New York, where we carry such a material portion of our primary and secondary reserves.

GENERAL MANAGER'S SUPPLEMENTAL REPORT ON PROVINCIAL CONDITIONS ONTARIO

A year ago conditions in Ontario were the reverse of satisfactory. With business already severely restricted and further dislocated as a result of the war, with many factories closed and others running with reduced pay rolls and shortened hours, and with collections slow, manufacturers, wholesalers and retailers looked for hard times. The lumber trade was dull, building at a standstill, and lower prices for real estate were deemed inevitable. The problem of the unemployed was an added concern for the approaching winter.

Presently, however, Government orders for the manufacture of war munitions increased rapidly and many woollen mills, tanneries and machine shops were soon working to capacity. With prospects of a large crop and with increasing Government expenditure for war munitions, misgivings began to disappear. The farmers, the least affected, had placed under cultivation a larger acreage than ever before, and, as a result, a splendid crop, perhaps the best in the history of the province, has been harvested. Prices have been good. Economy is still being practised in keeping with new conditions. Wholesalers and retailers report smaller turnovers, with collections slow.

The lumber trade has been quiet. Stocks are heavy for this time of year, and the local demand light. The American trade has been moderate, but a marked revival is promised. It is expected that the cut this season will be much reduced.

The mines are now active, though the total production is less than last year. The output of

silver will doubtless increase in consequence of the rapid rise in price. The value of gold mined has increased by 50 per cent. The nickel and copper mines have been greatly stimulated by the demand created by the war.

Municipal expenditure has been in keeping with the general spirit of economy. No new railway construction of importance has been attempted, nor any large power scheme undertaken.

The value of first-class city property and good farm lands is maintained, holders being unwilling to make sacrifices. Building in Toronto is reported to show progress, and the labor situation has greatly improved.

Confidence, which was lacking a year ago, now seems to be restored.

PROVINCE OF QUEBEC

With improved agricultural markets, and crops above the average, the rural sections of the Province are in a satisfactory condition.

The high freight rates and scarcity of tonnage for shipments to Great Britain, together with a limited demand, until recently, from the United States, have resulted in a somewhat unsatisfactory year for the lumber trade. Large stocks of lumber are being wintered, and forest operations for the coming season will, as a rule, be curtailed. Scarcity of tonnage for shipment of paper to England has increased the export of that important commodity to the United States, although the price of news print there has not maintained the level to which it rose during the early days of the war.

Wholesale and retail business is reasonably good, but the commercial agencies report failures above the average.

General manufacturing conditions, especially in Montreal, have steadily improved throughout the year. The Textile Companies report business as being quite good and the manufacture of munitions of war has brought activity and profit to certain important industries.

There has been little movement in real estate. The high prices at which properties are still held in the chief centres are not an accurate guide to realizable values.

MARITIME PROVINCES

General conditions are reasonably satisfactory through our Maritime Provinces. The crops, excepting apples, have been bountiful, with good prices.

Fishermen have had a successful season with a larger catch than last year and high prices.

Lumbermen on the whole have not had a good year. Last season's cut was above the average, but a dull American market, combined with scarcity of tonnage and high freight rates to England, caused a falling off in sales. Large stocks of lumber are being carried into the winter and in consequence the coming season's operations probably will be curtailed. Within the last few weeks, however, there has been a marked revival in the American demand.

The output of the coal mines will be greater than last year, due in large measure to the requirements of the steel plants, the business of which has been largely increased by war orders.

Wholesale and retail trade is reported as in a healthy condition.

NORTHWEST PROVINCES

The Northwest has recovered to a marked extent from the economic dislocation of a year ago.

The season's wheat and other cereal crops have exceeded all previous records in quantity and quality, and despite the enormous yield, prices have been uncommonly well maintained.

It would be difficult to exaggerate the importance of these results to the Prairie Provinces—and the Dominion at large.

Live stock, which was decreased somewhat last year when feed was scarce, is again being increased, and the prosperity of those engaged in mixed farming and in ranching is most encouraging.

Packing plants are finding business satisfactory. The combined capacity of the plants in the Northwest is about 15,000 hogs daily.

The flour mills in Manitoba, Saskatchewan and Alberta are busy and are doing well. Their combined daily capacity is about 27,000 barrels.

With important exceptions, coal mining, which is largely confined to the Province of Alberta, has not been profitable during the past year.

Oil prospects have been disappointing.

Real estate is quiet—speculation has ceased.

Public and private expenditures in the Northwest have been comparatively small in the year.

The expenditures of the Provinces and the Municipalities were reduced to a minimum. There has been some expenditure by Railways on new construction, principally in Southern and Northern Alberta, in both cases serving good, arable lands. Work on the Hudson's Bay Railway has been continued.

A considerable amount has been spent by the Dominion Government in the erection of large interior storage elevators.

The large advances of the Dominion Government to farmers in certain districts, principally in the form of seed, were made very opportunely and have been amply justified by the very large crop yield in those districts.

Business in many important lines is good and should continue to improve as returns from grain yet to be marketed are received.

The general business outlook has been transformed by the large crop.

BRITISH COLUMBIA

Following the outbreak of war, British Columbia was seriously affected by the stoppage of expenditure on railway construction and extension, and in the outlay upon public works, also by the cessation of inflow of capital to develop the lumber, mining and other resources of the Province. Speculation in real estate had risen to a height where prices were quite beyond reasonable productive values. Business has now been forced by adversity to a sounder basis and shows signs of recovery. There has been a very general tendency toward economy and retrenchment with beneficial result.

During the past year mining of all classes has revived, bringing increased employment and a growth of orders for equipment and supplies. The establishment of a refinery would be of great benefit to the country. In agriculture good crops are reported, and, although prices are disappointing, it is satisfactory that the Province is gradually getting into the position of feeding itself. The fruit crop is excellent and is being marketed under better conditions than formerly and at better prices.

The salmon catch exceeded expectations for an off year, and demand and prices have been satisfactory. The halibut catch has been satisfactory also and marketed under favorable conditions. The lumber trade is in a better position than when under review a year ago, largely in consequence of improved demand from the Prairie Provinces, but still suffers through lack of shipping for the export trade, which trade could be greatly increased with adequate facilities.

The population has temporarily fallen off through enlistment and lack of employment in building trades and railway construction.

With return to more settled conditions, there is bound to be an influx of new people and some resumption of the flow of capital to develop the great natural resources of this Province.

NEWFOUNDLAND

This year's catch of cod, the great staple product of Newfoundland, will be equal to that of last season, while the prices being realized are exceptionally high. In consequence trade, wholesale and retail, is good, and general business conditions throughout the country may be considered satisfactory.

The sealing voyages of last spring were the most unprofitable on record. On account of the very high freight rates offering, it is probable some of the best ice ships will be withdrawn from seal fishing for service elsewhere; therefore the prospects for next spring's sealing are poor.

The pulp and paper business has been disappointing. Markets for ground wood pulp were poor, freights high, and tonnage scarce. Large quantities will be carried over this winter by the mills. The adverse sterling exchange has largely militated against profits, as exports of this product are mainly to Great Britain.

General conditions, however, are largely governed by the cod fisheries, and the excellent returns from them are enabling the Colony to weather the universal storm with a fair measure of comfort and confidence.

MEXICO

The business of our office is practically at a standstill, and our very limited operations are being performed under extraordinarily trying conditions.

ELECTION OF DIRECTORS

The ballot for the appointment of auditors and the election of directors for the ensuing year was then proceeded with, and the scrutineers appointed for the purpose reported that Messrs. George Hyde, C.A.; J. Maxtone Graham, C.A., and James Hutchinson, C.A., were duly appointed auditors, and the following gentlemen duly elected directors: D. Forbes Angus, R. B. Angus, A. Baumgarten, H. R. Drummond, C. B. Gordon, E. B. Greenshields, C. R. Hosmer, Sir William Macdonald, Hon. Robt. Mackay, Wm. McMaster, H. V. Meredith, Sir Thomas Shaughnessy, K.C.V.O.

The meeting then terminated. At a subsequent meeting of the directors Mr. H. V. Meredith was re-elected president.



FLOUR AND CEREALS



Flour and Feeds Advance

Manitoba Flour 40c Higher—Ontario Also Higher — Bran and Shorts Each Advance — Strong Market For Oats

MONTREAL

FLOUR.—Following the seizure of wheat in elevators east of Fort William by the Government, the wheat market showed considerable firmness, and on Thursday last an advance of 20c per bag took place in Manitobas, and 10c per bag in Ontarios, prices early this week went up again 20 and 10 cents respectively, and if the market goes any higher, there will be further advances in flour. Winnipeg market was all excited on Monday, an advance of 4c occurring, whereas the Chicago market was rather inactive, indicating that the Government wheat seizure is having some effect. It is pointed out by flour men here that the Government took this action to keep the market down, whereas it has since been steadily advancing. Why, it is asked, did the Government not go into the market like any other man and buy it gradually? Or, if they wanted it, why did they not commandeer the whole crop and fix prices, instead of taking only a part of it, which hits some and favors others? Ontario flour has not advanced much. But millers in Ontario are withdrawing offers. Dealers here are able to sell in small quantities, but larger quantities they will only sell subject to what they can get it at. Dealers had been looking for lower prices on Ontarios with the close of navigation, and the reverse is taking place—due apparently to the action of the Government. An Ontario farmer writes to a local firm in the following terms: "In my opinion, wheat is going to be much dearer than at present, and the trade will find out that we have not as much winter wheat as they have been counting on. Hogs, \$9 per 100 lbs. is a good price, and farmers are feeding their wheat to the hogs, and making \$1.25 per bushel. You are not going to see much wheat while they can make these prices out feeding hogs."

Manitoba Wheat Flour—		Per bbl. of 2 bags	
First patents	.....	6 50	
Second patents	.....	6 00	
Strong bakers	.....	5 50	
Flour in cotton sacks, 10 cents per barrel more.			
Winter Wheat Flour—		Car	Small
		lots.	lots.
Fancy patents	.....	5 85	6 10
90 per cent., in wood	.....	5 35	5 60
90 per cent., in bags	.....	2 00	2 70

CEREALS.—The tone of the rolled oats market is firm, with only a firm volume of business passing. Quotations run in the neighborhood of 2.50 to 2.60 per bag of 90 lbs.

Cornmeal—		Per 96-lb. sack
Gold dust	.....	2 40
Unbolted	.....	2 05
Rolled Oats—		90's in Jute.
Small lots	.....	2 65
25 bags or more	.....	2 50
Packages, case	.....	4 00
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in Jute.		100-lb. bbls.
Small lots	.....	4 00
Hominy, per 96-lb. sack	.....	2 75
Corn flour, bag	.....	2 70
Rye flour, bag	.....	2 80
Barley, pot	.....	2 80
Barley, pearl, lb.	.....	0 04 1/4

FEEDS.—The situation as regards bran is becoming more acute, as the demand exceeds the supply. The reason for this unusual state of things is hard to find. The demand both for domestic and import is so heavy, it would not be surprising if another advance took place before long. A dealer stated that a local house had informed him that if he could give them a thousand tons of bran for export, they could handle it for him. On account of the colder weather, a better demand for moulee is being experienced.

Mill Feeds—		Per ton
Bran	.....	22 00
Shorts	.....	23 00
Middlings	.....	27 00
Wheat flour	.....	30 00
Feed moulee, bag	.....	1 87 1/2
Mixed chops, ton	.....	31 00
Crushed oats, ton	.....	32 00
Barley, pot, 96 lbs.	.....	2 85
Oats, chop, ton	.....	32 00
Barley chop, ton	.....	31 00
Feed oats, cleaned, Manitoba, bush.	.....	0 55
Feed wheat, bag	.....	1 70

TORONTO

FLOUR.—All prices on Manitobas are up at least 20 cents this week, and one miller has advanced 40 cents. First patents are quoted on the Board of Trade as we write at \$6.20. The miller who is already up to \$6.40, expects still further advances soon. Ontario winter wheat flour is also higher. There are various quotations; the most general is \$5. Both markets are exceptionally firm.

What has happened is, of course, the soaring wheat market, which is up 8 to 12 cents a bushel, and firm at that. This advance occurred subsequent to the Government's action in commandeering wheat, and appears to have been the result which the Government—explaining

why it did not buy in the open market—wished most to avoid. The speculative element is very pronounced. One miller this morning gave it as his opinion that "wheat is just as likely as not to go to \$1.50. What is to stop it now?"

Export of flour still continues heavy. Whether overseas buyers will pay present prices is a question. They may balk. But orders are still to be filled for requirements, and when those supplies are exhausted, buying will probably be active again, high levels or not. Winter wheat flour is selling freely at 40 cents more this week than last.

Flour is still about 20 to 30 cents below the market value of wheat, millers say. Last week Chicago May wheat touched \$1.20 1/4, and December wheat the same figure. Winnipeg December wheat touched \$1.14, so that we are still 6c under Chicago. If that market holds tight we are bound to see higher flour levels, say some millers.

Manitoba Wheat Flour—		
	Small lots.	Car lots.
	per bbl.	per bbl.
First patents	6 00	6 40
Second patents	6 10	5 90
Strong bakers	5 90	5 70
Ontario winter wheat flour 90 per cent. (Board of Trade quotation) car lots	5 40	5 00

CEREALS.—The list generally is strong with marked firmness in rolled oats, pearl and pot barley. Pot barley is dearer and pearl is very scarce. Although oats are not having the bull market which is the portion of wheat, they are quite firm and tend higherwards. Domestic demand is heavy.

Barley, pearl, 96 lbs.	4 00	5 00
Buckwheat grits, 96 lbs.	.....	4 50
Corn flour, 96 lbs.	.....	2 75
Cornmeal, yellow, 96 lbs.	.....	2 25
Graham flour, 96 lbs.	.....	2 50
Hominy, granulated, 96 lbs.	.....	3 00
Hominy, pearl, 96 lbs.	.....	3 00
Oatmeal, standard, 96 lbs.	.....	2 85
Oatmeal, granulated, 96 lbs.	.....	2 85
Peas, Canadian, boiling, bush.	.....	3 00
Peas, split, 96 lbs.	.....	6 00
Rolled oats, 90-lb. bags	.....	2 50
Rolled wheat, 100-lb. bbl.	.....	3 30
Rye flour, 96 lbs.	.....	3 00
Whole wheat flour, 96 lbs.	.....	2 80
Wheatlets, 96 lbs.	.....	3 25

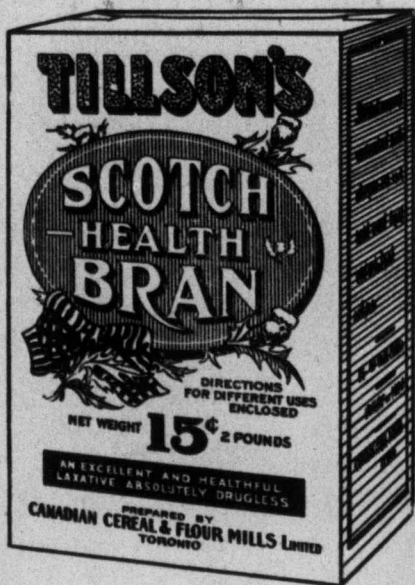
FEEDS.—The firmness which was noted last week has become even more marked and now both bran and shorts are up a dollar a ton. Export demand is still the big factor.

Mill Feeds—		Mixed cars,	Per ton
		lots.	lots.
Bran	.....	23 00	25 00
Shorts	.....	24 00	26 00
Middlings	.....	27 00	29 00
Feed flour, per bag	.....	1 00	1 50
Oats—			
No. 3, Ontario, outside points	.....	0 30	0 40

A Mark



of Quality



Free Window
Display Sent
Upon Request



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

L'Etoile Macaroni

(Star)

Hirondelle Macaroni

(Swallow)

Made from
Canada's
finest wheat

PUSH THIS PAIR OF
LIVING ECONOMIZERS

Macaroni is a living econom-
izer, as it replaces to a
great extent the expensive
cuts of meat.

This pair of Canadian-made
products, being made from
Canada's finest wheat —
Manitoba Hard, should be
featured this coming year,
and right now, to help find a
market for Canada's surplus
of wheat.

Equal in every respect to
the finest imported product,
better by far than the ordin-
ary brands, this pair of
money-makers should be on
your counter now.

Order your stock from your whole-
saler and push L'Etoile and Hiron-
delle Macaroni.

C. H. Catelli, Limited

MONTREAL

AGENTS:

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER

Size	ROYAL BAKING POWDER	
	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
4-oz.	\$.95	\$.90
6-oz.	1.40	1.35
	1.95	1.90

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5¢ Tins, 4 doz. to case, weight 10 lbs.	\$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 45 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 50 lbs.	9 50

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies 16-oz. Glass Jars.	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 10
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles	Per doz.
½ Pts., Delhi Epicure	\$ 1 20
½ Pts., Red Seal, screw tops	1 00
½ Pts., Red Seal, crown tops	0 50
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47½
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to cs.	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, To- mato Sauce, 2 doz. to cs.	1 17½
Family Baked Beans, Chili Sauce, 2 doz. to cs.	1 17½

3's Baked Beans, Tomato Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to cs., Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

BLUE

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S
For sale in Canada by The
Eby-Blain Co., Ltd., Toronto; C.
O. Beauchemin & Fils, Montreal.
\$2, \$3, \$5, \$10, \$15 and \$20. All
same price, one size or assorted.

UN-NUMBERED

100 books and over, each 0 03½	
500 books to 1,000 books 0 03	
For numbering cover and each coupon, extra per book, ¼ cent.	

CEREALS

Buckwheat Flour (Self-ris- ing), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

WHITE SWAN

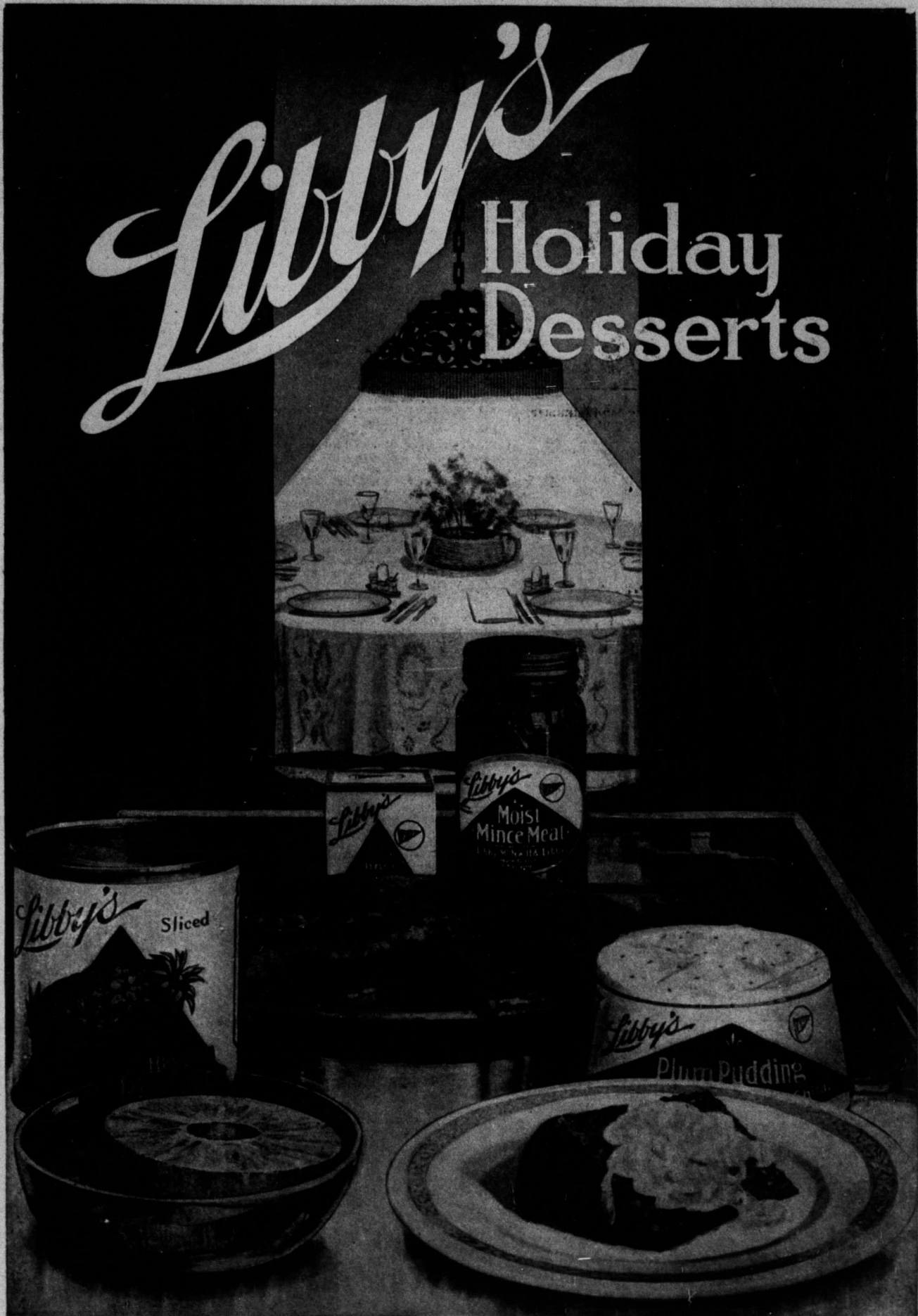
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	\$3 00
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COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz. ...	4 50
Perfection, ¼-lb. tins, doz. ...	2 40
Perfection, ½-lb. tins, doz. ...	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb. 0 37	
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Fearn, per lb.	0 22
Special quotations for Cocoa in barrels, kegs, etc.	
(Unsweetened Chocolate)	
Supreme chocolate, ½'s, 12- lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz. ...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Iceings for Cake—	
Chocolate, white, pink, lemon, orange, maple, al- mond, cocoanut, cream, in ¼-lb. packages, 2 and 4 doz. in box, per doz.	1 00

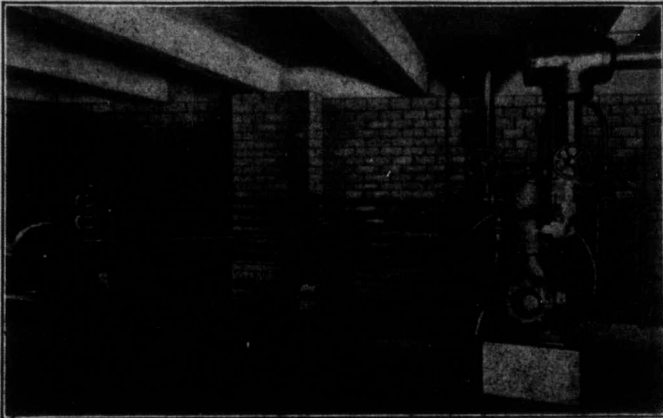
Libby's

Holiday Desserts



Libby, McNeill & Libby, Ltd., of Canada, Guelph, Ontario.

Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account. Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars.

We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

Ask for Bulletin 2-B.

The Arctic Ice Machine Co.

The W. A. FREEMAN Co., LIMITED

HAMILTON, CANADA

Canadian Representatives.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

Chocolate Confections, Per doz.	
Maple buds, 5-lb. boxes....	0 32
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonparell wafers, No. 1, 5-lb. boxes	0 32
Nonparell wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes...	0 38
Lunch bars, 5-lb. boxes...	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box....	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/2's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO.'S.
 Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Fersse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite 10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz., 10c size, per doz....	0 85
Nut milk bars, 2 dozen in box	0 50
Breakfast cocoa, 1/4's and 1/2's	0 36
No. 1 chocolate	0 30
Navy chocolate, 1/2's	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, 1/2's	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK BORDEN MILK CO., LTD.
 East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	\$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, 1/2 doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 50
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin

1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case	

MINTO BROS. MELAGAMA COFFEE

Ret.	Whol.
30c 1s, 1/2s, B. or G.	0 25
40c 1s, 1/2s, B. or G.	0 32
45c 1s, 1/2s, B. or G.	0 34
50c 1s, 1/2s, B. or G.	0 37
Tumbler coffee	0 25
Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.	

MINTO COFFEE (Bulk.)

M Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25
Packed in 25 and 50 lb. tins.	

FLAVORING EXTRACTS WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz.	
weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz.	
weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz.	
weight 6 lbs.	2 30
4 oz. bottles, per doz.	
weight 7 lbs.	3 50
8 oz. bottles, per doz.	
weight 14 lbs.	6 50
16 oz. bottles, per doz.	
weight 23 lbs.	12 00
32 oz. bottles, per doz.	
weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO. CRESCENT MAPLEINE Special Delivered Price for Canada

1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c	\$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 80c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.60	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.50; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.50; 6s, \$18.	
Bolled Beef, 1s, \$2.90; 2s, \$5.50; 6s, \$18.	
Jellied Veals, 1/2s, \$1.50; 1s, \$2.75; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2s, \$1.50; 1s, \$2.30; 2s, \$4.25.	
Beefsteak and Onions, 1/2s, \$1.50; 1s, \$2.90; 2s, \$5.	

Brooms of Quality

may always be had by ordering our brands. We have them at
\$3.00, \$3.25, \$3.50, \$3.75,
\$4.00, \$4.25, \$4.50, \$4.75,
\$5.00, \$5.50, \$5.75, \$6.00
per dozen.

FACTORY and MILL
Brooms \$3.75, \$4.25, \$4.75
per dozen.

Walter Woods & Co.

Hamilton - Winnipeg

NEW FIGS

Just the thing for December selling:
10 lb. Boxes, 3 Rows.

Also small Briquettes in 8-oz. and 12-oz. lots.

The quality is excellent and price reasonable.

New Navel and Florida Oranges

Headquarters for

Fish and Oysters

Combine your Fruit and Fish orders
and save express.

QUALITY FIRST ALWAYS

White & Co., Limited

Wholesale Importers

TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

It Will Pay You to Send at Once.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto.

The Apple Crop

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

FISH

Salt Trout and
Herring

Fresh Frozen Trout
and Herring

Lemon Bros.

OWEN SOUND, ONT.

As Usual

The Finest Lemons
on the market.

"St. Nicholas"

"Queen City"

"Kicking"

J. J. McCabe

Agent

TORONTO



We would rather have a customer complain about the price than the quality of our goods.

**White Swan Spices and Cereals, Limited
TORONTO**



Results worth while

—the kind that keeps your business out of that old furrow of slow-going, profitless sales, putting the necessary ginger and snap into them. That's what featuring Wonderful Soap will do for you. It has changed many slow-moving soap departments into rapid-fire profit pullers. It's the quality that does it—the repeat order quality that makes fast friends of first purchasers.

Try the selling value of a stock to-day.

Guelph Soap Co.
GUELPH ONTARIO

Cambridge Sausage, 1s, \$2.40; 2s, \$4.
Boneless Pigs' Feet, 1/2s, \$1.50;
Lamb's Tongues, 1/2s, \$1.90.
Sliced Smoked Beef, tins, 1/2s, \$1.65; 1s, \$2.65; 4s, \$13.50.
Sliced Smoked Beef, glass, 1/2s, \$1.25; 1/4s, \$1.90; 1s, \$2.75.
Tongue, Ham and Veal Pate, 1/2s, \$1.20.
Ham and Veal, 1/2s, \$1.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/4s, \$1.
Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, \$1.25.
Ox Tongues, tins, 1/2s, \$2.40; 1s, \$5.00; 1 1/2s, \$8; 2s, \$10.
Ox Tongues, Glass, 1 1/2s, \$9.75; 2s, \$12.
Mincedmeat, Hermetically Sealed Tins, 1s, \$1.25; 2s, \$2.40; 3s, \$3.40; 4s, \$4.30; 6s, \$5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7 1/2c lb.
In Glass, 1s, \$2.25.
Plum Pudding, 1s, \$2.30; 2s, \$2.80.
Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 15c.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
Pork & Beans, Plain Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Individuals, 50c doz.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, \$1; 3, \$1.40; 6, \$4.50; 12, \$7.25.
Individuals, 50c doz.
Pork & Beans, Chili Flat, 1, 60c; \$2. \$1; 3, \$1.15.
Individuals, 50c doz.
Pork & Beans, Tomato Flats, 1, 60c; 2, \$1; 3, \$1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, \$1; 3, \$1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.
Spaghetti with Tomato and Cheese, 1s, \$1.30 doz.
Fluid Beef Cordials, 20 oz. btls., \$10 per doz.
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$2.80 doz.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS
L'Admirable, 50 btles, litre, cs. 5 50
Neptune 7 00
San Rival 8 00

VICHY LEMONADE
La Savoureuse, 50 btles., cs. 8 00

NATURAL MINERAL WATER
Evian, Source Cachat, 50 btles, cs. \$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz. 1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz. 0 95
Club Soda, Trayders, cs., 6 doz. pts., doz. 1 05
Club Soda, Trayders, cs., 6 doz. splits, doz. 0 95

BLACK TEAS
Victoria Blend, 50 and 30-lb. tins, lb. 0 38
Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS
H. L., ch. 90 lbs., lb. 0 35
Victoria, ch. 90 lbs., lb. 0 30

COFFEES
Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MALT EXTRACT
Miller of Milwaukee, cs. 2 doz., cs. 4 25
Miller of Milwaukee, brl. 8 doz., brl. 16 20

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.
Tierces 0 10 1/4
Tubs, 60 lbs. 0 10 1/2
Pails, 20 lbs. 0 10 1/2
Tins, 20 lbs. 0 10 1/4
Cases, 5 lbs., 12 to case .. 0 11 1/2
Cases, 3 lbs., 20 to case .. 0 11 1/2
Cases, 10 lbs., 6 to case .. 0 11
F.o.b. Montreal.

MUSTARD

COLMAN'S OR KEEN'S
Per doz. tins
D. S. F., 1/4-lb. \$ 1 60
D. S. F., 1/2-lb. 2 90
D. S. F., 1-lb. 5 70
F. D., 1/4-lb. 0 95

Per jar
Durham, 4-lb. jar 0 98
Durham, 1-lb. jar 0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.
Raspberry 0 14
Strawberry 0 14
White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO.
Dredge
Canister 4 oz. Round Pkgs. \$0.90 \$0.90
Allspice
Arrowroot, 4 oz. tins, 85c
Cayenne 0.90 0.90
Celery Salt
Celery Pepper
Cinnamon, 1 oz., Fag-ots, 45c 0.90 0.90
Cloves 0.90 0.90
Curry Powder
Ginger 0.90 0.90
Mace
Nutmegs 0.90
" Whole, 5c. Pkgs., 45c
Paprika 0.90
Pepper, Black 0.90 0.90
Pepper, White 1.10 1.10
Pastry Spice 0.90 0.90
Pickling Spice (Win-dow front) 0.75
Dozens to case 4 4
Shipping weight, per case ... 10 lbs. 17 lbs.

WHITE SWAN LYE

Single cases, 4 doz. \$ 3 50
5 case lots, 4 doz. 3 35
Shipping weight 50 lbs. per case.

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

BRANTFORD BRANDS

Laundry Starches—
Boxes
40 lbs., Canada Laundry .. .06 1/4
40 lbs., boxes Canada white gloss, 1 lb. pkg.06 1/4
48 lbs. No. 1 white or blue, 4 lb. cartons07 1/4
48 lbs. No. 1 white or blue, 8 lb. cartons07 1/4
100 lbs., kegs, No. 1 white06 1/4
200 lbs., bbls., No. 1 white06 1/4
80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.07 1/4
48 lbs., silver gloss, in 6-lb. tin canisters08 1/4
36 lbs., silver gloss, 6-lb. draw lid boxes08 1/4
100 lbs., kegs, silver gloss, large crystals07 1/4
28 lbs., Benson's Satin, 1-lb. cartons, chrome label .. .07 1/4
40 lbs., Benson's Enamel (cold water), per case... 3 00
20 lbs., Benson's Enamel (cold water), per case .. 1 50
Celluloid—boxes containing 45 cartons, per case ... 3 00
Culinary Starch
40 lbs. W. T. Benson & Co.'s prepared corn07 1/4
40 lbs. Canada pure corn starch06 1/4
(120-lb. boxes 1/4c higher.)
Casco Potato Flour, 20-lb. boxes, per lb.10

CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling
CONCORD? Order
from your wholesaler
TO-DAY.

LIST OF AGENTS:

R. S. Molndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
H. C. Janlon, Vancouver, B.C.



Don't Guess

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin, Brereton Co., Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

WETHEY'S CONDENSED MINCE MEAT

Quality—better than
ever, if such is pos-
sible.

Price unchanged.

Order from your jobber.

XMAS ORANGES

On account of navels being later than usual in maturing, we have put off buying until the last minute, and will therefore be able to fill your orders with the finest quality fruit on the market. Our prices will also be quite in line and not any more than you are asked to pay for some inferior quality.

If we have not already received your *Xmas Order*, let us have it now. We will look after you properly. All goods loaded in heated cars right alongside our warehouse and loaded by our own men. This assures you against frost or any broken packages.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH, ONTARIO



Here's a Suggestion— *MacLean's*

As a Christmas gift to your friends, will be like a new gift every month of the year. Besides it will save you time, worry and expense.

What You Do

Send us a list of those to whom you have decided to send *MacLean's*, with their addresses, remitting for each at the regular subscription rate of \$2.00 per year. Write names and addresses clearly.

What We Will Do

We will mail a beautiful Christmas card to each of the friends you have selected, notifying them of the fact that *MacLean's* is to be their Christmas gift from you. This card, which will be printed in colors, will reach them on or before Christmas Day. The current number of *MacLean's* will follow.

A best selling book free to YOU with every subscription. See list in December issue.

Enclosed please find the sum of \$....., for which send *MacLean's* for one year to

.....

(Sender's name and address)

MacLean Publishing Co., Limited
 143-153 University Avenue, Toronto, Ontario

Get In On This Christmas Window Contest

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

Selling Power, Attractiveness and Originality

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

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

The Prizes

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

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

Address:

THE EDITOR, CANADIAN GROCER

143-153 University Avenue
TORONTO

Buyers' Guide

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

HONEY

Try our Airline Brand. Honey put up in all sizes of Packages, Glass or Tin. Write for prices.

THE ROOT CANADIAN HOUSE
185 Wright Avenue, TORONTO

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

FOR SALE — WRAPPERS AND SEALING strips for cans, packages and the like, upon due notice and at reasonable prices and terms. Mfg. under patent number 152601, year 1913. E. H. Roden, Toronto, Ont., 325 Brock Ave.

FOR SALE—GENERAL STORE IN NEW town 20 miles from nearest opposition. Stock, fixtures and building \$5,000.00. Annual turnover \$40,000.00. A1 buy for a live wire. Closing out branch store, reason for selling. Apply Box 152, Castor, Alta.

WANTED

SALESMAN WITH FIRST-CLASS CONNECTION in three provinces desires high-class line on commission basis for January 1st, 1916. Apply Box 117, Canadian Grocer. (tf)

YOUNG MAN WITH NINE YEARS' EXPERIENCE as grocery salesman wishes to hear of opening for traveller for some grocery line. Apply to Box 120, Canadian Grocer, Toronto. (Dec. 3-10)

TRAVELING SALESMAN — WANTS SEVERAL good lines to carry on Prince Edward Island. Salary or commission. Reginald Dawson, Albany, P.E.I.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Storage Service Co., Limited, 97 Ontario St., Toronto.

EGG FILLERS

Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED

154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS

Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"The Utmost in Lemons"
Placido Costa & Co.

MESSINA BRANCH AT CATANIA
Agents for Canada Wanted

Grocery Advertising

By Wm. Borsodi

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

ALL ORDERS PAYABLE
IN ADVANCE.

PRICE \$2.00

MacLean Publishing Co.

143-153 University Ave., Toronto

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

AT HOLIDAY TIME

there's a greater demand than ever for

MAPLEINE

the "maple" flavor for making syrup and flavoring desserts and dainties.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.




ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

OAKLEY'S **KNIFE POLISH**

20-102-5755



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

Coupon Books

Save Time : Save Money :
Save Labor : Eliminate
Loss : Waste : Errors



Just the thing for the GROCER, BUTCHER and BAKER. No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or
ALLISON COUPON COMPANY
532 East Market St.
Indianapolis, Indiana, U.S.A.

KINDLY MENTION
THIS PAPER WHEN
WRITING ADVERTISERS

Are You Interested?

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

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

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

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

No Other Paper Reaches All These Men.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed to Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out.

Christmas Appeal
FOR
The Hospital for Sick Children
COLLEGE ST., TORONTO.

Dear Mr. Editor:—

Thanks for your kindness in allowing me the privilege of appealing at this Christmas time on behalf of the Hospital for Sick Children, Toronto.

In the 40 years of the Hospital's existence there have been treated within its walls 26,108 children as in-patients; 231,768 as out-patients; a grand total of 257,876 in and out-patients.

The Hospital for Sick Children gives a province-wide service, for little patients from every section of Ontario have sought its aid. Last year 499 patients were admitted from 232 places outside the city of Toronto. In 1914 there were 394 from 210 places.

Of the 2,838 in-patients last year 1,771 were medical cases and 1,067 surgical. In the orthopedic department of the 2,838 in-patients, 264 were treated for deformities, 21 Pott's disease of the spine, 10 lateral curvature of the spine, 10 bow-legs, 57 club-feet, 17 dislocations of hip, 42 tubercular disease of knee, hip, ankle, wrist and elbow; 76 infantile paralysis, 8 wry neck, and 21 miscellaneous.

Our battle is never-ending—is one that will continue while the world lasts, for it is the fight between the armies of life and death, to save the child life, the sick little ones, sons and daughters not only of our soldier men, but of the fathers and mothers still in this home-land province.

The Hospital is beating back disease and death, the enemies that assail the lives of little children as the British Empire is beating back Germany, Austria and Turkey, the enemies that assail the life of liberty.

So we appeal to the generous people of Ontario not to forget those so near and dear to us, who lie in the beds and cots of this great charity.

Will the people at large, as of old, respond to our call? Will they remember that every year is a war year for the Hospital, every day a day of battle, and that the Hospital needs money, not for its own sake, but for the children's sake?

The Hospital has waged its war for forty years. The people of Toronto and Ontario have been its friend, and this year of all years it requires help. Surely you will give to a charity that cares for every sick child in Ontario, for only as your money reaches the Hospital can the Hospital's mercy reach the children.

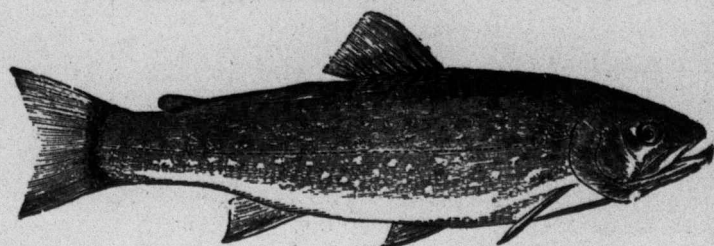
Every dollar is a link of kindness in the chain of mercy that joins the money in your pocket to the miseries of some child's life, some mother's heart.

Remember that Christmas calls you to open the purse of your kindness to the Hospital that the Hospital may open the heart of its help to the children.

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

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

Deliciously Good!



That is the popular verdict regarding the various lines of **Brunswick Brand Sea Foods**. Containing nothing but the very best and most carefully selected fish, cleaned and sealed in air-tight tins by expert workmen in our own splendidly equipped plant, "Brunswick Brand" quality has made it a quick-selling satisfaction giver everywhere.

If in the past your fish sales have not been as profitable as you would wish, try what a display of these quality lines will do towards toning up business.

Brunswick Brand will create the repeat orders that spell big business. **Try the pulling power of a display now.**

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



BLACK JACK

QUICK
CLEAN
HANDY

1-lb. tin—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

BUY

STARBRAND

"Made in Canada"

**Cotton Clothes Lines
and Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila
and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

Keep Up The Connection

you have made by past efforts in advertising. New friends are alright, but it is a fallacy for one thing, and bad business for another, to create a demand for goods or service and then lose the fruits of your work by default. Letting your old friends know that you want their business is also the surest way to gain new ones.

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

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Prompt Delivery

LAST CALL

If you fear that your present supply of the following will run short, wire at our expense and we will fill your wants immediately at the best prices:

**CURRANTS
CALIFORNIAS
SULTANAS
MALAGAS
EVAPORATED FRUITS
PRUNES
PEELS
SHELLED NUTS
WHOLE NUTS
PEANUTS**

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul West, MONTREAL

Tel. Main 3766



IT IS "GOOD" BUSINESS TO "SPEND" YOUR MONEY where you "make" it.

Gold Standard

PURE FOOD PRODUCTS



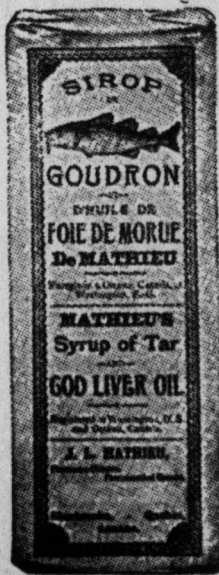
Are "Western-Made-for-Western-Trade"

The money you spend for them goes to WESTERN workmen, who, in turn, spend it with WESTERN merchants. By selling Western manufactured goods you add to the prosperity of your own community by increasing the number of your prospective customers.

The quality and purity of Gold Standard Pure Food Products is seldom equalled and never excelled by imported goods.

THE CODVILLE COMPANY LIMITED

Winnipeg, Brandon, Moose Jaw and Saskatoon



Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

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



The Original Made-in-Canada Sales Producers

For quick selling, profit pulling and customer satisfaction, you cannot beat the Malcolm Condensing Co.'s five leaders here shown. Their proven goodness places them in the front rank of repeat business-getters.

Our process of manufacture, by bringing out all that is most palatable and nutritious in these goods, produces a quality not easily duplicated.

Stock these Made-in-Canada lines for bigger and better winter selling. Feature them strongly in your windows, showcases and shelves. Your cash drawer will be ample evidence of their popularity.

NOTE THESE PRICES:

St. George Brand Coffee, 2 doz. in case	\$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

Order a 5-case lot to-day. We pay freight up to 50c per 100 lbs. in Ontario, Quebec and Maritime Provinces.

The Malcolm Condensing Co., Limited, St. George, Ont.

No. 26



Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

Revenue Increased \$1 a Head in a Month

"November, according to the latest report, shows a seven million dollar increase, the largest revenue for any month in the history of the Dominion. This looks good to me, lad, and shows that Canada's finances are in good shape. Tobacco has helped make this condition. Users of tobacco who, despite the extra tax, are using their regular allowance are helping Canada to weather the storm."

King George's Navy Chewing Tobacco

Has made record for itself in increased sales during the past month. Its popularity with the tobacco using public is assured. Are you, Mr. Grocer, getting your share of King George sales? Stock Up.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

A Christmas Suggestion



THE EVIDENCE OF QUALITY

YOUR CUSTOMERS are somewhat bothered as to a suitable Christmas present for many of their friends. **We have solved the problem.** We have put up in cases of one dozen tins each, an assortment of those **Extra Fancy Quality Niagara Fruits.**

The assortment of each case is as follows:

- 2 Tins Bartlett Pears
- 2 Tins Red Raspberries
- 2 Tins Red Cherries
- 2 Tins Sliced Pineapple
- 2 Tins Lombard Plums
- 2 Tins Yellow Peaches

Your wholesaler will give you full information as to price.

Order now before too late.



Dominion Canners, Limited
HAMILTON, CAN.