

CANADIAN GROCER WISHES ALL ITS READERS A HAPPY NEW YEAR

CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, DECEMBER 31, 1920

No. 53

Ask for
Kingnut
Nut-Margarin



**Sold On
Money Back Guarantee**

**KELLOGG PRODUCTS INC.
BUFFALO, N.Y.**

CANADIAN OFFICE : 39 MOSGROVE ST., OTTAWA, CANADA.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

PULL Versus PUSH

WHICH type of merchandise do you prefer to handle—merchandise that pulls business of its own accord—or merchandise you have to push?

We believe you prefer the profitable, business-pulling kind, and for that reason you will favor O-Cedar Polish.

O-Cedar Advertising appears regularly throughout the year, steadily pulling business. O-Cedar has many and various uses—it is a polish for floors, furniture, wood work, motor cars, etc., therefore an all year 'round seller—another business-pulling advantage.

A sale of O-Cedar Polish often leads to the sale of an O-Cedar Mop. And now-a-days many housewives wisely keep an extra bottle of O-Cedar Polish on the shelf—thus you have an opportunity to make two sales instead of one.

Taking all these sales features into consideration—could you wish for a more profitable business-puller than O-Cedar Polish?

Order O-Cedar Polish from your Jobber.

CHANNELL CHEMICAL CO., LIMITED
TORONTO



Borden's Products—
 Eagle Brand Milk
 St. Charles Milk
 Reindeer Coffee
 Reindeer Cocoa
 Malted Milk



The Milk That Is Safe, Sweet and Pure Always



—A size for every need

RICH, pure, wholesome, hygienic milk from healthy cows pastured on the green meadows of Canada's finest dairying districts. Milk that's rigidly inspected and scientifically processed by the proven methods of over a half-century's experience. That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you should want to use on your own table—the sort you can with confidence recommend to every good housewife. She knows Borden's—everybody does. And a suggestion from you will mean good sales and better profits.

The Borden Co., Limited
 Montreal

Business as Usual

We wish to advise the trade that the fire which destroyed the buildings directly back of our Warehouse did not in any way damage

OUR STOCK

BUSINESS WILL BE AS USUAL

*All orders will be promptly filled
same day as order is received*

WISHING YOU PROSPERITY IN 1921

Laporte Martin Ltee

WHOLESALE GROCERS AND WINE MERCHANTS

MONTREAL

== \$125⁰⁰ IN PRIZES ==

Window Dressing Contest for Toronto Grocers and Clerks

HERE is a splendid opportunity to earn some extra money for your skill as a window trimmer and at the same time increase your sales of jams and marmalade at a time when they sell the best. We want to have every grocer in Toronto—or a clerk in each store—enter this contest. You cannot lose and you have a chance to make \$50 in addition to profits made on sales of one of Canada's best jams—**St. Williams**. As you know, this is a high-class product that always repeats—many grocers who feature it above all others say it is better than any imported line.

PRIZES		
1st	—	\$50
2nd	—	\$25
3rd	—	\$15
4th	—	\$10
5th	—	\$10
6th	—	\$5
7th	—	\$5
8th	—	\$5

The Prizes Are Worth While

and \$3 will be paid for each photograph sent in not included in the prize money.

The judging will be based on the three important points:—

1. Selling Ability of the Window; 2. Attractiveness, and 3. Originality.

The contest extends from January 17, 1921, for one month to February 17.

Windows to be kept intact for a period of not less than one week. Photographs should at least be 6 x 8

inches in size or larger. Decisions of judges final. Windows to be trimmed only with **St. Williams** products, jams or marmalade, or both—glass, tins, or both.

Judges—Editors of Canadian Grocer: J. L. Wyckoff, P. A. Crane and B. T. Huston.

Our salesmen have supply of window cards—ask for them, or write or 'phone our selling agents—Langley Harris & Co., Limited—Main 6022.

(N.B.—In sending photograph, see that no mark is placed on back of it, but attach separate paper with name and address. Each photograph will then be given a number and passed over to judges.)

Made by

St. Williams Fruit Preservers, Limited
St. Williams, Ontario

Send Photographs to our Selling Agents:

Langley, Harris & Company, Limited

SUCCESSORS TO

MACLURE & LANGLEY, LIMITED

12 Front Street East

-- --

Toronto

— CONTEST FOR OUTSIDE TORONTO ANNOUNCED LATER —

Drimilk

A SEPARATED MILK POWDER

Every wholesale grocer stocks it.
Good grocers sell it in yellow tins.

Phone College 2040

THE DRIMILK CO., LTD.
COURTLAND, ONT.

Executive Offices: Spadina Crescent, Toronto

Donald H. Bain Co., Winnipeg
Western Distributors

Have You Sent In Your Order For



Registered Trade Mark

Molasses

You must choose between good and bad quality molasses, in order to increase your molasses sales during the period of unsettled prices. The public are becoming more discriminating as to quality, and demanding the best molasses for the price.

When ordering Windmill Barbados Super Fancy Molasses, you order an article with a guarantee, and you will have no trouble in reselling it. It will increase your molasses sales, also your regular business to have the highest grade Barbados molasses in your store.

Ask your wholesaler for prices on "Windmill"—you will find them right.

We guarantee Windmill to be absolutely pure and highest grade Barbados Molasses.

PURE CANE MOLASSES CO. OF CANADA, LIMITED]

St. John, N.B.

Montreal, Quebec

By Appointment



to H.M. the King

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

**32 Front Street West
TORONTO**

MACDONALD'S

The Best Known Tobaccos in Canada To-Day

THERE are eight kinds of tobacco pictured on this page. They are all Macdonald's. They are all made to meet **somebody's** idea of a perfect tobacco—and **every** smoker will find among them a tobacco to suit his taste.

These eight forms of Macdonald's are the best-known tobaccos in Canada. Their pictures are in the newspapers all over the country. The result—

More and more Macdonald's is being sold all the time. And the more Macdonald's sold, the faster the retailer's turnover; the faster the turnover, the **greater** his profit.

And, after all, none of us are in business for our health.



The Tobacco with a heart



CLARK'S Prepared Foods

"Ready to Serve"

Pork and Beans

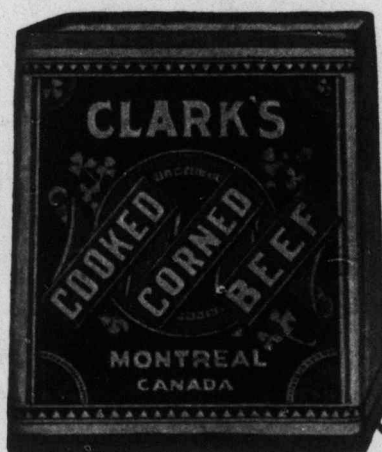
Roast Beef

English Brawn

Veal Loaf

Ox Tongue

Beef Steak and Onions



Devilled Meat

Potted Meats

Sliced Smoked Beef

Cambridge Sausage

Canadian Boiled Dinner

Tongue, Ham and Veal

Spaghetti with Tomato Sauce and Cheese

Soups (13 kinds)
Table Syrup

Irish Stew
Peanut Butter

Corned Beef Hash,
Tomato Ketchup, Etc.

MADE IN CANADA - BY CANADIANS
AND ALL FIRST-RATE SELLERS

W. CLARK, LIMITED

MONTREAL



O.K. SAUCE

FINALITY IN
FRUIT SAUCE

as palate pleasure
and true digestive



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

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

SPRATT'S

Meat-Fibrine Dog Cakes and
Puppy Biscuits are the daily
menu of millions of dogs the
world over.

Why not be "The Canine Cater-
er" for your town? Ask your job-
ber or write for samples, prices
and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

Y & S STICK LICORICE in 10c Cartons



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

Made in Canada by
National Licorice Company
MONTREAL

Catalogue and Price List on Application.

REMEMBER

that Laundry Blues vary in
strength, color, and bleach-
ing properties. Inferior kinds
leave unsightly marks on
linen.

OCEAN BLUE has a reputa-
tion for safety and perfect
results—due to expert treat-
ment in every stage of its
manufacture.

You will have no complaint
from even your most par-
ticular customers if you sell
them

OCEAN BLUE

In Squares and Bags

Order from Your Wholesaler.

HARGREAVES (CANADA) Limited
The Gray Building, 24 and 26 Wellington St. W., Toronto

King Oscar BRAND SARDINES



The finest flavored, highest-grade sardines on the market. King Oscar brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

Eureka Refrigeration Equipment



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

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

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

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

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock. Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

Little Selling Effort



will, we feel sure, be required for the selling of "Maroma" Salad Dressing. Its satisfying qualities as an aid to delicious fish and all kinds of meats, entrees has given it a first place for profitable returns.

Our OLIVE BUTTER is also recognized as a brisk, steady seller and a daily prominent display should bring regular profits. Made from selected spices, Olives, Pimento and Malt Vinegar.

Sold and Manufactured by

E. W. Jeffress Limited

Walkerville, Canada
W. G. Patrick & Co., Limited

Toronto and Winnipeg
Selling Agents for our Blue Seal Lines

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

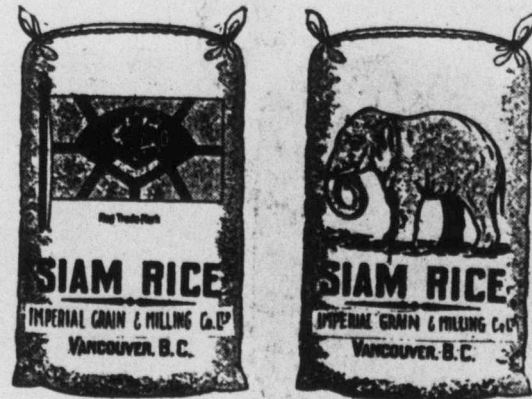
Dominion Cannery B. C. Ltd.

Head Office: Vancouver, B.C.



Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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

A Good Investment

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your business?

Do you want to buy a grocery business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for CANADIAN GROCER'S "Wanted" page, setting forth just what you want, and stating your needs or qualifications. Such an advertisement will automatically seek out for you the only people you want to reach—those who are actively engaged in selling groceries in Canada.

The cost?

Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of CANADIAN GROCER not later than Monday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Canadian Grocer, 153 University Ave., Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

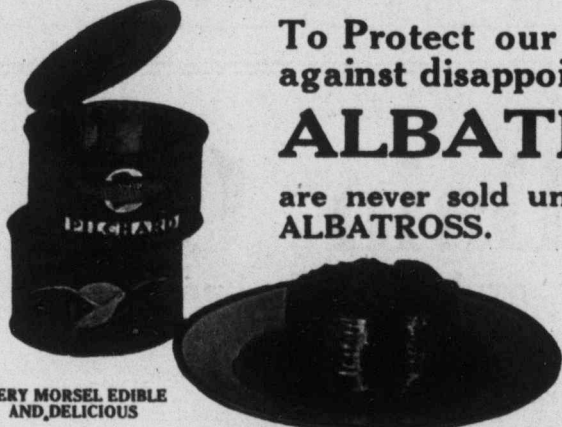
JOHN PRITTY, LIMITED
 Merchandise Broker and Manufacturers' Agent
 HEAD OFFICE REGINA, SASK.
 Sales connections in all the cities of Canada and the United States.
 If you desire your goods placed on the wholesale and retail market, get in touch with Pritty.
 A purely Western firm with 11 years' Western experience.

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

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

When writing to Advertisers kindly mention this paper.

JOHNSON LIEBER MERCANTILE COMPANY
 of Canada, Ltd.
 Brokers and Manufacturers' Agents
 Established thirty years, maintaining offices in principal cities of Pacific northwest.
 Our organization offers manufacturers every facility necessary to successful marketing of their product.
 Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
 850 Hastings St. West, VANCOUVER, B.C.



To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labelled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
 VICTORIA

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

EVERY MORSEL EDIBLE AND DELICIOUS

Wallace Herrings are Supreme in Quality

and enjoy a steady, well-earned demand



WALLACE FISHERIES LIMITED
 Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY

Mfrs. Agent and Importer
Groceries and Chemicals

Salesmen covering Manitoba, Saskatchewan,
Alberta and British Columbia.

533-537 Henry Ave., Winnipeg

Richardson Green, Limited MANUFACTURERS' AGENTS

Calling Upon the Grocery, Hardware and
Drug Trade.

Winnipeg Regina

Edmonton

Calgary Saskatoon

We work The Retail Trade

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

(MANITOBA) LIMITED

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

THE McLAY BROKERAGE CO.

WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS

Take advantage of our Service
WINNIPEG MANITOBA

C. DUNCAN & SON

Manufra. Agents and Grocery Brokers

Cor. Princess and Bannatyne
WINNIPEG

Estab. 1889

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches

REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.

Wholesale Brokers and Commission Agents

Confederation Life Bldg. - Winnipeg

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

GIBSON-PATERSON-BROWN LIMITED

Grocery Brokers and
Manufacturers' Agents

WINNIPEG : CALGARY : VANCOUVER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

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

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

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK.

SASKATOON, SASK.

CALGARY, ALTA.

EDMONTON, ALTA.

VANCOUVER, B.C.

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

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

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

CORRESPONDENCE SOLICITED



The Largest in Western Canada

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

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.


Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRUCKAGE
STORAGE
DISTRIBUTION

CLIMAX PAPER BALER



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

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

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

S. & M.

The Cream of all Chocolates.

Write us for Prices and Discounts.

Sole Canadian Distributors:

Dominion Confectioners Limited

229 Notre Dame West, Montreal

Our Agents:

Samuels, Carney & Dickie Ltd. Halifax, N.S.	Chadwick & Co. Toronto, Ont.
L. Edward Whittaker St. John, N.B.	H. H. Bear Summerside, P.E.I.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service

Reliability

Integrity

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

SCOTT-BATHGATE CO., LIMITED

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

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and
Smokers' Sundries

LET CANADIAN GROCER Sell It For You

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—
Commission Merchants

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

SALES FORCE

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

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

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

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



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON
Box 2015
WINNIPEG

G. B. THOMPSON & CO., Western Distributors, Winnipeg



OAKLEY'S "WELLINGTON" KNIFE POLISH

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

John Oakey & Sons, Ltd.

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

Agents:
F. Manley, 147 Bannatyne Ave. East,
Winnipeg
Saekey & Mason, 839 Beatty Street
Vancouver.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

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

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

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

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

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



32 Front
TORONTO St. West
CANADA

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

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

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

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

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

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

When Writing to Advertisers Kindly
Mention this Paper.

Advertising in Canadian Grocer is econom-
ical, because the advertiser reaches only
a class of business men directly
interested in his product.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

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

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

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE. GROCERY BROKERS

Importateurs & Exportateurs Pois et Fèves Produits Alimentaires	Importers & Exporters Peas and Beans Food Products
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ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant
QUEBEC, P.Q.

Agencies Wanted

Manufacturers desiring representation in the Maritime Provinces in all lines of Food Products are invited to write us. With headquarters at Amherst, which is the Hub of the Maritime Provinces, distribution can be handled to best advantage.

References furnished.

Traders of Canada, Limited
Maritime Block, Amherst, N.S.

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

A. H. M. HAY

*General Produce & Lumbermen's
Supplies*

Phone 5311 80 ST. PETER ST.
Residence 6383 QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

The Smith Brokerage Co., Ltd.

Wholesale Commission Brokers
ST. JOHN, N.B.

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

Best References

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

Greek Black Olives

BIG SHIPMENT JUST ARRIVED

Also RAISINS, SMYRNA
SULTANAS and ELEME

*Prices very reasonable. Send
in your orders at once*

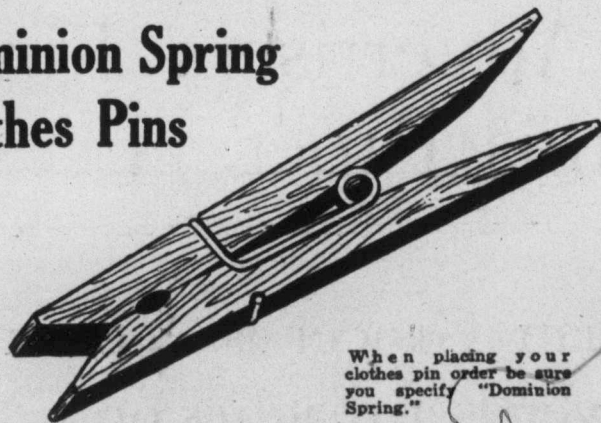
Levant American Mercantile Co.
Limited
408 Power Bldg., MONTREAL

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker
Representing:
The Dominion Melasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jes. Dufresne, Biscuits, Chocolates and Confectionery,
Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

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

Dominion Spring Clothes Pins



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

There's Greater Satisfaction

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

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

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

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

TRUE ECONOMY

People are getting back to more economical ways. When you hear a customer ask for something, "cheaper" it is sometimes a good answer to show something a little *better*. True economy and mere "cheapness" are not the same.

Red Rose Tea is economical because of its extra strength and quality. It makes more tea.



T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton

BUYING A PIG IN A POKE

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

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

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

CANADIAN GROCER

MONTREAL

TORONTO

WINNIPEG

VANCOUVER



Let This Display Card Help in Your Sales

It is a reproduction in natural colors and an excellent medium for advertising necessary household articles.

Be sure and keep your stock complete.

OUR DISPLAY CARD SENT FREE—Charges prepaid.

We wish all our customers in Canada a very Happy and Prosperous New Year.

MAGOR, SON and COMPANY LIMITED

30 Church Street, TORONTO

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CANADIAN GROCER

VOL. XXXIV

TORONTO, DECEMBER 31, 1920

No. 53

Story of Grocery Commodities in 1920

During the First Half of the Year it Was an Advancing Market, With Few Recessions in Evidence the Latter Part of the Summer—Sugar the Only Commodity to Show a Violent Slump—Otherwise Declines Have Been Gradual.

IN reviewing the situation in grocery commodities for the year just closed, the markets during the first part of the year were in a strong condition, with prices steadily rising. It was not until well into the middle of the year that the break came, undoubtedly attributed to the banks tightening credits. With the exception of sugar, at no one time was there a slump, the recessions being gradual, giving merchants an opportunity to ease off stocks without any great loss.

The Story of Sugar

The most interesting feature of the year was sugar. In January refined sugar was quoted at \$14.50 per hundred-weight Montreal with indications on the surface of a shortage. At that time the Board of Commerce was making a vigorous effort to keep down sugar prices, restricting retailers' profits to one and one-half cents per pound and wholesalers to five per cent.

Raw sugars were in a runaway market, the planters apparently offering small quantities, quite content to sit back, basking in the sunshine of high prices and watching buyers and speculators eagerly bidding for the small shipments and incidentally boosting prices to the highest on record since the American Civil War.

It was about this time too, that the Canadian Government was advising the public to lay in stocks of sugar sufficient to carry them over the preserving season, emphasizing the fact that sugar would be very scarce, and requesting the refiners to stock up on raws. Refined sugar in the United States was then scarce, selling at 7 to 10 cents per pound higher than in Canada. This was tempting Canadian refiners and other holders of sugar to ship to the United States, taking advantage of the exchange and the ready market over the border, but the Board of Commerce started in and prohibited the exporting of sugar from Canada.

Removal of Restrictions

About the latter part of February the refiners were commencing to feel the

pinch of the Board of Commerce ruling, restricting their prices to a certain basis, and with the steadily advancing cost of raws made application to the board to be permitted to make an advance in accordance with their cost. This resulted in all restrictions, in so far as prices were concerned, being removed. The removal of price restriction immediately sent the wholesale price of sugar up \$2 per hundred, which made quotations at the beginning of March \$16.50. From that time on, sugar prices advanced in leaps and bounds until in the month of August it reached the high level of \$24. This high figure, however, was not long maintained, due to the fact that the sugar market in the United States commenced to slump. Prices on both raws and refined over the line were receding as fast as they had been climbing at the beginning of the year.

Sales of sugar in Canada direct from the refineries were becoming smaller.

Speculators and others were dumping their holdings on the market, all anxious to get from under before the crash came. Refiners were not doing any business to any extent, and they at once reduced prices to \$21. This did not have the desired effect, so prices were further reduced to \$19.50. Refined sugar in the United States had also reached the low level of 11 cents per pound, which could be laid down in Canada at around 14½ cents, a factor that no doubt had something to do with the last two reductions.

Greatest Upheaval in Sugar Trade

Then came the greatest upheaval in the history of the sugar business. Canadian sugar refiners claimed they were due to lose millions of dollars owing to the declining price of raws and the fact that the Government through the Trade Commission advised them to lay in large quantities of raws when the price was at the highest point and then placing an

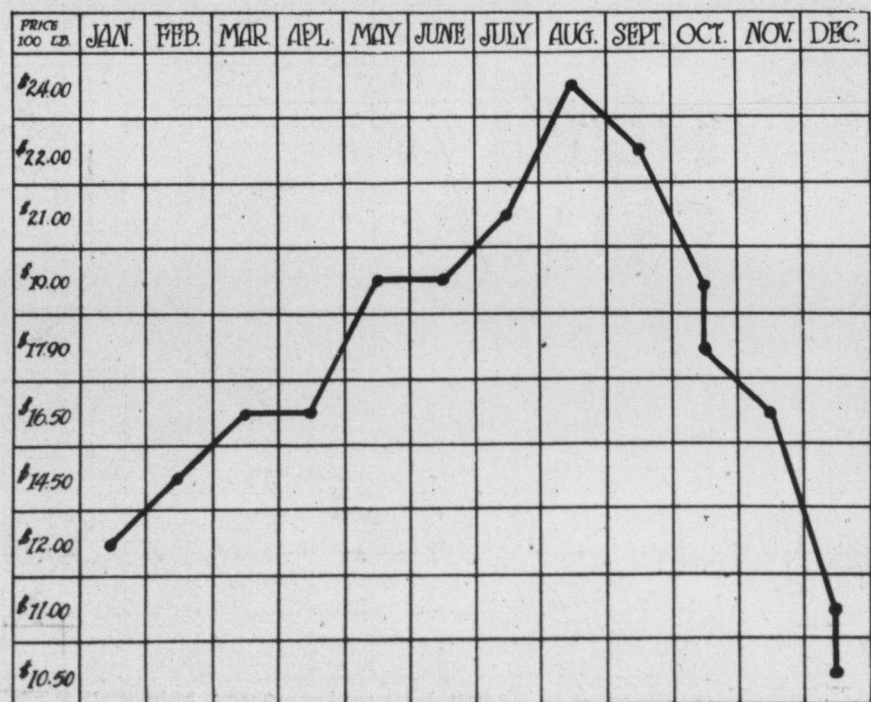


Chart showing price fluctuations on sugar—Montreal basis—month to month during 1920.

embargo on exports. This left the refiners high and dry with huge stocks of raw sugar bought at high levels when the market commenced to sag. At a conference with the Board of Commerce and the sugar refiners, the board decided to prohibit the importation of American refined sugar and placed the wholesale price of sugar at \$18.50 and the retail at 21 cents per pound. This was immediately responded to by vigorous protests from all parts of Canada. Wholesalers, retailers, manufacturers and consumers raised such an uproar that before four days had elapsed the Government stepped in, and over the head of the Board of Commerce rescinded the order.

Any Price They Could Get

From that time, until the middle of December the sugar situation was one of complete demoralization. Depressed sugars were dumped on the market from all corners. Manufacturers, speculators and others who had any surplus sugar were offering it at almost any price they could get. The refineries were forced to close. The Canadian beet sugar appeared on the market, which had the effect of still further reducing prices. This condition existed well into December when the market commenced to stabilize and prices were on an equal basis of \$10.50 per hundredweight.

The Market in Canned Goods

The opening 1920 prices on canned goods were almost on a par with 1919. Owing to the fact that few merchants were buying to any extent, prices were reduced in order to speed up sales. This condition existed in practically all lines

of canned goods with the exception of sockeye salmon. The pack of sockeye salmon in 1920 was extremely light and it is doubtful whether there will be sufficient to carry until the new pack. The year closed with other varieties of salmon—pinks, cohoes and chums—selling at a lower price.

Owing to the high cost of sugar during the fruit season jams opened at extremely high figures. But like other lines, merchants did not buy, with the result that prices were reduced and there are indications that further reductions will be made to bring them more on an equal basis with the lower cost of sugar.

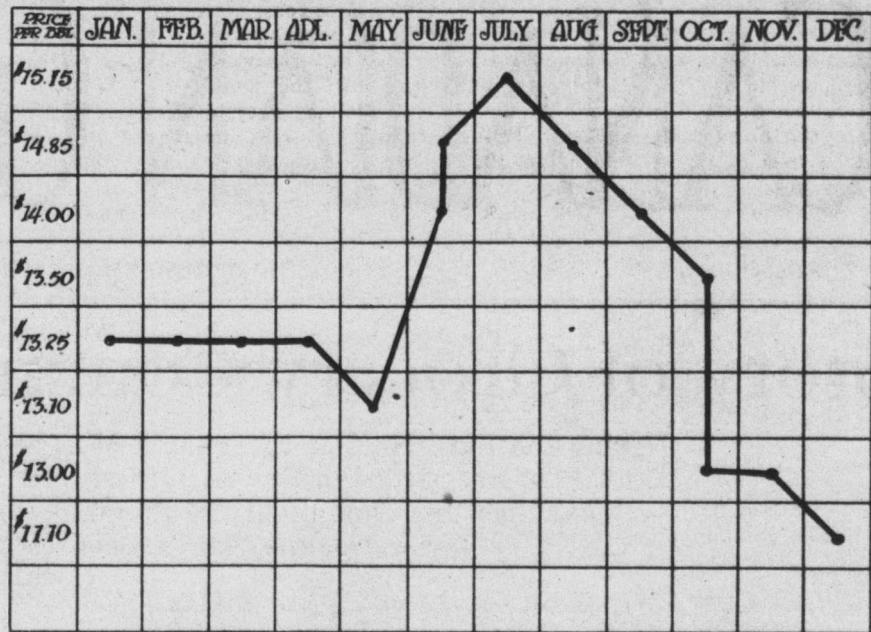


Chart showing price fluctuations on flour—Montreal basis—during 1920.

Flour and Cereals Gradually Recede

Flour and cereals continued in a strong situation well up to the time that the crops were harvested and something definite was learned about the size of the grain crops. Flour and cereals then commenced to gradually recede. The highest quotation on Manitoba flour during 1920 was \$15.15 per barrel. The year closed with the lowest quotation of \$11.10 per barrel.

Lack of Exports Affects Hogs

Hogs and hog products continued in a firm position, with prices steadily advancing until the end of October, when packers commenced to hammer down prices and they succeeded in bringing them to the lowest level of the entire year—\$15.75 on the fed and watered basis, Toronto. About the middle of December packers were not receiving sufficient hogs and they were forced to offer higher prices and the month closed with the hog market rather firm and prices slightly higher. The highest price for hogs was in the month of October when they reached \$21.25 fed and watered basis. The decline in the price of hogs may be ascribed to the lull in the export bacon trade, due to the continued control of bacon by the British Ministry of Food. The lower cost of grains may have had something to do with it, but when it is taken into consideration that there are fewer hogs in the country than there have been for several years, it is not likely that hogs will reach any lower permanent prices.

Raisins Are Very High

The new crop of California raisins opened at prices about ten cents above 1919 prices. The demand for raisins in the United States for beverage purposes was very large, with the result that raisins were one of the few commodities that continued strong throughout the year. The raisin market closed at the end of the year two cents per pound

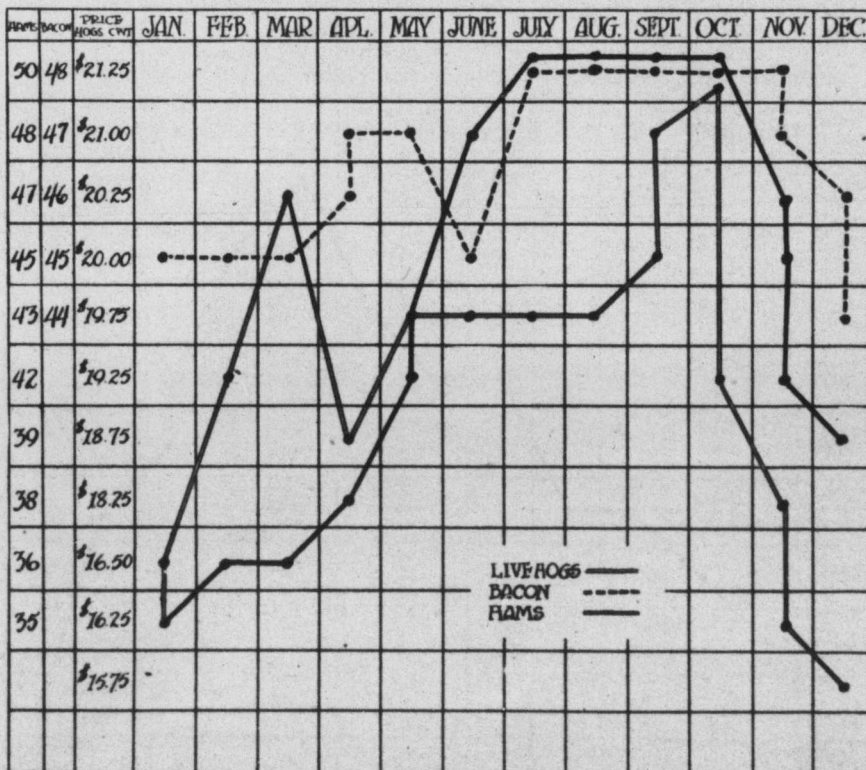


Chart showing price fluctuations on live hogs, bacon and hams—Toronto basis—month to month during 1920.

higher than the opening prices. Currants, although the new crop opened at prices below last year, continued in a strong position and the tendency is that they will remain so. Prunes are the weak spot in the dried fruit market. Prune prices opened at three cents below 1919 but the year closed with prices three cents below opening and the market weak with indications for further reductions at the turn of the new year.

Teas, coffees, spices and soaps were in a weak market for practically the whole of the latter part of the year, but it was not until the month of November that any declines were registered and then the reductions were small and if any further reductions are made, the declines will no doubt be gradual.

There is a great deal of speculation as to what will be the future prices of general groceries — whether they will be

lower in 1921 or whether they will advance. Future prices are hard to predict and are beyond the control of anyone, even the producers. The old law of supply and demand is again coming to the front and will soon assume the reins of power and control. There is a feeling, however, that many lines have reached a stabilized price basis and that the worst has passed and that better times and better prices are on the horizon.

Give Careful Attention to Inventory

Declining Prices at This Time Require the Close Scrutiny of the Grocer in Placing His Inventory Values—Inventory Should Give Grocer Much Valuable Information

IT is the practice with most grocers at the first of the year to take an inventory of their stock, in order to commence the New Year with a complete understanding as to how their business is progressing, and a knowledge as to how successful the past year has been. With conditions as they now are inventory taking time demands considerable attention and the valuing of a grocer's stock, in a period of uncertain markets, is of prime importance. "Stock-taking this year will show the grocer just what he has to face in the way of losses, as a result of declining prices," remarked a grocer to a representative of Canadian Grocer the other day. "The only way for the grocer to do in taking stock at this time is to price his stock at replacement value. It is the only method to pursue and the one basis by which the merchant will have an absolutely correct statement of his position, in the face of easing quotations."

Accurate Records

Under prevailing conditions it is more than necessary for the grocer to have accurate records of his business for his own guidance and also to be used as an indication that he knows where he is at if it should become necessary for him to secure accommodation from his bank. It is comparatively easy to make profits on an advancing market, but when price tendencies are toward lower levels it becomes necessary for the merchant to have at his disposal every possible aid in the way of handy and accurate records.

The annual inventory is said by some merchants to be the most profitable job of the year. Such it is if conducted in the right way so as to show only truthful records and the job should be cleaned up as quickly as possible. There are many ways in which the merchant can profit from a survey of his inventory sheet. If it shows an overstock of saleable goods and a lot of stock that is unsaleable it indicates that more care should be exercised in buying. It will also show unsaleable lines in a dull season when there is time to make plans for their disposal. The knowledge of exactly

what is in stock and in what quantity should also be a help to the merchant in making increased sales.

In Cases of Declines

The plan of pricing the goods at actual cost at the time of purchase is recommended, unless prices have since declined in which case the replacement price should be used. Future profits will be affected by pricing at more than actual cost and an inventory priced on any other basis will give a profit that has not been earned.

Many methods of stock-taking have been outlined in Canadian Grocer and information given as to how other dealers conduct the inventory. One point is emphasized by all, that is, the necessity of getting at the work early and getting the job over as soon as possible, due regard being paid to accuracy and careful checking. One merchant states that he puts every available man to work putting the stock in order and cleaning up odds and ends. In this shape it does not take long to put down the records on the inventory sheets and there is not as much danger of overlooking some stock. The following plan is suggested by another merchant:

In going over the stock, on boxes from which goods are sold, mark the quantity plainly with a soft, black marking pencil. Seal each box with a gummed label or sticker. As the stock is written on the inventory sheets if the seal of a box is unbroken the quantity will be right, if the seal is broken a re-count should be made.

Next year the seal and the black pencil mark of quantity will show the goods have been in stock for a year at least. The suggestion is made that the second year a red pencil be used to indicate quantity on all goods that have the quantity marked with a black pencil. It can then be pointed out to clerks that they should make a special effort to sell the goods bearing the red pencil mark.

The work of marking up the goods on the inventory sheets is done by the majority of merchants in the first few days of the New Year and experience has

proved that it is better for every available man to start early and work late for a few days than to have the job around for several weeks. The latter plan adds many difficulties to the job which are avoided by staying with it until it is done. Some merchants find that even with a large stock they can get the records down on paper in a couple or three days.

Invoicing by Location

Invoicing by location is a good plan to follow in such sections as main room, wareroom, basement, etc. When the inventory has been completed all the sheets can be placed in a binder, separating them according to departments by an index sheet for convenience in finding any item quickly. Losses in case of fire can better be adjusted if invoicing is done in this way.

A good plan in checking the stock is that of working in pairs, one calling and the other writing. Each pair should have 25 inventory sheets numbered consecutively from 1 to 25. The next lot of sheets to each pair can be numbered from 25 to 50 and so on. The full name and initial of the persons calling and writing as well as the department calling, writing, department and location should be centered on each page in a space provided. As the sheets are priced, extended and verified, each party should enter his name or initials. This will tend to greater care in making entries.

Unit and price should agree in calling stock. Do not say "dozen" but "twelve." In order that each section of shelving shall not be missed a small slip of paper on which the word "Taken" has been plainly written may be tacked on.

Receipts During Inventory

The question of new goods received during inventory gives some merchants trouble. If the invoice for such goods is dated before January 1st it will be necessary that they be included in the inventory, but such goods should not be

opened unless it is necessary. Entry on inventory sheets can be made from the original invoice.

When the inventory is complete the advantage of having used black and red marking pencils is apparent. The goods marked with the red pencil are more or less unsaleable and will require special attention. Such goods are an asset of questionable value and should be cleared out at bargain prices. The use of the red pencil will indicate whether you are

buying slow selling lines in too large quantities. The further suggestion is made that by the use of a sheet of carbon the inventory be taken in duplicate. One set can then be priced at actual cost, the other at cost to replace, thus giving some valuable information to the merchant. In case of the destruction of one sheet another copy will be available, thus giving better protection to this valuable record.

erborough and has also another grocerteria farther down the street from the main store. He is now making preparations for the opening of a third one in another section of the city.

In Mr. Mason's opinion, inventories should only be taken at invoice cost this year, but he thinks that when the time comes for him to take stock, that prices will be more stabilized than they are at present.

Does Not Take His Annual Inventory at First of Year

E. F. Mason, Peterborough, Ont., Finds That the First of the New Year is the Best Time to "Speed" Up Sales of Special Lines Remaining Over From Christmas

DISCUSSING the subject of inventory taking with E. F. Mason, at Peterborough, Ont., the other day, a Canadian Grocer representative learned that Mr. Mason did not take stock in his business until the first of May of each year. His reasons for delaying this matter much beyond the first of the year will be read with interest. He has been following this custom now for some years and he believes that it is the most satisfactory method.

Cleaning Up Christmas Lines

"One of my reasons for changing the time of year for taking stock is the fact that I think the first two months of the New Year is a splendid opportunity to sell special lines hanging over from the Christmas trade. There is always a certain amount of Christmas stock that is unsold, and my object is to clean it up as quickly as possible. Now while the mere labor of listing goods does not take more time than a day and perhaps an evening, yet the time spent at the beginning of the year in pricing and valuing the stock, is diverting attention to something that is not producing and the same could be very well spent in stimulating sales of goods that will not move quickly without the application of some selling effort. There is always a great deal of entertaining and a good many social functions in the New Year and it offers an opportunity to get rid of these special lines, bought particularly for the Christmas trade and which should be gotten rid of as early as possible in the New Year.

Diverts Selling Effort

"It really takes a month to complete this business of stock-taking, and it usually takes the time of two people to carry it out successfully. Consequently it suits my convenience better to have it done in May rather than in January and in January the selling effort of the salespeople is required to a much greater

extent, in order to stimulate business, than it is later in the year."

Mr. Mason has a very good farming trade in Peterborough and it is his policy in the months of January and February to increase business by urging farmers to buy supplies in fairly large quantities, as compared with other periods of the year.

Stocks are Smaller

Another reason in support of stock-taking in May, rather than at the beginning of the New Year, is that stocks are usually lower than at any other period. This facilitates the labor, of course, to a very great extent.

Mr. Mason has a grocerteria department in his regular grocery store in Pet-

DOES NOT THINK COST OF COLLECTING DEBTS IS A HEAVY ONE

Canadian Grocer is in receipt of the following letter from a division court bailiff:

"I was very much interested in reading the various resolutions passed by the Ontario section of Retail Merchants' Association in your issue of recent date.

"The resolution that drew my attention most was the one dealing with the lowering of division court costs in collection of debts.

"For collecting a debt of \$10 or under and receiving the claim entering case in the procedure book, issuing the summons, also the copy, serving the defendant with a copy of summons, entering and making bailiff's return, the clerk and bailiff together receive \$1.75 exclusive of the bailiff's mileage. If the bailiff drives 8 miles (4 miles each way) he will be allowed 60 cents mileage for the round trip and will likely have to pay \$1.50 for livery. No profiteering in this business, is there?"

Competitor Helps Strong Rival at Christmas

The story goes that a Canadian wholesale grocer just before Christmas was short of a particular variety of dried fruit for which he had a demand for a small quantity and could not supply it. So anxious was he to deliver the goods that he made inquiries all over the city for the particular Christmas article in question. Only one other wholesale grocer had any supply. It so happened that these two firms were not on friendly terms—had not been for many years. And yet the former was exceedingly anxious to secure a supply of that article.

Mentioning the fact to a member of the trade who knew both parties, the mutual friend agreed to call upon the other wholesaler and see what could be done. The first man was convinced that in view of previous relations between himself

and his competitor there would be no chance whatever in getting the goods.

"I understand you have a supply of ———," said the friend to the other wholesaler.

The reply was in the affirmative.

"Could I get three cases of them for ——. They want them badly?" Then he added quickly: "Perhaps I shouldn't have made my request so abrupt—perhaps I have put my foot into it, knowing the situation as I do?"

The wholesaler leaned back in his chair in characteristic fashion and the answer came spontaneously: "Of course I will let him have three cases."

This is a true story told to Canadian Grocer. It demonstrates the true Christmas spirit.

A Study of Enviroment is Advisable

Aim to Know Your Surroundings and as Much About the District In Which You Do Business as Possible—How One Grocer Has Made a Success by Watching the Changes in His District, and Conforming to Them,

By Henry Johnson, Jr.

THIS is a story of one of the most thoughtful, analytical and skillful grocers on this continent. I expect to tell it with the minimum of comment because the moral of the tale is right before anybody to see. Let me say in passing that this man never has complained about "unfair competition" except such as is based on advantages enjoyed by some before the law which are not open to all. And he is always ready to give his best aid and counsel to any other grocer without price.

He sells upward of \$175,000 worth of groceries and meats in a store twenty-two by seventy-five feet, twenty feet of which is cut off into a rear storeroom. The general aspect of the store is uninviting; it is in one of the poorest neighborhoods of his city. The surroundings are unkempt, dreary, dirty. But the store windows and its interior are attractive and busy. He tells of his experience this way:

"When I started here, in 1895, this was the middle of the highest class district. All around me were fine homes with wide-spreading lawns and the luxurious living of a quarter century ago. I had such trade as big financial men, corporation lawyers, bankers—you know the kind of people and their way of good living. They demanded quality plus, service plus, and I gave them both. Payments were slow and bills were big; but they were all good and prices were long. So my business prospered.

"But there came a time when I could not shut my eyes to the fact that the neighborhood was changing character for the worse. I saw the significance of this fact in time to adjust my business to the altered conditions before all my fine trade was gone."

Met Conditions and Coped With Them

"I saw that I must begin to bid for the middle class, the transient and the poorer class customer—they must be the source of my bread and butter in the future. Immediately I began to pay special attention to my windows. I reasoned that whereas my old customers had seldom seen my store, my new trade would see it daily. That was both warning and opportunity to me; for it meant that I must make it more attractive to keep the new trade and making it more attractive was my opportunity to build on the new foundation. What I have are not much in the way of windows, as you can see, but I made them count for all they were worth. They were made into silent salesmen, offering the best I had in the most enticing ways I could devise, and I made

a systematic study of the science of window dressing, reading every hint or suggestion that came to my eye.

"Next, gradually, not radically, I began to lower my prices. I went about this carefully, so as to be in line with equal intrinsic values elsewhere—not to ape the cheap Johns, not to give any impression that I had become a cutter, but to get on to the basis of lessened service, lessened expense and hence the logically lessened prices to correspond.

"Next I took to hand bills, since in my location and limited range of influence I of course could not use newspapers. But I kept up the displays, inside and outside. Best of all, I never for a minute lowered my quality. I reasoned that the poor and middle class consumer wanted value just as much as the rich. I reasoned that if they found they could get reliable goods from me at right prices, they would stay with me. Results show that I was right."

Not Hankering to Change Location

"That is the way I met changed conditions. You need not ask me whether surroundings are of the poorest. You can see they are at a glance. Yet my business is now more profitable than it was in the old days of 1895 when I seemed to have everything my own way and to change looked rather discouraging. But a man who kicks against the pricks of inevitable change only wounds himself and misses opportunity.

"Do I expect ever to change to a better neighborhood? Not on your life! Why should I do that? I am prosperous where I am, and for what is a man in business except to prosper? From the other angle, I have served and am serving my community. I am rendering service that is not only acceptable but probably of better quality, higher character, than any other man would be apt to give these people. I live among them during the working day. We are friends of long standing, mutually helpful and happy in our mutual understanding. Why then make any change? I neither own the store building nor any other property in this vicinity.

"You saw where I live—in a rented apartment, but removed far enough from this neighborhood not to be a part of it after business hours. I have some property in what I regard as a much more promising district than this one. After a few years more my sons will be of an age when they will know what they want to do. If they elect to continue in the grocery business, I expect to be quite young enough to play with them until

they are amply able to paddle their own canoe. If they feel that groceries are not for them, I shall be sufficiently provided with worldly goods to be able to take things easy, and so foot loose that I can drop out of business practically any time I want to let go.

"What more should I care for? Have I not done my share, and should I not feel satisfied?"

I might tell you who this man is, but I won't. His story is there for you to use as you can. I might also comment a lot, but neither will I do that. For the man who has eyes to see and ears to hear, there is a world of suggestion in it. For him who having eyes seeth not, and having ears heareth not, I could do nothing by writing more at length. It is up to my readers. Selah!

Effective Organization and the Shoe Men

When the fair-price boards were functioning freely, during the war and in some cases since then, some trades got a fair deal and some did not. Let me say that I use the word fair carefully. I do not mean to say that in cases where the trade did not get adequate margins, any officials discriminated. No: where disadvantage accrued, I think it lay with unorganized or ineffectively organized trades. I believe that officials mostly wish to do what is about right, but they are ignorant of trade conditions, and where nobody is at hand to help them with better information, inevitably they go wrong.

The shoe men were well organized. Consequently they got the following ruling on margins: They were permitted to charge 30 per cent on low grade shoes; 33 1-3 per cent on medium grades; 37 to 40 per cent on high grades. This meant, say, that shoes which cost, laid in, four dollars, could be priced at \$5.71 plus, which meant \$5.75; what cost \$8 could be sold for \$12; shoes which cost \$10 could be marked \$16 and those which cost \$12 could be priced at \$20, without violating any regulations, legal or otherwise.

These things show some of the value of organization. But the man with no imagination says: "O, yes; but we are not going to have another war right away!" Maybe not. We all hope not. The point is that before the war the same man could see "no benefit" to be derived from belonging to his own organization. "I get nothing out of it," was what he invariably said.

The right idea is to know, from experiences in the past, that the unexpected

Continued on page 25

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GET ACCOUNTS OUT EARLY

WITH the closing of the old year, and the commencement of another, every merchant is faced with a certain number of uncollected debts. In order that he might start the New Year with a clean sheet, he is anxious that all past obligations should be settled. At this time, in a period of unemployment to some extent and unsettled conditions, the grocer is well advised to watch his credit accounts and to see to it that he is not unnecessarily imposed upon.

What seems to be a wise policy in the way of getting after outstanding accounts is that practised by a grocer carrying on a large business. At inventory time, when he is valuing his stock on hand, he also follows the custom of sending out his unpaid accounts, enclosing a note to each and every one asking for immediate settlement in order that the books may be properly closed for the past year. Whether the account is for twenty-five cents or fifty dollars, this grocer adheres strictly to his policy. The first time he did it, he declares, a great deal of indignation was expressed by a number of good customers, but when the explanation was made that it was done in order to make the returns for the year just closed as complete as possible, the people took more kindly to it, and now it is the usual thing to do at the beginning of the year.

The grocer or general merchant cannot exercise too much care or too much diligence in the collection of outstanding accounts. In the coming year his best endeavor should be to sell as much for cash as is possible.

IMPORTANCE OF STOCK-TAKING

THE importance of merchants making a careful inventory of stock on hand at the end of 1920 cannot be over-estimated in view of the prevailing conditions. On an advancing market it is comparatively easy to take profits and the dangers of neglecting records are minimized. But conditions have changed and price declines are the order of the day. In the case of most grocery commodities, the decline has been gradual, but the condition calls

for more attention to records and the cleaning up of stock so that the merchant will know exactly where he stands, just what lines are selling best and what are the slow movers, in what quantity orders for various lines should be placed. In a declining market the stock on hand should be inventoried at actual cost price, or if it has declined the replacement cost should be noted. Some merchants adopt a column for depreciation in values.

EDITORIAL BRIEFS

E. M. TROWERN, Dominion secretary of the Retail Merchants' Association of Canada, looks for a recovery of active trade conditions in 1921. He believes the retail trade can look forward to good business, and he thinks the Government's tax experimenting had much to do with unsettling business. Altogether the retailers' secretary is very optimistic.

* * *

The general belief is that business should be picking up again before long. It will be, at most, but a matter of months—so they say—until the smashing of war-time prices will have been completed sufficiently to usher in normal times.

* * *

The latest business forecast by the United States Chamber of Commerce says that merchandise stocks will, by January 1, be smaller than for years, making a new buying movement probable. Everything seems to be heading in the right direction.

* * *

It is admitted that the present business slump is not basically serious. It is only that inflation is being squeezed from prices. When the downward movement is completed and buyers are sure that bottom has been reached things will certainly go ahead.

* * *

Now that business has to be gone after it will pay every merchant to go carefully through every issue of his trade journals. No one man, no matter how clever he may be, knows everything. He can always learn from what others have to say.

* * *

Everything looks good for 1921. The outlook is better, at any rate, than it was a year ago. This reminds one of Pat's preference for a train wreck to a shipwreck, because in the former "Ye know where yez are, but in a shipwreck—where are yez?" Last year at this time no one knew what the turn of the tide would bring.

Will Export Food Products in Large Quantities

1921 Will See England Greatly Increasing Her Exports, States Harold F. Ritchie, Who Has Just Returned From a Business Trip Abroad—Buyers Holding Off—England Will Again Start to Ship Rice—Export of Confectionery is Expected to be Heavy

DISCUSSING conditions in the Old Land, Harold F. Ritchie, of Harold F. Ritchie & Co., Ltd., manufacturers and commission agents, who has just returned from a business trip abroad, in an interview with Canadian Grocer, spoke as follows:

"So far as conditions are concerned in the United Kingdom, needless to say Ireland is in a very demoralized condition. Scotland, as might be expected, is coming back to its normal self, but not in a fast way. England is under a great handicap. Labor conditions in England are very serious. Many men who went to the war practically refused to go back to their old positions. Labor is making unreasonable demands. Notwithstanding the fact that prices of many commodities have dropped—in fact, many necessities have come down in price—labor still demands abnormal pay. One of the outstanding features of the markets in England seems to be the great decline in the price of shoes.

Clothing Very Cheap

"Clothing seems to be very cheap. The large stores are offering great discounts. Sales are being put on in practically all lines. However, these sales are not bringing the people into the stores. It was most remarkable to walk into one of the large departmental stores and find that in many of the departments the salesgirls were standing around without customers, and this within two weeks of Christmas. The same applied to many of the stores in Regent street, Oxford street and Knightsbridge. In fact, all over London, there was a continued complaint about the shortage of customers. The same applied in Liverpool, Manchester and Birmingham, but everyone was looking forward to a quick comeback after the first of the year. There is not a question but that the English buying public have been holding off, as they have been doing in Canada, but they are bound to start to buy in the very near future. The one outstanding feature of it all was that merchants, while they were ready to discuss conditions, were not complaining, and everyone seemed to have a cheerful view of the future.

Money Brings High Rates

"Money is bringing very high rates of interest. From the banks there are great stock issues, holding out attractive rates of interest. Many of the large combines are offering to pay abnormal rates on preferred stock. The general

opinion of the bankers and the more well-informed financial men was that these rates could not last.

"Fortunately the coal miners are giving better production. This will have a desired effect. The fact that England has got hold of the oil situation, and that so many boats flying the British flag are going to burn oil, has caused the miners to think. Without a doubt, 1921 will see England in a much more settled condition, and bidding harder for the world's markets.

Sugar Will Go Lower

"It was very interesting to ask many of the large dealers their view on the sugar market. The general opinion seemed to be that sugar would go very much lower.

"Other commodities, such as canned goods, seemed to be a glut in the market. There was a great deal of dried fruit offered which met a ready market.

Confectionery Trade Demoralized

"The confectionery trade is in a demoralized condition. Foreign sellers are entirely shut out of the market and 1921 will see England exporting large quantities of confectionery. In fact, they will be exporting food products in great quantities. For the first time since 1914, England will again start to ship rice. Green coffee will be sold at auction. The tea market for many of the well-known pickings is bound again to locate itself in Mincing Lane. In fact, anything that the Englishman ever had anything to do with, is going to feel the benefit of his getting back into the market. It is true that for a time, it looked as if the money market of the world was going to be transferred to the lower end of Manhattan Island, but a trip to London will again prove that the Englishman has a large piece of hemp tied with a square knot around the top of the bag. London again is very much the centre of the financial world, and this is somewhat of a satisfaction to our English friends. It is true that the American dollar and the Canadian dollar are worth a little more, but there only seems to be these two countries where their money is worth more than the pound sterling, so this would naturally leave a little more than 51% in favor of the Englishman, and as he has always been a close trader, and has never looked for much more than this margin, he is still to be reckoned with.

"English automobile manufacturers are going to play a very large part in

the automobile world. English trucks can be purchased to great advantage today. In fact, all articles into which steel or iron products enter are going to be produced in England as never before.

Ship-Building Very Expensive

"Shipbuilding is still very expensive. It is an odd fact that a Canadian company paid for the re-conditioning of two ships more than twice the original cost of the ships, but it is also known that ocean carriers are getting abnormal prices, not only for passenger traffic but for freight, so if the earnings are double, the high price is not so bad; but the price of shipbuilding has come down. I had the pleasure of discussing with several very large builders the subject of future prices for ships. It will be some time before prices get back to normal. There is one thing that our English friends may do that will not be too helpful, and that is placing embargoes on many lines coming into the country. One of the interesting bills before the House of Lords at the present time is the question of allowing dyes of any kind to enter the United Kingdom. It is to be hoped that they will not shut out colonial manufacturers. Dyes are only one of the many things which are under fire."

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turns up all the time to worry us. If we are organized, we are prepared to meet unexpected contingencies. If not, we are helpless. Therefore, the wise, enlightened, far-seeing merchants seek to hold together in strong organizations and the trade that is blessed with the largest proportion of that kind of merchant is the one in which strong organizations are found. When unforeseen conditions arise, they know just what to do, and, like the shoe men, get what they should get—and it pays!

I confess that I like to take lessons from the chains, because invariably they show that success there is due to hard work, intelligently directed, and that there is no royal road for those folks. The way is the same as lies before all of us if we only have the will and courage to climb it—for it is steep, no doubt of that!

I saw this man first in 1915 when he had sixty stores. His expense then was 14 per cent., and he thought he was doing well. Somebody gave him a severe jolt by telling him that a business of his

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CURRENT NEWS OF THE WEEK

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

QUEBEC

Eugene Colt has bought out the interest of Mr. McIntosh, of McIntosh and Rand, general merchants, Ayers Cliff, Que.

Mr. Shortt, of the Acadia Sugar Refineries Company, Limited, Montreal, is on a visit to his home in Halifax for the Christmas holidays.

ONTARIO

Hardacre & Cairns have commenced a grocery store in Weston.

Donnell & Perry have commenced a grocery business at Queen and Herbert Streets, Toronto.

The Canada Barrels and Kegs, Limited, are successors to the Charles Mueller Company, Ltd., Waterloo, Ont.

Kennedy Bros. have purchased the business until recently owned by W. Caffer, at 978 Queen St. East, Toronto.

D. S. Horan, Canadian manager, Chr. Hansen's Laboratories, Toronto, is on a business visit to head office at Little Falls, N.Y.

George O. Werter, retail grocer at Simcoe, Ont., passed away last week after a lengthy illness. He was secretary of the Retail Merchants' Association of Simcoe, Ont.

W. H. Aston, manager Reckitts (Oversea) Limited, Toronto, left on Monday on a short business trip to the Old Country where he will visit the head office. He was accompanied by Mrs. Aston.

John Riggs, proprietor of a general store at Listowel, Ont., passed away last week in his eighty-first year. He had been in business in Listowel since 1877. He is survived by his wife, three sons and two daughters.

George M. Duck has been appointed general manager of the Canadian Salt Co., to succeed the late E. G. Henderson. Mr. Duck has been connected with the company for the past twenty years in various capacities, and was closely associated with Mr. Henderson in the management of the concern.

INFRINGEMENT SUIT WON BY SHERER-GILLETT COMPANY

The Sherer-Gillett Company, Chicago, Ill. and Guelph, Canada, manufacturers of Sherer counters, recently brought suit for infringement of their patent rights in the United States District Court, Eastern District of Missouri, Eastern Division, against Harry L. Hussman Refrigerator & Supply Company and won their case. The plaintiff company recovered from the defendant the costs of the action.

Congratulations are being extended to Wm. Bothwell of H. P. Eckardt & Co., Toronto, on the occasion of his marriage to Miss A. Campbell, 231 Annette Street, Toronto, on Wednesday, December 29th. Mr. Bothwell is sales manager of the company, and his associates on this occasion presented him with two library chairs and a table. Mr. and Mrs. Bothwell are spending their honeymoon in Michigan. Mr. Bothwell was overseas two years.

W. G. PATRICK & CO., LTD., IN CONVENTION

TORONTO, Dec. 29.—The annual sales convention of W. G. Patrick & Co., Ltd., commenced on Wednesday morning and will last for the balance of the week. Representatives from Halifax, Montreal, Winnipeg, and Toronto, are in attendance.

MASKED ROBBERS ARE SCARED AWAY BY YOUNG SALESMAN

Hamilton, Dec.—An unsuccessful attempt to rob the branch store of the Sterling Meat Company, at 194 Locke Street, south, was made the other evening by masked bandits. James McManus, clerk, ran out in search of an officer, frightening them away. McManus was alone in the store when he heard a noise at the rear entrance. Investigating, he was jumped upon by two masked men, one of whom covered him with a revolver and ordered him to throw up his hands. Instead of complying, McManus ran out the front entrance and telephoned for the police. Constable Roughead responded, but the bandits had disappeared. The cash register contained \$700, which was untouched, but in their flight the gunmen overturned a show case, damaging it to the extent of about \$100.

Wholesale Grocery Is Damaged in Montreal Fire

MONTREAL, Dec. 28 (Special).—A fire which was estimated to have caused damage to the extent of \$105,000 at 29 and 31 William Street, Montreal, destroyed part of the building owned by Laporte, Martin, Ltd., wholesale grocers, in this city, on Monday, Dec. 27. The building comprises

three storeys, the first floor of which is on the corner of St. Henry and William Streets and is occupied by Jones, Grant and Lunham, provision merchants, with an entrance at 31 William Street. The second floor of the building is occupied by a footwear manufacturer and the third floor by the Whyte Packing Company, Limited. The top and second floors of the building suffered heavily by fire while the first floor was damaged by water. The main building of the Laporte Martin Company, Limited, is situated at 584 St. Paul Street West, immediately in the rear of the building damaged on William Street, and was not damaged.

On St. Henry Street the new building being erected by Laporte, Martin Co., Ltd., was threatened by the flames, but the firemen managed to save it and confine the flames to the one building. On the east side of the William Street building are three floors occupied by Laporte, Martin, but only the top floor here was slightly damaged by fire, while the other two floors suffered from the water that was poured into the building. As the building was leased to other occupants by Laporte, Martin Co., Ltd., their grocery stock suffered very slight damages.

The Whyte Packing Co. suffered less than any of the other occupants of the building, owing to the fact that the top floor on the west side of the building was only used for a store house for empties. R. Gray, the manager of this firm, estimated their losses at about \$2,000, partly covered by insurance. This fire required the attention of three divisions of the Montreal Fire Department and lasted for nearly five hours.

CALENDARS FOR 1921

Connors Bros., Black's Harbor, N.B., have a reputation for issuing attractive calendars from year to year. This year's calendar is not only attractive but historic. The illustration portrays the "Peace Conference" at Versailles, France, in all the brilliant colors that were used in decorating the historic room. The calendar is accompanied by a key chart with numbers and outlines of the various figures so that the prominent men in attendance can be identified.

The calendar itself is printed with black letters on white paper so that the numbers are readily seen.

Are Installing Machines For The Manufacture of Cigars

John McNee and Sons, Cigar Manufacturers, London, Ont., Are Making a Radical Change in Their Factory—Will Reduce the Number of Employees

LONDON, ONT., Dec. 28 (Special).—As quickly as the machines can be installed, John McNee & Sons, cigar manufacturers, plan to put cigar making machines in operation in its big factory here. This will mean a material reduction in the number of employees it is expected, but a heavy reduction in production costs. It was stated to Canadian Grocer that the new machines will be working by February 1. This move is one of the most radical that has been made in the cigar trade in London in many years, and is being watched with the keenest interest by a score of other manufacturers who may be forced to follow. The McNee firm is one of the largest in the Dominion and it is stated that it is putting in the new machines only after the most careful investigation.

London still maintains its position as the second city in the Dominion for cigar production. The output for the latest fiscal year shows that no less than 35,460,915 cigars were turned out in local factories. This record was surpassed only by Montreal. Local manufacturers stated to Canadian Grocer that the holiday business has been exceptionally good, especially in the West. They are looking for a larger business than ever in 1921 as a result of prices being steady. While there will be no more cheap smokes they say, they are looking for increased business because raw materials can now be obtained at stabilized quotations and in turn prices to retailers are no longer going up and down. This they say, was bad for trade as no merchants would buy in any quantity.

Programme of Eastern Ontario R.M.A. Convention

FINAL plans for the annual gathering of the Eastern Ontario and Ottawa District Association of the Retail Merchants Association provide for a two day convention in Brockville on January 11th and 12th instead of three days as originally planned. A preliminary program has been secured by Canadian Grocer from the secretary of the Association and some of its features are outlined herewith. On the opening day delegates will be registered in the morning and the first business session will begin in the afternoon. The Mayor of Brockville and R. Craig, President of the Brockville Branch, will welcome the delegates. Response will be made by President B. W. Ziemann, of the Ontario Board; E. M. Trowern, Secretary of the Dominion Board and others. The address of the District President, Harry Watters of Ottawa, Secretary's report and appointment of committees will also be on the afternoon of the 11th.

The annual banquet will be held on Tuesday evening when the principal speakers will be Sir Henry Drayton, Minister of Finance, and Hon. R. W. Wigmore, Minister of Customs and Inland Revenue, and other prominent merchants and officers of the association.

The second day of the convention will be devoted largely to the consideration of resolutions on the following subjects: express rates, association aims, sales

by weight, daylight saving, manufacturers and wholesalers selling direct to our customers, collection of small debts, trading stamps, Workmen's Compensation Act, credit reporting, discrimination in price, re false advertising, re business tax, re welfare fund. Additional resolutions will be presented, making a total in all of about twenty-five.

Treasurer's and auditor's reports and other business will be taken up on the second day and the session will be concluded in the afternoon.

E. S. Beaman, representing the American Peanut Corporation, of Norfolk, Virginia, was a business visitor in Winnipeg last week and renewed acquaintances with their western representatives, The Donald H. Bain Co., Winnipeg.

Foreign Enquiries for Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Ave., Toronto, and giving number of enquiry.

2542. Wheat.—A company in London, who are selling wheat regularly in Poland, Germany, and the Baltic Provinces, wish to

effect a connection with a responsible Canadian shipper of grain.

2543. Foodstuffs, canned goods, etc.—A London firm wish to effect connections with Canadian producers of the following lines for shipment to the United Kingdom and Europe, and would be glad to receive quotations c.i.f. United Kingdom and continental ports, and full range of samples from packers interested: flour, macaroni, corn starch, condensed and evaporated milk, and all kinds of canned goods, especially fruits in syrups; also evaporated apples and other fruits, and lard.

2544. Canned fruits and vegetables.—A Nottingham firm are open to purchase canned fruits of all kinds and tomatoes.

2545. Preserved fruit.—A Nottingham firm are always open to consider offers of preserved fruits of all kinds.

2547. Agency in Trinidad.—A commercial house in Trinidad, B.W.I., desire to secure the agency in Trinidad for a large manufacturer of flour, oatmeal, and cornmeal; also interested in oilmeal, codfish, sardines, wrapping paper, and Portland cement.

2548. Meats; canned fruits, vegetables, and fish.—A well established firm of commission agents in Port of Spain, Trinidad, having branch offices in Georgetown, Demerara, and British Guiana, and with travellers visiting Barbados, the Windward and Leeward islands, and Dutch Guiana, would like to make arrangements to represent a Canadian packing house supplying meats and also with Canadian companies in a position to supply canned fruits and vegetables, canned fish, etc. This firm already represents two important Canadian manufacturing companies and a well-known British manufacturing company, but would be glad to take on other agencies.

2549. Grain, seeds, and Foodstuffs.—An important firm in Antwerp, Belgium, having connections in Belgium, Holland, and France, wish to make arrangements with Canadian firms exporting grain, seeds, and foodstuffs.

2550. Food products.—An importer in Bordeaux, France, desires to obtain the agency for Canadian firms in all lines of food products.

2582. Confectionery, canned goods, etc.—An importer and general agent in Belfast wishes to secure the agency of Canadian manufacturers of confectionery, chocolate, and sugar; and packers of canned fruit, canned salmon, etc.

2583. Foodstuffs, canned goods, etc.—A London firm wish to effect connections with Canadian producers of the following lines for shipment to the United Kingdom and Europe, and would be glad to receive quotations c.i.f. United Kingdom and continental ports, and full range of samples from packers interested: flour, macaroni, corn starch, condensed and evaporated milk, and all kinds of canned goods, especially fruits in syrups; also evaporated apples and other fruits and lard.

2584. Potato starch.—A Manchester firm are open to import potato starch, packed in bags containing 140 pounds. Prices must be c.i.f. Manchester.

2585. Maize starch.—A Manchester firm are in a position to import large quantities of pearl and powder maize starch. Prices should be c.i.f. Manchester, and the starch should be packed in bags containing 140 pounds.

2586. Alimentary products.—A Belgium firm desire offers of lard, beef fat, corn-beef, in 100-ton lots, stating specifications and best terms.

2587. Dried codfish.—A Liverpool firm ask to be placed in touch with exporters of the above.

2588. Canned salmon.—A Liverpool firm are in the market for 10,000 cases of canned salmon, red cohoe and pinks.

NEWS FROM WESTERN CANADA

WESTERN

Muchowski and Cotton, Regina, Sask., have disposed of their business.

E. E. McLaren has sold out his grocery store at Melfort, Saskatchewan.

Young's Grocery at Drumheller, Alberta, recently suffered a loss by fire.

A. Hartwell is commencing in the grocery business at Winnipeg, Manitoba.

Nick Sardone is discontinuing his grocery business at Vancouver, B. C.

Barclay & Snow have commenced in the grocery business at Calgary, Alberta.

Hugh Waugh is commencing in the grocery business at Swift Current, Sask.

Yoshida & Co., have succeeded T. Ozaki in the grocery business at Vancouver, B. C.

Mrs. J. D. McGregor has succeeded Mrs. E. F. Bailey in the grocery business at Victoria, B. C.

A. B. Zailig has succeeded P. R. McLachlan in the grocery business at Winnipeg, Manitoba.

Jawinski Bros. have succeeded M. Feinstein in grocery business at Winnipeg, Manitoba.

D. McGregor has been succeeded by G. A. Smith in the grocery business at Vancouver, B.C.

J. Freeman has been succeeded by A. Vanilar in the grocery business at Winnipeg, Manitoba.

Robert Fisher has succeeded A. Jackson in the grocery business at Winnipeg, Manitoba.

The Polson Avenue Market has commenced in the grocery business at Winnipeg, Manitoba.

Cecil Clifford, from Creelman, Sask., has bought out the McLaren Grocery, at Melfort, Sask.

The Co-Operative Grocery has succeeded A. R. Thomas in the grocery business at Moose Jaw, Sask.

John Sinikiawiz has admitted J. Schofield as partner in his grocery store at Prince Albert, Sask.

Frank Hancock has been succeeded by A. LaTourelle in the grocery business at Winnipeg, Manitoba.

Claude Chapman has been succeeded by George Emmett in the grocery business at Victoria, B. C.

W. Herrick, who operated a grocery store in St. Vital, Manitoba, has been succeeded by Daniel Pachal.

W. W. Stroyan, of Stroyan Dunwoody Company, Winnipeg, is on an extended business trip through the West and spent Christmas in Vancouver with his family. He reports business in Alberta good.

Proved He Was Being Made a Crook's Victim

Vancouver (Special).—The following story about an interior onion operator is going the rounds:

A farmer-merchant made a practice of taking onions from all his neighbors and shipping them to a prairie market, where an agent would sell them on commission.

A couple of months passed after a big shipment had been made, and the neighbors in answer to their queries were told: "You all pulled your onions too green, and they have sprouted, and are unsaleable. They are lying in a warehouse in ——— waiting for a chance to get what we can out of them."

Most of the neighbors were surprised—one of them was suspicious. Wiring a relative in that prairie point, he instructed him to scout around among the dealers and retailers and buy up all the onions bearing his mark on the sacks, that he could find, up to a half car, paying whatever he had to for them. This the prairie relative did. There was nothing at all the matter with the onions. This shrewd farmer's next move was to sue the crooked merchant, for the full selling price of the entire shipment plus the additional expense he had been put to secure the half ton as evidence. He won.

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character never would be safe until his expense was 10 per cent. or less, for so long as it was more he was holding the umbrella for competition. So he worked on that problem steadily, persistently, until now he runs on a retail expense account of 8 per cent. on the average!

He has accomplished this through getting volume, and the way he gets volume is remarkable. He pays his managers \$20 per week and 2 per cent. on sales as a stimulus to work for volume. See what that means. It means that the manager's share, in salary and commission, in itself makes up more than 2 per cent. of the 8 per cent. expense—that all other expenses amount to less than 6 per cent. Result is that managers of his stores—veritable "holes-in-the-wall"—earn \$50 to \$60 per week each. He says that is the corner stone of his system and success. Other chains pay \$25 and 1 per cent. on sales, and if they were to improve that figure, my friend would better it again, for having his men with him, content, happy, vigorously pushing for volume is what enables him to make progress; and last time I saw him, his line was over 150 stores.

You can take this hint. There is nothing mysterious or special about it. It is just the old recipe of increasing volume under the same general overhead that enabled the first, single-store grocer I have sketched to succeed in an unfavorable environment.

Turn Back the Pages of Your Ledger

It is interesting to turn back the pages of the ledger and compare the prices of general groceries a number of years ago with those of the present time. The following list was taken from the page of a retail grocer's ledger under date of December 24, 1896:

1896		Same date, 1920
Dec. 24—	13½ lbs. Turkey	\$1.35 \$ 9.45
	—1 Chicken .....	.30 1.40
	—14½ lbs. Ham	1.74 6.53
	—1 peck Apples .....	.10 .60
	—1 doz. Oranges .....	.20 .60
	—1 bag Potatoes .....	.50 2.00
	—3 lbs. Soda Biscuits .....	.23 .65
	—1 lb. Cheese .....	.14 .32
	—3 lbs. Grapes .....	.54 1.50
	—3 lbs. Walnuts .....	.15 1.15
	—2 lbs. Layer Raisins .....	.40 1.00
	—2 lbs. Almonds .....	.30 .70
	—1 lb. Brazils .....	.15 .50
	—2 lbs. Layer Figs .....	.30 1.00
	—½ lb. Coffee .....	.20 .35
	—1 lb. Creamery Butter .....	.14 .60
	—1 doz. Eggs .....	.20 .90
	Total	\$6.94 \$29.25

WEEKLY GROCERY MARKET REPORTS

MONTREAL—With the bigger demand for pork and the smaller offering in hogs, quotations on hogs and dressed pork are slightly higher this week. The Christmas demand for poultry and the big demand which follows at New Year's in the Province of Quebec has caused higher prices to be quoted at the latter part of the week. Eggs are holding firm in price, and as high as \$1.10 per dozen is being asked for strictly fresh eggs. There is no change in lard or shortening this week. Smoked, cured and cooked meats are unchanged in price. There is a stronger feeling to the raw sugar market, which is reflected in the market for the refined, and prices are holding firm. There is no change in the molasses market this week. The demand for nuts and dried fruit has very nearly cleaned out supplies locally, particularly of walnuts and sultana raisins. The prune market is in a very weak condition. It is stated that prices on nuts will likely be lower after the New Year, when the new supplies are on the market. There is no improvement to the tea market but slightly lower prices are quoted on coffee this week. One brand of kippered herring is advanced in price as is also the case with a brand of grape juice. Oatmeal is a little cheaper and lower prices are quoted on package yellow cornmeal. The high rate of exchange is reducing the importations of green vegetables and increasing their cost almost to a prohibitive price. Oranges are arriving in good supply but the demand has kept a steady movement of supplies and prices are firm. The market in a wholesale way is rather quiet this week but all the dealers report an excellent business during the Christmas season and in prospect for the New Year.

TORONTO—The outlook for business has a more cheerful aspect and undoubtedly the turn of the year will see consumers again buying more freely than during recent months. Generally speaking, retailers have reduced their stocks to a minimum and are now in a position to buy many lines. The trend of the markets is more stabilized with prices on general grocery commodities down to a figure where quotations in many lines can be expected to become stable. Some lines may show further reductions but the readjustment period is practically past, and what further price changes are manifest will be more in accordance with the law of supply and demand. Refined sugar prices are holding steady under an improved demand. According to estimates furnished by Willett & Grey, the total world's crop of sugar for the season 1920-21 will amount to 17,317,900 tons as against 15,223,905 last year, and 15,854,131 tons two years ago. This is an estimated increase for the current year over last of 2,093,995 tons.

These figures include both beet and cane sugars. The total cane sugar crop is estimated at 12,692,900 tons, and the total beet crop at 4,652,000 tons. The Cuban harvest has been somewhat delayed by backward weather, but some of the new crop has arrived at the Cuban shipping ports. The feature in cereals is the wide range in prices. Millers' prices are holding steady but wholesalers vary. The movement in canned vegetables is decidedly improved, and no doubt this will gradually increase as the season advances. The sales to retailers during the fall months have not been large, with the result that they are now in a position to buy. One wholesaler stated that they booked several orders for fifty case lots on Monday last to be delivered the first of the year. Altogether the canned goods situation has a firmer tone, and it looks as though the wide range of prices that has been manifest for some time will soon settle on a uniform basis. Eastern prices continue to rule at high prices, although a slight shading is noted on some kinds. Southern rices have an easy tone. Raisins show a strong undertone with a tendency for higher prices in view of the high rate of exchange which practically means one cent on a pound. Prunes are the weak spot in the dried fruit market, prices are now several cents below the opening. In view of the large crop of prunes and the small demand so far this season it is the opinion that prunes will be lower. A shipment of new shelled walnuts is rolling and are offered at lower prices than present quotations. Shelled almonds are also offered at a lower price for January delivery. One brand of package coffee is showing a slight reduction, but bulk coffees are unchanged. Navel oranges are offered this week at lower prices, but it is expected that prices will be firmer and higher. Potatoes are steady to easy, with prices unchanged. Onions, both Canadian and Spanish, are reduced in price. Honey dealers report that they are buying honey at country points several cents per pound below the fall prices.

WINNIPEG—Retail business has shown an improvement during the past week. There is a general lack of interest being shown by the wholesalers in purchasing American goods, due no doubt to the high rate of exchange. Wholesalers report business very steady and retailers still continue to make purchases in small quantities. Stocks are reported low and business is becoming more stabilized. There have been very few changes in the markets this week. The raw sugar market has shown a firm tone, and refined is sugar steady. Syrups are expected to be easier as well as cereals. The coffee and tea markets remain unchanged. The demand for canned goods is reported fairly good.

QUEBEC MARKETS

MONTREAL, Dec. 29—The sugar market has a steadier feeling this week with the stronger tendency of the raw market. Prices on sugar are unchanged at the quotation of \$10.50 per cwt. The molasses market is unchanged. The supply of nuts on the market locally is reported to be very low after the Christmas trade, and it is likely that when this is replenished after the New Year that prices will be a little lower. The high rate of exchange is causing a decline in the importations of green vegetables on account of the high cost. The Christmas demand for oranges caused a big movement of stocks but the receipts are filling the stocks again, and prices are so far unchanged. The exchange situation is stabilizing the prices on oranges. The tea market shows no improvement and some lower quotations are made this week on coffee. Slightly lower quotations are made on oatmeal and package cornmeal is reduced in price. One brand of grape juice is advanced in price this week. The prune market is in a very weak condition with declining prices.

Sugar Prices Seem Steadier

Montreal.
SUGAR.—There is no change in the sugar market this week. The condition of the raw sugar market is improving and with a stronger feeling to the quotations on refined sugar is reported. The ruling price at the present time is \$10.50 per cwt. but quotations given are not standard as some of the refiners simply state that they are meeting competition. Some wholesalers have been selling sugar as low as \$10 per cwt. to the trade.

No Change in Molasses

Montreal.
MOLASSES.—There is no change in the quotations on molasses this week following the decline in price of one week ago. The market for corn syrup is unchanged and quotations here given hold.

Corn Syrup—	
Barrels, about 700 lbs.	0 09
Half barrels, about 350 lbs.	0 09½
Quarter barrels, about 175 lbs.	0 09¼
2 gal., 25-lb. pails, each.	2 25
3 gal., 33½-lb. pails, each.	4 25
5 gal., 65-lb. pails, each.	6 85
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	6 60
5-lb. tins, 1 doz. in case, case	7 46
10-lb. tins, ½ doz. in case, case	7 15
Barbadoes Molasses—	
Punchons 1 15	
Barrels 1 18	
Half barrels 1 20	
Punchons, outside city 1 10	
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	7 75
3-lb. tins, 2 doz. in case, case	10 75
5-lb. tins, 1 doz. in case, case	8 95
10-lb. tins, ½ doz. in case, case	8 60

Lower Prices on Coffee

Montreal.
COFFEE.—Further reductions are made this week by dealers in coffee. Some of the brand lines are reduced in price and Maracaibo coffee is reduced to 40 cents per pound.

Rice Market Quiet

Montreal.
RICE.—No change is recorded in the rice market this week. Nothing definite can be said as to the future of rice and quotations given here, although only nominal, give an idea of prices in a general way.

RICE—	
Cambodia, extra fancy 0 00	
Do. (fancy) 0 00	

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

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

Kipperd Herring Higher

Montreal.
CANNED GOODS.—There is no change in the quotations on canned goods this week among those listed herewith, but one brand of kippered herring is advanced 35 cents per dozen to \$3.10 for 1-lb. tins.

CANNED VEGETABLES	
Asparagus (Amer.) mammoth green tips	6 85
Asparagus, imported (2½s)	6 65
Beans, golden wax	2 15 2 20
Beans, Refugee	2 15 2 20
Corn, 2s	1 57½ 1 62½
Carrots (sliced), 2s	1 45 1 75
Corn (on cob), gallons	7 00 7 50
Spinach, 3s	2 35 2 90
Squash, 2½-lb., doz.	1 50
Succotash, 2 lb., doz.	1 80
Do., Can. (2s)	1 30
Do., California, 2s	3 15 3 50
Do. (wine gals.)	8 00 10 00
Sauerkraut, 2½-lb. tins	1 60
Tomatoes, 1s	1 45 1 50
Do., 2s	1 45 1 50
Do., 2½s	1 75 1 80
Do., 3s	1 90 2 15
Do., gallons	6 50 7 00
Pumpkins, 2½s (doz.)	1 50 1 55
Do., gallons (doz.)	4 00
Peas, standards	1 95
Do., Early June	1 92½ 2 05
Do., extra fine, 2s	3 00
Do., Sweet Wrinkle	2 00
Do., fancy, 20 oz.	1 57½
Do., 2-lb. tins	2 75
Peas, New Pack—	
Standard, 2-lb.	1 82½
Choice, 2-lb.	1 87½
Early June, choice	2 05
Do., standard	2 00
Fine French, 2-lb.	2 80
Asparagus Tips	4 10

CANNED FRUITS	
Apricots, 2½-lb. tins	6 10
Apples, 2½s, doz.	1 40 1 65
Do., 3s, doz.	1 67½ 1 77½
Do., gallons, doz.	5 25 5 50
Currants, black, 2s, doz.	4 00 4 05
Do., gals., doz.	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	4 00
Do., 2½-lb.	7 00
Do., 2-lb.	5 25
Do., white, pitted	4 50 4 75
Gooseberries, 2s, heavy syrup, doz.	2 75
Peaches, heavy syrup—	

2-lb.	3 50
2½-lb. ....	.....
1-lb. ....	.....
Pears, 1s .....	.....
Do., 2½s	5 60
Do., 2-lb.	3 70
Greengage Plums, heavy syrup	2 90
Pineapples (grated and sliced),	
2½-lb.	5 40 4 80
2-lb.	4 60 4 30
1-lb.	2 50
New Pack Strawberries—	
Standard No. 2, per doz.	4 60
Choice grade	4 70
Fancy Preserved	5 50
New Pack Cherries, choice	4 00
Rhubarb, preserved	2 60
Canadian Pineapple (sliced)	4 20
New Blueberries, 2 lbs.	2 25
Do., 1 gal.	12 00

Tea Market Unchanged

Montreal.
TEA.—There is no change in the tea market here. The trade is quiet this week and there is little or no improvement in conditions on this market.

Ceylons and Indians—	
Pekoe Souchongs	0 35 0 43
Pekoes	0 39 0 55
Broken Pekoes	0 44 0 60
Broken Orange Pekoes	0 49 0 60
Javas—	
Broken Orange Pekoes	0 58 0 65
Broken Pekoes	0 45 0 50
Japans and Chinas—	
Early pickings, Japans	0 63 0 65
Do., seconds	0 50 0 55
Hyson thirds	0 45 0 50
Do., pts.	0 58 0 57
Do., sifted	0 67 0 72
Above prices give range of quotations to the retail trade.	
JAPAN TEAS (new crop)—	
Choice (to medium)	0 65 0 68
Early picking	0 75 0 90
Finest grades	0 90 1 40
Javas—	
Pekoes	0 44 0 45
Orange Pekoes	0 45 0 48
Broken Orange Pekoes	0 45 0 48

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

Spice Market Inactive

Montreal.
SPICES.—The spice market is rather quiet at this holiday season and prices are unchanged.

Allspice	0 20
Cassia (pure)	0 32 0 35
Cocoonut, pails, 20 lbs. unsweetened, lb.	0 46
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 18
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Cloves (ground)	0 65
Cream of tartar (French, pure)	0 65 0 70
Do., American high test	0 75 0 80
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 31
Mace, pure, 1-lb. tins	0 90
Mixed spice	0 28 0 30
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 40
Do., 80, lb.	0 38
Do., 100, lb.	0 35
Do., ground, 1-lb. tins	0 60
Pepper, black	0 30
Do., white	0 40
Do., Cayenne	0 35 0 37
Pickling spice	0 25 0 28
Do., package, 2 oz., doz.	0 35 0 40
Do., package, 4 oz., doz.	0 65 0 70
Paprika	0 65
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	0 95 1 00
Cardamon seed, per lb., bulk, nominal	2 00
Caraway (nominal)	0 25 0 30
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 70 0 75
Pimento, whole	0 15 0 18

Big Demand for Nuts

Montreal.
NUTS.—The dealers in nuts here state that stocks were cleaned up almost entirely by the demand for the Christmas and New Year trade. Walnut prices

held at the low quotation, but almonds were advanced a little in price and were rather scarce. It is expected that nut prices will be even a little lower after the holiday business is over.

Almonds, Tarragona, per lb.	0 28	0 25
Do., shelled	0 50	0 60
Do., Jordan	0 75	0 75
Brazil nuts (new)	0 38	0 38
Chestnuts (Italian)	0 18	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 15½	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	0 17	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	0 38	0 38
Fancy splits, per lb.	0 35	0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	0 00	0 00
Pecans, shelled	1 00	1 20
Walnuts, Grenoble, in shell	0 29	0 29
Marbot Walnuts	0 24	0 25
Do., new Naples	0 26	0 26
Do., shelled, Manchurian	0 50	0 50
Do., Bordeaux	0 58	0 58
Do., Chilean, bags, per lb.	0 33	0 33
Do., Spanish, shelled	0 57	0 57
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Lower Prices on Corn Meal

Montreal. PACKAGE GOODS.—The only change this week in package goods quotations is a reduction made on Quaker yellow corn meal. It is now reduced to \$3.40 per case of two dozen.

PACKAGE GOODS		
Breakfast food, case 18	3 50	3 50
Cocoanut, 2 oz. pkgs., doz.	0 78½	0 78½
Do., 20-lb. cartons, lb.	0 36	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	4 25	4 25
Corn Flakes, 36s	4 15	4 15
Oat Flakes, 20s	5 40	5 40
Rolled oats, 20s	5 80	5 80
Do., 18s	2 12½	2 12½
Oatmeal, fine cut, pkgs., case	6 75	6 75
Puffed rice	5 70	5 70
Puffed wheat	4 25	4 25
Farina, case	2 35	2 35
Hominy, pearl or granu., 3 doz.	3 65	3 65
Health bran (20 pkgs.), case	2 50	2 50
Scotch Pearl Barley, case	2 60	2 60
Pancake Flour, case	3 00	3 00
Do., self-rising, doz.	1 60	1 60
Wheat Food, 18-1½s	3 25	3 25
Wheat flakes, case of 3 doz.	2 95	2 95
Oatmeal, fine cut, 20 pkgs.	6 75	6 75
Porridge wheat, 36s, case	6 40	6 40
Do., 20s, case	6 50	6 50
Self-raising Flour (8-lb. pack.)		
doz.	3 00	3 00
Do. (6-lb. pack.), doz.	5 90	5 90
Corn Starch (prepared)	0 11½	0 11½
Potato flour	0 13	0 13
Starch (laundry)	0 09½	0 09½
Flour, Tapioca	0 15	0 15
Shredded Krumbles, 36s	4 35	4 35
Shredded Wheat	4 95	4 95
Cooked bran, 12s	2 25	2 25
Enamel Laundry Starch, 40 pkgs. case	4 30	4 30
Celluloid Starch, 45 pkgs. case	4 70	4 70
Package Cornmeal	3 40	3 40
Malt Breakfast Food (36 pkgs.)	15 50	15 50

Oatmeal is Lower

Montreal. CEREALS.—Slightly lower prices are quoted this week on oatmeal, quotations on which now vary from \$4.75 to \$4.90 for 98-lb. bag. Rolled oats are unchanged in price in Quebec and quotations are holding firm.

Oatmeal, gran., fine standard	4 75	4 75
Rolled Oats, 90 lbs.	4 00	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	3 90	3 90
Graham Flour, 98 lbs.	7 65	7 65
New Buckwheat Flour	6 75	6 75

Pot Barley	6 00	6 00
Pearl Barley	7 25	7 25
Beans, Ont.	4 25	4 25
Do., Can.	4 00	4 00
Do., California	3 75	3 75
Lima Beans	0 12	0 12
Green Peas, dried	0 17	0 17
Ground Oil Cake, per bag	3 00	3 00

Prune Market is Weak

Montreal. DRIED FRUITS.—The market for dried fruits is very quiet this week. The supplies of most lines, particularly sultana raisins, are reported to be very nearly cleaned up on account of the big demand for the Christmas trade. The prune market is in a very weak condition with prices lower and in a very unstable condition.

Apricot, fancy	0 38	0 38
Do., choice	0 34	0 34
Do., slabs	0 30	0 30
Apples (evaporated)	0 16	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	0 28	0 28
Pears, choice	0 24	0 24
Do., fancy	0 30	0 31
Peels—		
Choice	0 26	0 26
Ex. fancy	0 30	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 75
Choice, bulk, 25-lb. boxes, lb.	0 22	0 22
Peels (cut mixed), doz.	8 25	8 25
Raisins (seeded)—		
Valencias	0 23	0 23
Muscatsels, 2 Crown	0 27	0 27
Do., 1 Crown	0 25	0 25
Do., 3 Crown	0 28	0 28
Do., 4 Crown	0 28½	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless, cartons, 12 ounces	0 21	0 22
Do., 16 ounces	0 27½	0 27½
Currants, loose	0 20	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (35-10s), pkg.	5 25	5 25
Fard, 12-lb. boxes	3 25	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	4 19	4 19
Packages only, Excelsior	0 20	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	0 40	0 40
Do., 2½s, lb.	0 43	0 43
Do., 2¾s, lb.	0 45	0 45
Figs, white (70 4-oz boxes)	5 40	5 40
Do., Spanish (cooking), 22-lb. boxes, each	0 11	0 11
Do., Turkish, 3 crown, lb.	0 22	0 22
Do., 5 crown, lb.	0 28	0 28
Do., 7 crown, lb.	0 30	0 30
Do., 10-lb. box	2 75	2 75
Do., mats	3 00	3 00
Do., 23-lb. box	1 90	1 90
Do. (12 10-oz. boxes)	2 20	2 20
Prunes (25-lb. boxes)—		
20-30s	0 28	0 28
30-40s	0 25	0 25
40-50s	0 26	0 26
50-60s	0 20	0 20
60-70s	0 19	0 19
70-80s	0 18	0 18
80-90s	0 17	0 17
90-100s	0 16½	0 16½
100-120s	0 16	0 16

Orange Prices Hold Firm

Montreal. FRUIT.—There is very little change in the fruit market this week. The Christmas trade has cleaned up supplies of oranges very well and contrary to the supposition the prices are no lower yet, and the high exchange is doing much to keep up the cost. Oranges ought to be cheaper after the first of the year, and

while the demand is very good, merchants are declining to pay higher than a certain figure which is having the effect of keeping prices down on this fruit.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	7 50	7 50
Do., No. 2, per bbl.	7 00	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	8 00	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch.	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	5 00	5 00
Do., Florida, 54, 64, 80, 96.	6 00	6 00
Do., California	8 00	8 00
Lemons, Messina	2 50	4 75
Do., 100s and 150s	10 00	10 00
Do., 176s and 200s	10 00	10 00
Cal. Navel Oranges, 126-250s.	5 75	8 50
Do., Florida, 150-216s	6 50	6 50
Porto Rico Oranges, 176, 200, 216	4 75	4 75
Pears, Keiffers, per hamper	3 00	3 00
Tokay Grapes, per box	5 00	5 00
California Grapes, in drums	7 50	7 50
Almerias Grapes, in kegs	9 50	9 50
Cranberries, per bbl.	16 00	16 00

Vegetables are Quiet

Montreal. VEGETABLES.—The vegetable market is very quiet this week. The very high rate of exchange and the duty on green vegetables coming across the border is keeping down the importations and making prices so high that the sales are small. Cucumbers are sold as high as one dollar apiece. The potato market is unchanged this week.

Brussel Sprouts, per doz.	1 00	1 00
Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	1 50	1 50
Celery, per crate	5 00	5 50
Chicory, doz.	0 50	0 50
Carrots, bag	1 00	1 00
Garlic, lb.	0 50	0 50
Horseradish, lb.	0 60	0 60
Leeks, doz.	4 00	4 00
Boston Lettuce, per doz.	1 60	1 60
Lettuce, curly	1 00	1 00
Mint	0 60	0 60
Mushrooms, lb.	1 00	1 00
Oyster plant, per doz.	0 50	0 50
Peppers, green, doz.	0 50	0 50
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	3 50	3 50
Pumpkins, per doz.	2 00	2 00
Spinach, box	0 75	0 75
Turnips, per bag	0 75	1 00
Montreal Tomatoes, per box	2 50	2 50
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	1 50	1 50
Red Onions, per cwt.	2 50	2 50

Grape Juice is Higher

Montreal. GRAPE JUICE.—The quotations made on Welch's grape juice have been advanced considerably this week. The half-gallon bottles, 8 to a case, have been advanced from \$7 per case to \$9. The quart bottles are advanced from \$6.25 to \$7.65.

Flour Market Holds Firm

Montreal. FLOUR.—There is no change in the flour market this week. There was no sign of improvement in the local or country demand for supplies of the spring wheat trade and the movement of the whole was small early this week with sales of odd cars of first patents at \$11.10. A firm feeling prevails for the market for winter wheat flour on account

ONTARIO MARKETS

TORONTO, Dec. 29—Sugar prices are holding steady with an improved demand. A wide range of prices is noted on rolled oats; some wholesalers have reduced their prices, but millers' quotations are holding fairly steady. Canned goods show an improved enquiry and wholesalers' quotations are becoming more on an equal basis. Rice prices are generally easier, but Eastern rices hold at fairly high prices. Raisins have a tendency to be higher. Prunes are easy under a very small demand. Shipments of shelled walnuts and almonds just arrived are offered at prices lower than present spot stocks. Pecans are holding firm. Navel oranges are offered at a lower price for this week, but the tendency is that prices will be higher at the turn of the New Year. Potatoes are holding steady to easy, but onions are offered at a lower quotation. Dealers report that they are buying honey at country points several cents below the fall prices.

Big Increase in Sugar Crops

Toronto.
SUGAR.—Locally the sugar situation is unchanged. Refiners' representatives and wholesalers report business picking up and that sales have been fairly heavy, which would indicate that second-hand sugars are practically cleaned up. According to estimates published by Willett & Grey, the total world's crop of sugar for the season 1920-21 will amount to 17,317,900 tons as against 15,223,905 last year, and 15,854,131 two years ago. This is an estimated increase for the current year over last of 2,093,995 tons. These figures include both beet and cane sugars. The total cane crop is estimated at 12,692,900 tons and the total beet crop at 4,625,000. The Cuban harvest has been somewhat delayed by backward weather, but some of the new crop is reported as having arrived at Cuban shipping ports.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

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

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c. Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Corn Syrups Steady

Toronto.
SYRUPS.—Corn syrups are ruling steady with indications that prices have reached as low a level as possible for the next few months unless further reductions are made on this year's crop of corn.

Corn Syrups	
Barrels, about 700 lbs., yellow	6 00
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	6 15
Cases, 5-lb. tins, white, 1 doz. in case	6 35
Cases, 10-lb. tins, white, 1/2 doz. in case	6 55
Cases 2-lb. tins, yellow, 2 doz. in case	5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	6 25
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 95
Cane Syrups	
Barrels and half barrels, lb.	
Half barrels, 1/2c over bbls.; 1/4 bbls., 1/2c over.	

Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses		
Fancy, Barbadoes, barrels, gal.	1 55	
Choice Barbadoes, barrels	1 35	
New Orleans, bls., gal.	0 54	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	
Tins, 10-lb., 1/2 doz. to case; Barbadoes	8 60	
Tins, No. 2, baking grade, case 2 doz.	4 20	
Tins, No. 3, baking grade, case of 2 doz.	5 50	
Tins, No. 5, baking grade, case of 1 doz.	4 60	
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25	
West Indies, 1 1/2s, 45s	4 60	6 95

Rolled Oats a Feature

Toronto.
CEREALS.—The feature of the cereal market is the wide range of prices on rolled oats. In single bag lots, rolled oats are quoted as high as \$3.90 per bag and as low as \$3.60. The average price from the mills, however, is \$3.80 in single bags and \$3.65 in quantities. Quotations on other cereals are unchanged.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	7 00	
Barley, pot, 98s	5 50	
Barley Flour, 98s	6 25	
Buckwheat Flour, 98s	5 70	
Cornmeal, Golden, 98s	3 75	
Oatmeal, 98s	4 90	
Corn Flour, 98s	5 75	
Rye Flours, 98s	7 00	
Rolled Oats, 90s	3 60	3 80
Rolled Wheat, 100-lb. bbl.	7 25	
Cracked wheat, bag	6 50	
Breakfast food, No. 1	6 25	
Do., No. 2	6 25	
Rice flour, 100 lbs.	10 00	
Linseed meal, 98s	6 75	
Peas, split, 98s	7 25	
Blue peas, lb.	0 10	
Marrowfat green peas	0 07	
Graham Flour, 98s	4 70	
Whole wheat flour	4 80	
Wheat kernels, 98s	7 00	
Farina, 98s	6 20	

Package Cereals Hold

Toronto.
PACKAGE CEREALS.—Manufacturers of package cereals still point out that the cost of cartons is the factor in maintaining prices on package cereals. The cost of cartons has eased slightly and there is a tendency for reductions early in the new year which can be expected to reflect on the prices of package goods.

PACKAGE GOODS

Rolled Oats, 20s, round, case....	5 60	5 80
Do., 20s, square, case	5 60	5 80

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

A Better Outlook for Canned Goods

Toronto.
CANNED GOODS.—The canned goods situation has somewhat improved. The movement from the wholesalers' warehouses is decidedly better and no doubt this will gradually increase as the season advances. The sales to the retailers during the fall months have not been large and the result now is that they are again in a position to buy. Wholesalers state that during the past week less single case lots have been going out than at any time during the season, orders are generally booked for a larger amount. One wholesaler stated that they booked several orders for fifty case lots on Monday to be delivered the first of the year. Altogether the situation has firmer tone and it looks as though the wide range of prices that has been manifest for some time will soon settle on a uniform basis. Jams continue to rule quiet, little enquiry is noted, quotations at the present are unchanged but a reduction is looked for early in the new year.

Salmon	
Sockeye, 1s, doz.	5 80
Sockeye, 1/2s, doz.	3 20
Alaska reds, 1s, doz.	4 25
Do., 1/2s	2 50
Choc, 1s, doz.	3 60
Do., 1/2s, doz.	2 00
Pinks, 1s, doz.	2 10
Lobsters, 1/2-lb., doz.	5 90
Do., 1/4-lb. tins	3 25
Whale Steak, 1s, flat, doz.	1 75
Pilchards, 1-lb. tins, doz.	1 75
Canned Vegetables	
Tomatoes, 2 1/2s, doz.	1 72 1/2
Peas, Standard, doz.	1 75
Do., Early June, doz.	1 00
Do., Sweet Wrinkle, doz.	2 25
Beets, 2s, doz.	1 45
Do., extra sifted, doz.	2 77 1/2
Beans, golden wax, doz.	2 00
Asparagus tips, doz.	5 50
Do., butts, doz.	6 60
Canadian corn	1 45
Pumpkins, 2 1/2s, doz.	1 20
Spinach, 2s, doz.	1 95
Pineapples, sliced, 2s, doz.	4 90
Do., shredded, 2s, doz.	4 75
Rhubarb, preserved, 2s, doz.	2 07 1/2
Do., preserved, 2 1/2s, doz.	2 65
Do., standard, 10s, doz.	5 00
Apples, gal. do.	4 75
Pears, 2s, doz.	3 00
Peaches, 2s, doz.	3 50
Plums, Lombard, 2s, doz.	3 10

Do., Green Gage	2 25	2 40
Cherries, pitted, H.S.	4 85	4 85
Blueberries, 2s	2 25	2 45
Strawberries, 2s, H. S.	5 25	5 25
Blueberries, 2s	2 25	2 40
Jams—		
Apricots, 4s, each	1 27	1 27
Black Currants, 16 oz., doz.	5 15	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	4 50	4 50
Peach, 4s, each	1 13	1 13
Do., 16 oz., doz.	4 60	4 60
Red Currants, 16 oz., doz.	5 50	5 50
Raspberries, 1 doz., doz.	5 15	5 25
Strawberries, 16 oz., doz.	5 15	5 65
Do., 4s, each	1 34	1 43

Rice Prices Easier

Toronto.
RICES.—Chinese rices continue to rule at high figures and no change is expected before the new crop arrives, which will be about the first of February, and then there is a possibility of prices being a shade easier. Southern rices are in an easy market but it is felt that prices have reached the bottom in view of the arrangements made between the Association and the farmers which allows a certain fixed price for the crops.

Honduras, broken, per lb.	0 08	0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX		
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
White Sago	0 10	0 10
Tapioca, per lb.	0 10	0 10

Raisins May be Higher

Toronto.
DRIED FRUITS.—Supplies of raisins and currants have moved freely during the past two weeks and some wholesalers are almost bare of these commodities. There is a tendency that the further shipments of raisins will cost the retailer a higher price in view of the high exchange rate which practically means five cents on the pound. The high rate of exchange also applies to other dried fruits coming from the United States. Prunes are the weak spot in the dried fruit market, as prices are now several cents per pound below the opening prices. The enquiry for prunes so far this season have been very light, due in part to the stocks of last year's pack which were cleaned up at low figures. Wholesalers report that figs and layer raisins were in good demand for the Christmas season and that the carry over this year will be light compared with other years.

Evaporated apples	0 12½	0 12½
Candied Peels—		
Lemon	0 48	0 48
Orange	0 50	0 50
Citron	0 60	0 60
Currants—		
Greek, Filiatras, cases	0 17	0 17
Do., Amalias	0 18½	0 19
Do., Patras	0 22	0 22
Do., Voetizza	0 23½	0 23½
Australians, 3 Crown, lb.	0 18	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	5 25	5 25
Dromedary, 9 doz. in case	7 50	7 50
Fard, per lb.	0 30	0 30
Hallowee dates, per lb.	0 16	0 16
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Pulled figs, 5-lb. box, each	1 50	1 50
Prunes—		
30-40s, 25s	0 23	0 23
40-50s, 25s	0 21	0 21
50-60s, 25s	0 18	0 18
60-70s, 25s	0 15½	0 15½
70-80s, 25s	0 14	0 14
90-100s, 25s	0 11	0 11

Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	0 46	0 46
Choice	0 42	0 42
Standard	0 34	0 34
Raisins		
California bleached, lb.	0 27½	0 27½
Seedless, 15-oz. packets	0 29	0 29
Seeded, 15-oz. packets	0 30	0 30
Crown Muscatels, No. 1, 25s	0 26	0 26
Turkish Sultanas, pkgs.	0 27	0 27
Thompsons, Seedless	0 29	0 29
Valencia	0 28	0 28

Shelled Walnuts Easier

Toronto.
NUTS.—A shipment of new shelled walnuts is rolling and is expected to arrive here about the end of the week. These nuts are offered at 53 cents per pound in case lots and 58 cents in broken lots. Shelled almonds are also easier and are quoted at 48 cents per pound. Shelled almonds for January delivery are even lower, being offered at 40 to 45 cents per pound. Pecans are ruling firm and it is not unlikely that prices will advance owing to the short crop. Wholesalers and importers report an excellent business for the Christmas trade on nuts, ascribed to the lower prices as compared with last year.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 14	0 14
Pecans, lb.	0 28	0 30
Cocanuts, Jamaica, sack	0 50	0 50
Cocanut, unsweetened, lb.	0 35	0 35
Do., sweetened	0 38	0 38
Do., shred	0 28	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	0 32	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	0 35	0 35
Walnuts, Bordeaux, lb.	0 55	0 55
Peanuts, Spanish, lb.	0 15	0 15
Do., Chinese, 30-32 to oz.	0 12	0 12
Do., Java	0 14	0 14
Brazil nuts, lb.	1 20	1 20
Pecans, lb.	1 15	1 15

One Package Coffee Reduced

Toronto.
COFFEES.—Although the primary markets for coffees continue to rule easy, importers are of the opinion that prices on the local market will not be further reduced, at least not to any great amount. They point out that with the five cents reduction that was announced several weeks ago and the fact that they have been selling on a very small margin make present quotations about on a replacement basis. A slight reduction is announced on Chase & Sanborn's coffee in tins, now quoted at 58 cents in halves, 56 cents in ones and 55 cents in twos.

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

Navel Oranges Lower

Toronto.
FRUIT.—California navel oranges are reduced in price for this week's selling. It is the opinion that oranges will be higher after the first of the year. Navels are offered at \$5 per case in single

case lots and \$4.75 in 10 case lots. Malaga grapes are higher, now quoted at \$14 to \$15 per keg. Tangerines and pomegranates are 25 cents per case lower.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	5 00	5 00
220s	5 50	5 50
288s, 324s	5 50	5 50
Cal. Navels, per case	5 50	5 50
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons	0 09	0 09
Lemons, Cal.	4 50	4 50
Do., Messinas, 30s	4 50	4 50
Pears, Oregon, per box	6 50	6 50
Grapes—		
Malagas, bbls.	14 00	15 00
Apples, Ontario—		
Spies, No. 1s	7 00	7 00
Spies, No. 2s	6 00	6 00
Baldwins, No. 1s	6 00	6 00
Baldwins, No. 2s	5 00	5 00
Greenings, No. 1s	6 00	6 00
Greenings, No. 2s	5 00	5 00
B.C., in boxes	4 00	5 00
Cranberries, ½ barrels	10 00	10 00
Tangerines, Florida	5 50	5 50
Pomegranates, ½ boxes	4 25	4 25

Onions are Lower

Toronto.
VEGETABLES.—Potatoes are holding fairly steady but onions have declined 25 cents per bag. Spanish onions are also down 25 cents per crate. Hot house tomatoes are up 5 cents per pound, now quoted 50 cents per pound. Cauliflowers are 50 cents higher, now quoted \$6 per case.

Cabbage, Can., per bbl.	1 25	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 75	1 75
Do., Spanish, large crate	6 25	6 25
Potatoes, per bag	1 75	1 85
Sweet Potatoes, hampers	3 00	3 00
Celery, crates, 6 to 7 doz.	4 50	4 50
Hot House Tomatoes, lb.	0 50	0 50
Mushrooms, 3-lb. basket	3 00	3 00
Cal. Head Lettuce, 4 doz. crate	4 50	4 75
Cauliflowers, standard crate	6 00	6 00

Honey Easier

Toronto.
HONEY.—Dealers report that they are buying honey in the country four cents per pound lower than earlier in the season. This honey bought at lower prices has not yet arrived on this market, but when it does prices to the trade will also be lower.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	0 25	0 25
10 lb. tins, per lb.	0 26	0 26
5 lb. tins, per lb.	0 27	0 27

Beans Unchanged

Toronto.
BEANS.—The demand for beans is quiet. Sales are mostly confined to small lots. Ontario hand picked beans are quoted at \$3.75 per bushel. Japanese Kotonashi, per bus. 0 12½. Limas, per lb. 0 12½. Madagascars, per lb. 0 12.

Flour Unsteady

Toronto.
FLOUR.—The proposed tariff on wheat by the United States is being watched with interest by the millers. The general opinion is that if this tariff goes on, the prices of wheat in the United States will go higher, which is bound to reflect on the Canadian market. In the meantime flour prices are ruling unsteady and if anything have a weak

tone. The demand is mostly on the day to day basis.

FLOUR—

Patent Firsts, in jute bags, per barrel	11 10
Do., seconds, in jute bags, per barrel	10 60

WINNIPEG MARKETS

WINNIPEG, Dec. 29.—Few price changes are noted in general groceries during the week. Sugar prices are steady at \$11 per hundred. The primary markets for tea show a firmer tendency. Coffee continues easy but spot stocks are unchanged. Bulk cereals have a tendency to be lower. Rice quotations are out for January delivery and are considerably lower than present prices. Raisins are firm with a tendency for higher prices. Vegetables and fruits are unchanged.

Sugar in Demand

Winnipeg.

SUGAR.—There is an improved demand noted for refined sugar. Prices are holding steady at \$11.00 per hundredweight for granulated.

Syrups Unchanged

Winnipeg.

SYRUP.—There is no change in quotations on syrup. The demand has been only fair. Molasses remains steady and after the first of the year the tendency will be for a quicker movement of same.

CANE SYRUP—

No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	6 45
Cases, 5-lb. tins, white, 1 doz. in case	7 20
Cases, 10-lb. tins, white, 1/2 doz. in case	6 95
Cases, 20-lb. tins, white, 1/4 doz. in case	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	6 60
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 35
Cases, 20-lb. tins, yellow, 1/4 doz. in case	6 35

MAPLE SYRUP—

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

TABLE SYRUP—

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

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, 1/2 doz. case	9 70

Molasses quotations subject to 5% discount.

MOLASSES, BLACKSTRAP—

1 1/2s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2 1/2s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Coffee Market Unchanged

Winnipeg.

COFFEE.—There is no change in the coffee market this week. The market continues with an easy tone.

COFFEE—

Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 45
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 45	0 45
Santos, lb.	0 42	0 44

Bran Continues Scarce

Toronto.

MILLFEEDS.—There is an active demand for millfeeds, with a decided shortage noted for bran. Quotations are unchanged.

COCOA—

In 1-lbs., per doz.	6 80
In 1/2-lbs., per doz.	3 40
In 1/4-lbs., per doz.	1 75
In small size, per doz.	1 30

Spice Market Quiet

Winnipeg.

SPICES.—There has been no change in the spice market this week. Quotations are holding steady under a quiet demand. Spot stocks are reported light, and retailers and grinders are buying only as they require same.

Allspice, Jamaica, best quality, lb.	0 23
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, ex. large browns, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb.	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, do., per lb.	0 50
Pickling, 1/4-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 23

GROUND SPICE.

Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 16
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75

Rolled Oats Easy

Winnipeg.

CEREALS.—All lines of bulk cereals are easier, and further declines in these commodities are expected. Wholesalers and retailers are buying in small quantities.

PACKAGE CEREALS.

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

BULK CEREALS

Rolled Oats, 80s, per bag	3 10
Do., 40s, per bag	1 58
Do., 20s, per bag	0 83
Do., 10-8s, per bale	3 95
Do., 15-6s, per bale	4 80
Oatmeal, 98s, gran. or stand., bag	5 50
Wheat Granules, 98s, per bag.	3 25
Do., 15-6s, per bale	7 00
Peas, whole, green, 100-lb. bag, per bush.	4 75
Do., split, yellow, 98s, per bag	8 45
Do., split, yellow, 49s, per bag	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	4 55
Do., Lima, 100-lb. bag, per lb.	0 14
Barley, Pot, 98s, per bag	4 25
Do., pearl, 98s, per bag	5 75
Cornmeal, 98s, per bag	3 40
Do., 24s, per bag	0 90
Do., 10-10s, per bale	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	10 25

Rice Continues Easy

Winnipeg.

RICE.—The rice market continues easy, and indications point to lower prices in the near future. Choice California Japan rice is quoted as low as \$3.95 per 100 pounds, with fancy California Japan rice at \$4.10 per 100 pounds for delivery in January.

RICE—

No. 1 Japan, 10-lb. sacks, lb.	0 13
Do., 50-lb. sacks, lb.	0 13 1/2
Siam, Elephant, 100-lb. bags.	0 09 1/2
Do., 50-lb. bags, lb.	0 09 5/8
Sago, sack lots, 130 to 150 lbs., per lb.	0 08 3/4
Do., in less quantities, lb.	0 09
Tapioca, pearl, per lb.	0 08 1/2

Canned Goods Steady

Winnipeg.

CANNED GOODS.—There is no change in the canned goods situation this week. Canned fruit and vegetables are in fair demand. Retailers are buying mostly in small lots.

CANNED FISH

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

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case.	3 00	3 85
Blueberries, 2s, 2 doz. case	7 15	
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case.	6 45	
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case.	5 05	
APPLES—		
Raspberries, 2s, 2 doz. case.	10 50	11 00
Strawberries, 2s, 2 doz. case.	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	13 85	
Peaches, 2 1/2s, 2 doz. case	13 25	
Peaches, sliced, 1s, 4 doz. case.	15 00	
Do., halved, 1s, 4 doz. case	15 00	
Do., 2s, 2 doz. case	10 00	
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 4 doz. case, per doz.	2 75	
Beans, Golden Wax, 2s, 2 doz. case.	4 75	
Beans, Refugee, 2s, 2 doz. case.	4 75	
Pears, 1s, 4 doz. case	17 00	
Pineapples, sliced, 2s, 2 doz. case.	8 60	8 75
Peas, Early June, 2s, 2 doz. case.	4 50	4 80
Sweet Potatoes, 2 1/2s, 2 doz. case.	7 00	
Pumpkin, 2 1/2s, 2 doz. case.	3 00	

Sauer Kraut, 2 1/2s, 2 doz. case	4 90
Spaghetti, 2 doz. case	2 15
Tomatoes, 2 1/2s, 2 doz. case	4 00
Spinach, 2 1/2s, 2 doz. case	6 75

Raisins Hold Firm

Winnipeg.
DRIED FRUITS.—Raisins are reported firmer, and the demand for same is very heavy. All other lines of dried fruit remain unchanged and are not in heavy demand.

DRIED FRUIT	
Evaporated Apples, per lb.	0 18
Currants, 90-lb., per lb.	0 22
Do., 3 oz. pkgs., 6 doz. case, lb. 0 15 1/2	0 16 1/2
Dates, Hallowee, bulk, lb.	0 20
Do., Tunis, bulk, lb.	0 26 1/2
Do., Package, 3 doz. case, 1' ..	0 15
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 28
Do., black, cartons, per carton	1 00
Loganberries, 4 doz. case, pkt.	0 35
Peaches, standard, per lb.	0 28
Do., choice, per lb.	0 27 1/2
Do., fancy, per lb.	0 32
Do., Cal., in cartons, per carton	1.56
Do., unpitted, per lb.	0 24
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton.	1 68
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 19 1/2
50-60s, 25s, per lb.	0 18 1/2
60-70s, 25s, per lb.	0 16 1/2
70-80s, 25s, per lb.	0 15
80-90s, 25s, per lb.	0 13 1/2
90-100s, 25s, per lb.	0 13 1/2
In 5-lb. cartons, per carton	1 25
Raisins—	
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	0 23
Cal., bulk, seeded, 25-lb. boxes	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	0 27 1/2
Apricots, choice, 25s, lb.	0 45
Do., 10s, lb.	0 47
Do., Standard, 45s, lb.	0 40
Do., choice, 10s, lb.	0 42
Do., fancy, 45s, lb.	0 50
Do., do., 10s, lb.	0 52

Nuts in Active Demand

Winnipeg.
NUTS.—The shelled walnut market shows no material change since last week. Shelled almonds show very little change. The tendency is easier. The demand for shelled Brazils has been very limited, due entirely to the high prices prevailing.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, per lb.	0 14
Pecans, per lb.	1 10
Walnuts, per lb.	0 54
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, per lb.	0 25
Almonds, per lb.	0 30
Filberts, per lb.	0 20
Walnuts, per lb.	0 25
Pecans, per lb.	0 30

Tea Market Unchanged

Winnipeg.
TEA.—The latest reports from Colombo state that the primary tea markets have been active for good medium and medium broken, and these lines are reported distinctly higher. Common broken are easier. Competition for low grades has been much keener. Orange pekoes recovered and advanced, while pekoes, common ones included, showed a substantial rise of about one penny a pound.

INDIA AND CEYLON—	
Pekoe Souchong, first quality ..	0 43
Do., second quality	0 43

Blindness Is No Handicap to This Woman Grocer

Lincoln, Dec.—Blindness has not proved a handicap to the business career of Miss Edna Koontz, proprietor of a grocery at 444 South Tenth Street, this city. Though totally blind, this Nebraska girl has mastered all the principles of business and without any assistance sells enough groceries to net her a profit considerably more than she needs to support herself.

By cultivating a memory that compares favorably with that of nationally-known so-called experts, Miss Koontz is able to put her hands on any one of several hundred articles on the shelves of her store. By her remarkable sense of "feel," coupled with her memory, errors are unknown in her store.

With the speed of a crackerjack clerk, Miss Koontz brings down from the shelves articles of food as fast as the purchaser names them off. In a lightning-like fashion, and with the precision of an adding machine she totals the amount of the purchases much quicker than many clerks with vision.

Miss Koontz, who became blind when four years of age, is now 30. She is a

Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 62	0 60
Broken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchong	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Bananas Arriving Freely

Winnipeg.
FRUITS.—The fruit business is reported very steady this week. The market is better supplied with bananas than it has been for some time, and lower prices are expected shortly. California navel oranges have been selling well, as also lemons and grape fruit. The demand for the winter varieties of apples has shown a decided increase. Cranberries are higher now, quoted at \$18.00 per barrel.

Vegetables are Plentiful

Winnipeg.
VEGETABLES.—Vegetables of all kinds are reported to be in good demand. Potatoes remain unchanged and are quoted at \$2.00 per bag. Imported vegetables, such as California head lettuce, cauliflower, and tomatoes are in good demand and prices remain unchanged.

Flour Unchanged

Winnipeg.
FLOUR.—The flour market continues steady, with no change in quotations. Best quality Manitoba flour is quoted at \$10.85 per barrel, with 98-pound jute bags at \$5.42 1/2. Retailers continue to buy on the hand to mouth basis.

graduate of the state school for blind at Nebraska City.

In addition to being a retail grocer, Miss Koontz is assistant manager for the Lincoln agency of one of the large Omaha wholesale grocers.

Admirers of Miss Koontz say she is the only blind person in Nebraska engaged in a business dealing with the public at all times.

Miss Koontz is extremely modest in telling of her achievements, and says there are hundreds of other blind persons who could succeed just as well as she if they took it upon themselves to start. "The training we receive at the blind institution is sufficient to make any person with a normal mind self-supporting," she said.

Miss Koontz has the utmost confidence in the honesty of the public. Only one man, she says, ever took advantage of her blindness. This man, she said, was in the habit of visiting her store several times a week to purchase cigars. When she would hand over the box to him to make his selections he would take two or three and pay for but one.

She said she suspected him for several weeks, and next time he came in she was "ready." She knew exactly how many cigars were in the box, and when he had taken what he wanted she quickly counted the remainder and told him he would have to pay for three cigars, not one. That was the last time he visited her store.

Several children, she said, have attempted to deceive her in a child-like fashion, but were always detected. One youngster came in with a "bill" which he said was of \$1 denomination, and wanted to buy a package of chewing gum. No sooner was the "bill" in her hand than she knew by its size that it was not legal tender. She laughingly returned the piece of paper to the youngster.

Another youngster attempted to pass a lead check on her as a 50-cent piece. Her detection was quicker than in the case of the boy with the "one-dollar bill."

In accepting bills for payment of groceries, Miss Koontz must depend entirely upon the honesty of her customers as to the bills' denomination. "There is no way of telling a one-dollar bill from a ten or twenty-dollar bill," she said. It is very difficult to deceive her with pewter coins.

After she receives the bills, Miss Koontz folds each denomination in a different way. In going over her day's receipts she can tell exactly what each bill is by the way it is folded.

Miss Koontz takes care of all her own correspondence, writing her letters on a typewriter. Her incoming letters, of course, are read to her by friends.

In addition to being a business woman of considerable ability, Miss Koontz is an accomplished singer, pianist and organist. On a number of occasions she has appeared in the choirs of local churches.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Dec. 29.—There is practically no change in the markets this week. Christmas business in all grocery lines reported good throughout the city. Large Ontario cheese is down slightly, now quoted 29½ to 30½ cents per pound. Alberta cheese, twins, is down to 29 cents and large 28 cents. Florida grapefruit is quoted at \$7. California navel oranges are \$7 and lemons \$6 per case.

Beans, B.C.	7 25	7 50
Rolled oats, 80s	3 25	3 25
Rice, Siam	8 00	9 00
Japan, No. 1	8 80	9 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	12 52	12 52
Cheese, No. 1, Ont., large	0 29½	0 30½
Alberta cheese, twins	0 29	0 29
Do., large	0 28	0 28
Butter, creamery, lb.	0 58	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	15 90	15 90
Eggs, new laid, local, case	24 00	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	4 50	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	11 30	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples evaporated 50s	0 15½	0 17½
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10½	0 11
Do., 70-80s	0 13½	0 14½
Potatoes, local, ton	45 00	45 00
Walnuts, per lb.	0 30	0 30
Pecans, lb.	0 30	0 30

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Dec. 29.—Markets very quiet after a good Christmas trade. Merchants are optimistic as to future trade. Few price changes are manifest. Lard compound dropped 1½ cents per pound, now quoted 20 cents. Eggs advanced 5 cents per dozen, now 90 cents.

Flour, No. 1 patents, bbl.	14 50
Cornmeal, bags	3 50
Rolled oats, per bag	4 90
Rice, Siam, per 100 lbs.	9 50
Tapioca, 100 lbs.	13 00
Molasses (extra fancy Barbadoes)	1 10
Sugar, standard, granulated	10 50
Do., No. 1, yellow	9 75
Cheese, Ont., twins	0 28
Eggs, fresh, doz.	0 90
Lard, compound	0 20
Lard, pure, lb.	0 28
American clear pork, per bbl.	50 00

Tomatoes, 2½s, standard, doz.	2 20
Breakfast bacon	0 48
Hams, aver, 9-12 lbs.	0 41
Do., aver, 12-18 lbs.	0 41
Do., aver, 18-25 lbs.	0 38
Roll bacon	0 33
Butter, creamery, lb.	0 55
Do., dairy	0 45
Raspberries, 2s, Ont., doz.	5 40
Peaches, 2s, standard, doz.	3 80
Corn, 2s, standard, doz.	2 00
Peas, standard, doz.	1 02½
Strawberries, 2s, Ont., doz.	5 10
Oranges, all sizes	7 50
Grapefruit, Florida, case	6 50
Do., Jamaica	5 50
Apples—	
Kings	5 50
Pippins	4 50
Spys	5 50
Oats, per bush.	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Dec. 29.—Business continues brisk after a Christmas season which more than exceeded expectations of all the trade. Prices remain much the same as last week with the indications that they will remain steady for a time at least. Pure lard shows a decline of

three cents, now quoted at 25 and 25½ cents. A reduction of \$2 on pork brings the price down to \$49 to \$51. Oranges are slightly firmer, Floridas are quoted at \$6 to \$7 and Californias \$6.50 to \$7 per case. Country produce remains unchanged.


Flour, No. 1 patents, bbls., Man.	13 35
Cornmeal, gran., bags	4 60
Do., ordinary	3 15
Rolled oats	10 00
Rice, Siam, per 100 lbs.	10 00
Tapioca, 100 lbs.	15 00
Molasses	1 00
Sugar—	
Standard, granulated	10 60
No. 1, yellow	9 85
Cheese, N.B.	0 29½
Eggs, fresh, doz.	0 90
Do., cast	0 75
Lard, pure, lb.	0 25
Do., compound	0 19½
American clear pork	49 00
Tomatoes, 2½s, standard, case	4 20
Beef, corned, ls	4 00
Breakfast bacon	0 40
Butter, creamery, per lb.	0 65
Do., dairy	0 55
Do., tub	0 53
Peaches, 2s, standard, case	7 15
Corn, 2s, standard, case	3 60
Peas, standard, case	4 00
Apples, gal., N.B., doz.	5 00
Strawberries, 2s, Ont., case	11 00
Potatoes, per bbl.	3 50
Lemons, case	6 50
Oranges, Florida	6 00
Do., California	6 50
Bananas, lb.	0 11
Grapefruit, case	6 50

APPLES HELD IN STORAGE

The following table shows the quantities of apples, in barrels and boxes, held in storage November 30, 1920, together with the quantities in storage November 30, 1919:

	1920.		1919.	
	Bbls.	Boxes.	Bbls.	Boxes.
Annapolis Valley, N.S.	557,565	.....	900,000	.....
St. John, N.B.	7,112	7,386	8,956	2,600
Quebec City, P.Q.	12,772	4,300	9,300	6,335
Montreal	22,797	26,295	14,820	29,380
Ottawa	12,725	9,850	7,800	9,500
Wellington	4,500	.....	1,600	900
Brighton	25,200	.....	9,000	.....
Colborne	42,000	.....	20,000	.....
Cobourg	3,500	.....	4,000	.....
Port Hope	5,000	.....	5,000	.....
Oshawa	19,000	.....	8,000	.....
Toronto	16,000	14,500	10,000	30,000
London	675	600	1,660	600
Georgian Bay District	20,400	3,600	7,000	500
Winnipeg	7,800	50,308	5,700	74,200
Regina	.....	13,970	180	6,050
Moose Jaw	226	11,040	.....	3,300
Saskatoon	1,820	9,360	725	13,000
Vancouver	.....	50,750	.....	42,000
Victoria	.....	9,970	.....	10,000
Inland in B.C.	.....	67,300	.....	282,300
Totals	759,092	279,229	1,023,741	510,665

Note—Apples reported in sacks and bushel baskets have been reduced to barrels.



PRODUCE AND PROVISIONS

Canadian Packers Want Control of Bacon Removed

Announcement That Decontrol Comes Into Effect on March First is Said to be Indefinite—
Packers Want Free Access to British Market

A LATER cable to the effect that the announcement from the Old Country that the control on bacon will be removed on January 1st, and that shipments could be made on March 1st, is not definite, has aroused much concern among Canadian packers.

"It was absolutely essential to control the price of bacon during the war," remarked a representative of a large packing concern to Canadian Grocer, in discussing the matter. "Otherwise," he continued, "only people with plenty of money could have bought it. In April, 1919, this control in Great Britain was removed, and everybody expected prices to drop. However, instead of dropping, they advanced, and in August, 1919, the control was re-established. The Englishman is paying more for his bacon now as a result. The British government has large quantities of American bacon that have gone stale on them, and for which 192s. per hundred is asked. Fresh bacon can now be bought 50s. per cwt. less and therefore the decontrol of bacon is asked. At the present time Canadian ship-

pers were possibly getting a slightly higher price for their bacon than they would with the control removed and the open market re-established. This, however, would not be the case usually, and the Canadian shipper would suffer the year through with the controlled price existing. Canadian bacon shippers want their product allowed free access to the British market to compete with bacon produced in the British Isles on a relative value.

A continuation of control after March would mean that Canadian bacon must be sold at about 50 shillings a hundred-weight under the Irish product, both Irish nor English bacon could be produced since representations made by the home producers to the Imperial Government convinced them that neither Irish nor English bacon could be produced at the price set for Canadian bacon and the low-grade American product.

Continued control in the British Isles is generally viewed with dissatisfaction by Canadian packers.

Salmon a Big Leader in Sales

Country Trade in Salmon Has Been Particularly Heavy in the Past Season—Mild Weather Has Curtailed Catch of Smelts

By D. B. DRYSDALE

O WING to the very mild weather which has been experienced on the Coast so far this season, it has been impossible to obtain any frozen smelts. Smelts are caught through the ice and frozen as soon as taken from the water. So far the ice has not formed to allow this branch of the industry to open up. However producers are making promises and wholesalers expect to be able to fill orders in the course of the next two weeks.

Salmon a Big Leader

Salmon has proved a big leader in sales so far this season. This is particularly noticeable in the country. Many of the country stores have built up a regular trade in salmon by selling their customers a whole fish at a time. This is no doubt due to the fact that frozen salmon if kept properly has incomparable keeping qualities, and so there is no waste whatever, and being an easy fish to handle and cut, the consumer may always

have fish on hand without the necessity of a trip to market.

Educating the Customer

There is a better profit for the retailer by educating the customer to this way of buying. Since the new freight rates have come into effect there has been considerable confusion owing to the fact that orders which specify freight shipment do not plan out in as profitable a way as sometimes expected.

It is nearly as costly to ship by freight now as express, and owing to the various delays which a freight shipment may be subject to would suggest that all dealers have their orders shipped by express. This insures prompt delivery and does away with the possibility of having your shipment thawed out while en route.

OLIVE PRICES ARE LOWER

The olive crop of California this season is about 9,000 tons. The crop in the Sacramento and San Joaquin valleys is heavy, but in Southern California the yield is 25 per cent. under normal. Buyers are slow to pay \$60 a 100 a ton against \$210 last year and up to \$400 in 1918. The bulk of the crop will probably be used for oil purposes or salted in the Greek curing method.

HEAVY LOSSES IN RICE

Approximately 800,000 bags of rice, valued at between \$1,500,000 and \$2,000,000, were lost in California as the result of the seasonal rains, according to an estimate made by J. H. Stephens, president of the Pacific Rice Growers' Association. Mr. Stephens said the 1920 crop was estimated at 4,000,000 bags, and that the loss will be about 20 per cent. He declared there are about 1,800,000 bags of rice in the warehouses, with the remainder of the crop cut and shocked in the fields or unharvested.

Eight cases of Gillett's lye were the only articles missing the other night from a car broken open on the M.C.R. siding at Welland, numerous other articles of more value at Christmas time being left untouched, including a quantity of liquor. Trainmen say the lye and whiskey cases are somewhat similar in appearance.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 29.—A stronger feeling is noticeable in the hog market, and a little higher price is being paid for live hogs, with a resulting higher value on dressed hogs. This is the result of the small offerings and the big demand that was experienced last week. This week the market is holding steady with a fair demand for smoked meats and beef. Beef, too, was advanced in price last week due to the bigger demand. The market is quiet early this week. The big call for poultry last week boosted prices a little, especially for turkeys. The dealers look for an equally good demand this week in Quebec. Lard and shortening are unchanged in price with a firmer tone, due to the strength of the hog market. Butter and cheese remain steady and some higher prices are quoted on eggs, although the general price of one dollar per dozen is unchanged. The supply of eggs brought to this market increased last week, due to the holiday market, but the demand increased proportionately and still the supply was insufficient to ease off prices. The business of last week in meat and poultry was reported by retail dealers to be excellent.

Meat Prices are Higher

Montreal.

A firmer feeling prevails in the local market for live hogs, which is due to the continued small offerings and the keen demand from packers and butchers. The sales are reported to be very good in a retail way. This demand has resulted in firming up the prices on live hogs to as high as \$16.75 per hundred pounds. Selected lots are selling at high as \$17.00. The market for dressed hogs is firm under a good steady demand for supplies to meet immediate demand and fresh killed hogs are selling as high as \$25.50 per hundred and country prepared are selling at \$21.50 per hundred. The meat market has strengthened up during the past week with the bigger demand for Christmas trade and rather small offerings but after the Christmas business the demand has fallen off with a slightly easier tone to the market. Quotations given herewith show a slight increase in prices due to the active Christmas market.

FRESH MEATS

Hogs, live (selected)	0 16½	0 17
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25	0 25½
Fresh Pork—		
Legs of pork (foot on)	0 33	0 33
Loins (trimmed)	0 37	0 38
Bone trimmings	0 28	0 28
Trimmed shoulders	0 28	0 29
Untrimmed	0 26½	0 25
Pork sausage (pure)	0 25	0 25
Farmer sausage	0 20	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		
(Cows)		(Steers)
\$.... \$.... Hind quarters..	\$0 22	\$0 30
0 10 0 15 Front quarters..	0 12	0 17
0 36 0 38 Loins	0 40	0 45
0 16 0 25 Ribs	0 16	0 28
0 10 0 13 Chucks	0 10	0 15
0 20 0 26 Hips	0 20	0 29
Calves (as to grade)	0 18	0 26

Smoked Meat Market Steady

Montreal.

SMOKED MEAT.—There is no new development this week in the market for smoked and cured meat. The undertone is firm with a steady demand for supplies and an active trade continues to be done for domestic and country accounts.

BACON—

Breakfast, best	0 37	0 44
Smoked Breakfast	0 43	0 45
Cottage Rolls	0 36	0 36
Picnie Hams	0 32	0 32
Wiltshire	0 43	0 47½

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 37	0 37
Do., 14-20	0 37	0 37
Do., 20-25	0 33	0 33
Do., 25-35	0 32	0 32
Over 35 lbs.	0 30	0 30

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—The market for barrelled meats remain unchanged this week with only a fair demand.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	25 00	25 00
Mess Beef	23 00	23 00

Some Higher Prices on Eggs

Montreal.

EGGS.—There is no change in the egg situation this week. The undertone to the market for all grades is very firm with prices fully maintained. There is a good demand for supplies for home consumption with a tendency towards a shortage on the market. At the same time the receipts quoted on the local market show an increase over last week's receipts and this is due to the bigger supplies coming in for the holiday trade.

This report shows that the receipts are larger than for the same week last year. Quotations are being made on strictly new laid eggs as high as \$1.10 per dozen but the ruling price is \$1.00 per dozen.

EGGS—

Strictly fresh	0 96	1 10
Selects	0 72	0 72
No. 1	0 64	0 66
No. 2	0 52	0 60

No Change in Cheese

Montreal.

CHEESE.—The cheese market remains steady with a very fair inquiry for export supplies on account of the improvement in the sterling exchange rates lately. Quotations remain unchanged.

CHEESE—

New, large, per lb.	0 27	0 27
Twins, per lb.	0 27	0 27
Triplets, per lb.	0 27	0 27
Stilton, per lb.	0 37	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Butter Prices Hold

Montreal.

BUTTER.—There is no change in the quotations on butter this week. Following the weakness of last week which was due to the lower prices offered for export trade, that is there are steadier tones in the market but no changes in quotations.

BUTTER—

Creamery prints, qual., new	0 53	0 54
Do., solids, quality, new	0 52	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	0 49	0 49

Firmer Tone to Lard

Montreal.

LARD.—There is no change in the lard market this week. There is a fair demand for local and country accounts, and the market is steady. The firmer tone to the hog market lends strength to quotations made on lard.

LARD—

Tierces, 360 lbs.	0 23	0 24½
Tubs, 60 lbs.	0 23*	0 25
Pails, 20 lbs.	0 25	0 26
Bricks	0 27	0 28

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market follows in the lead of lard and remains steady this week with a firmer tone, due to the strength of the hog market. Compound lards were reduced in price last week but have a firmer tone this week.

SHORTENING—

Tierces, 400 lbs., per lb.	0 19½	0 19½
Tubs, 60 lbs.	0 23½	0 25
Pails, 20 lbs., per lb.	0 20½	0 20½
Bricks, 1 lb., per lb.	0 22	0 22

Cooked Meat Prices Hold

Montreal.

COOKED MEATS.—There is no change in the market for cooked meats. The demand is light and quotations remain unchanged.

Jellied pork tongues	0 40	0 40
Jellied pressed beef, lb.	0 37	0 37

Ham and tongue, lb.	0 42
Veal	0 33
Hams, cooked	0 61
Pork pies (doz.)	0 80
Mince meat, lb.	0 17½
Sausage, pure pork	0 25
Bologna, lb.	0 14
Ox tongue, tins	0 63
Head Cheese, 1-lb. molds, per doz.	2 00
Do., 6-lb. tins, per lb.	0 16
Do., 25-lb. pails, per lb.	0 15

Poultry Prices Higher

Montreal.

POULTRY.—The quotations on the poultry market firmed up towards the end of last week with a bigger demand for the Christmas trade. There was a demand from the United States which boosted the prices on turkeys and geese and in some cases turkeys were quoted

as high as sixty cents per pound. Throughout the poultry market slightly higher prices were asked at the end of the week but these prices eased off slightly at the beginning of this week. In Quebec the demand for poultry for the New Year's day is quite as big if not bigger than for the Christmas trade and therefore a big demand may be expected this week with prices holding steady.

POULTRY—

Turkeys, per lb.	0 52	0 56
Chickens	0 33	0 38
Fowl	0 26	0 32
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 33	0 34

Roll, per lb.	0 28½	0 32½
Wiltshire (smoked sides), lb.	0 36½	
Do., three-quarter cut	0 40½	
Do., middle	0 42½	
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 29	
Do., av. 80-90 lbs.	0 26	
Clear bellies, 15-30 lbs.	0 31½	
Fat backs, 10-12 lbs.	0 23	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	38 00	
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.—		
Lightweight	58 00	
Heavy	55 00	
Above prices subject to daily fluctuations of the market.		

Cooked Meats Active

Toronto.

COOKED MEATS.—An active movement is noted in cooked meats for the holiday business. Jellied meats are especially active although boiled hams show a good demand. Jellied ox tongue is quoted at 63 cents per pound and calves' tongues at 56 cents per pound. Boiled hams are steady at 56 to 60 cents per pound.

Boiled hams, lb.	0 56	0 60
Boiled shoulders	0 47	0 49
Head cheese, 6s, lb.	0 17	
Choice jellied ox tongue, lb.	0 63	
Jellied calves tongue	0 56	
Large bologna, lb.	0 17	0 18
Above prices subject to daily fluctuations of the market.		

Egg Stocks Getting Low

Toronto.

EGGS.—Stocks of storage eggs are fast becoming depleted and it is the opinion that if cold weather continues, which will have the effect of curtailing production of new lays, that the end of the month will find this market bare of eggs. A great deal of the supplies have been arriving from the United States, but with the extremely high rate of exchange, deliveries have been cut down considerably. Some shipments have arrived from the western provinces and also from New Zealand. New laid eggs on the local farmers' market are bringing from \$1.25 to \$1.40 per dozen.

EGGS—		
Selects	0 78	
No. 1	0 70	
Extra selects in cartons	0 80	
Prices shown are subject to daily fluctuations of the market.		

Butter Looks Firmer

Toronto.

BUTTER.—There is a slightly firmer tone noticeable in the butter market. This does not mean that prices were advanced or that dealers are paying any more but that those having stocks to sell have adopted a firmer attitude. This firmness is attributed to the improvement in sales for export. Quotations on creamery range from 50 to 56 cents per pound.

BUTTER—		
Creamery prints	0 50	0 56

Cheese Unchanged

Toronto.

CHEESE.—The cheese market is unchanged. Quotations to the trade are fairly steady at 26 cents per pound.

CHEESE—		
Large, per lb.	0 26	
Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.		

ONTARIO MARKETS

TORONTO, Dec. 29.—The hog market has shown a decidedly strong tone under light receipts and a fairly heavy demand. There was an active movement for fresh and cured meats for the holiday trade and prices held fairly steady. Eggs continue in a strong situation. Local stocks of storage eggs are becoming cleaned up, in fact some dealers state that stocks will be completely cleaned up by the end of January, and if the cold weather continues, which will greatly retard production of new laid, the market will be quite bare of eggs by that time. Some storage eggs have arrived from the Western Provinces and some fresh from British Columbia. There are still a few eggs arriving from the United States, but the high exchange rate is making the delivered cost very high, and it is doubtful whether many more will be brought in. Butter is slightly firmer although prices are unchanged. Lard is reduced one cent per pound. Cheese, shortening, and margarine are unchanged. The feature in the fish market is the continued scarcity of smelts. Dealers state that fishermen are shipping smelts to the United States, taking advantage of the high exchange and ready market at higher prices.

Hog Market Stronger

Toronto.

FRESH MEATS.—Light receipts of hogs under a heavy demand has resulted in a stronger tone in the hog market. Packers were doing the utmost to hold prices steady but were unsuccessful, and prices were advanced to \$16.50 on the fed and watered basis. Light receipts of cattle was also manifest at the Union Stock Yards. The trade over the holiday was slow, but the packers bought practically all the cattle that were offered although the bulk of the shipments were of poor quality. Prices are somewhat easier. The holiday demand for fresh meats was exceptionally good. Quotations are unchanged.

Hogs—

Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	16 00	16 25
Live, fed and watered, per cwt.	16 00	16 50
Live, f.o.b., per cwt.	15 00	15 50

Fresh Pork—

Legs of pork, up to 18 lbs.	0 28½
Loins of pork, lb.	0 39½
Fresh hams, lb.	0 30½
Tenderloins, lb.	0 63
Spare ribs, lb.	0 21
Picnics, lb.	0 23
New York shoulders, lb.	0 26½
Montreal shoulders, lb.	0 26½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 22	0 28
Chucks, lb.	0 13	0 16
Loins, whole, lb.	0 25	0 35
Hips, lb.	0 17	0 22
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 18	0 22
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 12	0 18
Above prices subject to daily fluctuations of the market.		

Cured Meats Steady

Toronto.

PROVISIONS.—There was an active demand for smoked hams and bacon for the Christmas trade. Some dealers attribute this increased movement to the holiday trade and others to the lower prices which have had the effect of creating a better demand from the consumers. Quotations are steady to firm in sympathy with the strong hog market.

Hams—

Small, to 12 lbs.	0 38
Medium, 12 to 30 lbs.	0 36
Large, 20 to 35 lbs. each, lb.	0 31
Heavy, 35 lbs. and upwards	0 28

Backs—

Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 55	0 61
Rolled, per lb.	0 67	

Bacon—

Breakfast, ordinary, per lb.	0 44
Breakfast, special trim	0 57

Lard Prices Down One Cent

Toronto.
LARD.—A reduction of one cent per pound is announced on lard, bringing the price on one pound prints down to 26 cents and 22 cents on the tierce basis.

LARD—

1-lb. prints	0 21
Tierces, 400 lbs.	0 23
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.	

Shortening Prices Hold

Toronto.
SHORTENING.—Shortening is holding fairly steady at 21 cents for one pound prints and 17 cents on the tierce basis.

SHORTENING—

1-lb. prints	0 27
Tierces, 400 lbs.	0 17
In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.	

Margarine Unchanged

Toronto.
MARGARINE.—The demand for margarine keeps steady with quotations unchanged.

MARGARINE—

1-lb. prints, No. 1	0 34
Do., No. 2	0 32
Do., No. 3	0 30
Nut Margarine, lb.	0 31 0 34

Smelts Continue Scarce

Toronto.
FISH.—There is a marked scarcity in smelts on this market. So far this season only one small shipment has arrived. One dealer stated that they are expecting a small lot this week but so many orders have been placed ahead for them that they are not offering any for sale. It is stated that the reason for the shortage is the fact that fishermen are taking advantage of the exchange and shipping to the United States where there is a ready market at higher prices. Oysters were the big seller for the Christmas trade but a larger enquiry is noted for the New Year holiday. Quotations on fish are unchanged.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	0 09	
Haddock, heads off, lb.		
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 18	0 19
Do., medium	0 23	0 24
Fresh Whitefish	0 18	0 19
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fresh Salmon	0 11	0 12
Oysters—		
No. 1 tins	4 20	
No. 3 tins	12 30	
No. 5 tins	20 00	
Glass jars, doz.	6 50	
Shell Oysters—		
600 count, per bbl.	20 00	
800 count, per bbl.	18 00	

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	0 08	
Do., headless and dressed	0 09	
Salmon, Cohoe	0 23	
Do., Red Spring	0 28	
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 12	0 13
Fillets, lb.	0 12	0 13
Kippers, box	2 25	2 75
Bloaters	3 00	
Boneless Digbys, box	2 00	
Bundles, Digby	1 20	
Ciscoes, lbs.	0 22	
Salmon Snacks, lb.	0 24	

PICKLED FISH

Labrador Herrings, kegs, 100 lbs.	6 50
Do., bbl., 20 0lbs.	12 00
Do., pails, 20 lbs.	2 25
Salt Mackerel, 20-lb. kit.	3 25
Holland Herrings, Milchers	1 35
Do., mixed	1 25

Poultry Prices Maintained

Toronto.
POULTRY.—A marked decrease in the receipts of turkeys for the Christmas trade was noted compared with that of other years. The result was that prices were well maintained and are likely to hold until after the New Year, at least. Geese, ducks and fowl had an exceptionally large run, undoubtedly due to the high price of turkeys. All prices are holding steady for this week but

some dealers are of the opinion that prices will ease off after the first of the year.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-\$0 50	-\$0 58
Roosters	0 18	0 21
Fowl, over 5 lbs.	0 27	0 30
Fowl, 4 to 5 lbs.	0 23	0 26
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 30	0 32
Guinea hens, pair.	1 25	1 50
Spring chickens, live	0 22	0 27
Geese	0 22	0 30

Prices quoted to retail trade—

	Dressed
Turkeys	0 58
Geese	0 32 0 35
Hens, heavy	0 30
Do., light	0 26 0 33
Chickens, spring	0 32 0 35
Duckling	0 32 0 35

WINNIPEG MARKETS

WINNIPEG, Dec. 29.—The produce and provision markets are ruling with a distinctly easier tone, the only exception being eggs, which are ruling very firm. Live hogs have been very steady, but packers are expecting lower prices for fresh cuts of pork in the near future. Beef is also reported very much easier. Butter market is very weak and lower prices are anticipated. Poultry receipts are very light and lower prices are expected.

Hog Market Steady

Winnipeg.
FRESH MEATS.—The hog market continues very steady with practically no change in prices since last week. Choice selected hogs are now being quoted at \$14.25 per cwt. Fresh beef is reported easier and lower prices are expected.

Hogs—

Selected, live, cwt.	14 25
Heavies	11 25
Light	12 50
Sows	8 25
Fresh Pork—	
Legs of Pork, up to 35 lbs., lb.	0 22 0 27
Spare Ribs	0 23½
Loins of Pork, lb.	0 32½ 0 35½
Fresh Hams, lb.	0 24 0 29
Picnics, lb.	0 25
Shoulders	0 22 0 25½
Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 13 0 24
Front quarters, lb.	0 08½ 0 13
Whole carcass, good grade, lb.	0 10 0 18
Mutton—	
Choice, lb.	0 16
Choice long hinds (leg and loin)	0 25
Choice Stews	0 11
Lambs—	
Choice, 30-45 lbs.	0 24
Veal—	
Good veal, 40 to 80 lbs., hind quarters	0 22
Carcass	0 16

Ham and Bacon Unchanged

Winnipeg.
PROVISIONS.—There is very little change in the ham and bacon situation since our last report. The demand for ham and bacon has been very good and although no reductions have taken place this week lower prices are not unlikely. Bacon still continues very scarce.

No Change in Cooked Meats

Winnipeg.
COOKED MEATS.—There is no change in the market for cooked meats this week. The demand at this season of the year has been fairly good.

Butter Market Weak

Winnipeg.
BUTTER.—The butter market has shown a weakness during the past week. No. 1 creamery is offered at 58 cents per pound and lower prices are being looked forward to any day. Dairy butter is also reported weak.

Lard Unchanged

Winnipeg.
LARD.—There has been practically no change in the lard and shortening situation since the decline of a week ago.

Cheese Unchanged

Winnipeg.
CHEESE.—There has been no change in the cheese situation and prices remain unchanged.

Egg Market Firm

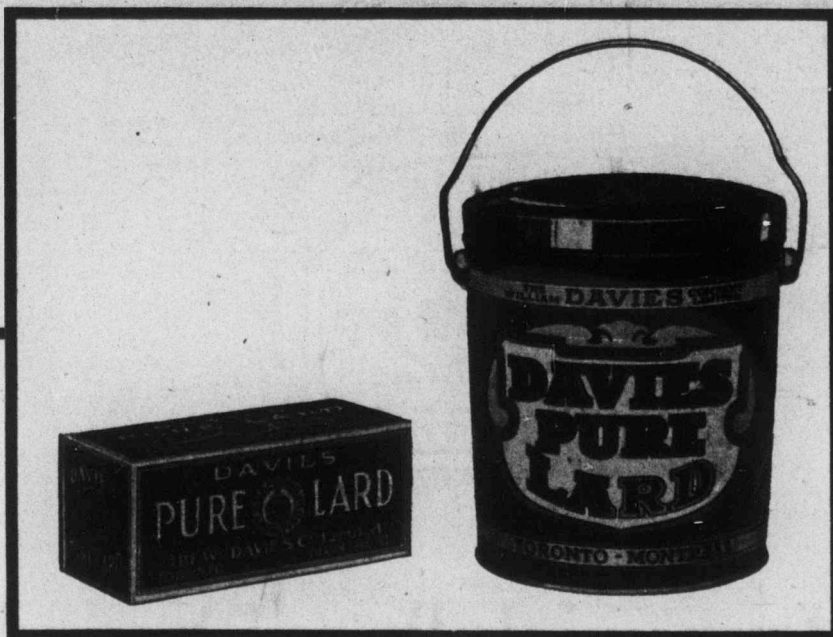
Winnipeg.
EGGS.—The egg market continues firm and new fresh eggs are being quoted at 90 cents per dozen. Selected eggs from cold storage are being quoted at 70 cents per dozen and candled eggs at 63 cents per dozen.

Poultry Declines

Winnipeg.
POULTRY.—The demand for poultry of all kinds has been exceptionally good during the holiday season but it is now falling off considerably and lower prices are expected on all lines.

Fish Remains Unchanged

Winnipeg.
FISH.—There is practically no change in the fish situation this week and prices remain unchanged.



The Pure Lard That Increases Trade—

EVERY dealer who handles Davies' Pure Lard is assured of having satisfied customers. This will bring a steady increase in business and a popularity to your store.

Davies' Pure Lard is absolutely pure—made under the supervision of Government inspectors. It contains nothing but pork fats, into which has been rendered the pure leaf of the hog.

This gives Davies' Pure Lard a quality which places it in very high esteem by everyone who uses it.

Order some to-day. Put up in tierces, tubs, pails, cases, 10's, 5's, 3's, also cartons.

THE DAVIES COMPANY
WILLIAM DAVIES LIMITED

Toronto

Montreal

Hamilton



Make Brunswick Brand Your Leader During 1921

We wish to thank the Grocery Trade through Canada for their patronage during the past year, and hope that during the coming year

Brunswick Brand

will enjoy the same confidence with the Trade that it has in the past.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

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

CANADIAN DISTRIBUTORS:

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

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec



Have No Hesitation

in choosing

‘Bluenose’ Butter

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

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack)
Canned Salmon in Sockeye, Cohoe, and
other brands.
Also all pickled and frozen Trout and
Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

We manufacture all kinds of

Box Shooks

And Can Guarantee Prompt Delivery

Write or Wire for Prices

W. C. Edwards & Co., Limited

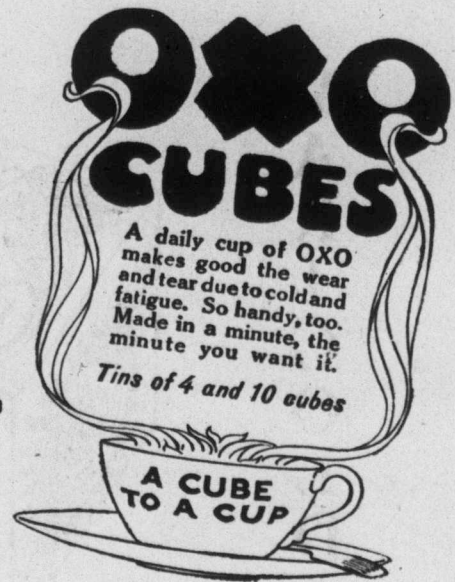
Ottawa, Ontario

OXO

Hot OXO, or better still an OXO Cube in a cupful of warm milk, is an ideal food for children. Milk with OXO can be assimilated more readily, and is a most nutritious and wholesome diet.

Tins of 4 and 10 Cubes

CUBES



This is the way we are keeping the great buying public daily reminded of OXO CUBES and their manifold uses. Every dealer who carries OXO CUBES is benefited by this timely advertising.

OXO LIMITED — Montreal, Toronto, Winnipeg

Why You Should Feature

KING GEORGE'S NAVY

pleases the veteran as well as the novice

The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

Get acquainted.

Handled by the Wholesale Trade



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

50% MORE PROFIT ON DIAMOND DYES

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

Have Clerks ask 15c a Package

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

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

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

WELLS & RICHARDSON CO., Limited

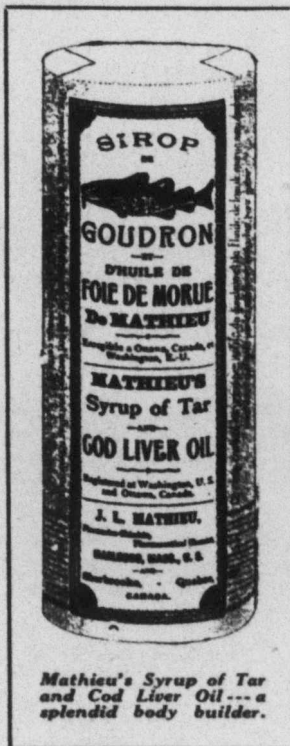
200 MOUNTAIN ST.

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MONTREAL, P.Q.

A profitable Winter Seller



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

**MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL**

Order a small sample supply of this nationally known, dependable cough medicine, display it on your counters and see how quickly it will sell. During the Winter and Spring months there will be few of your customers who will not need a safe, efficient cough medicine. Mathieu's Syrup of Tar and Cod Liver Oil is guaranteed to contain no injurious or habit-forming drugs and its profit margin makes it a highly profitable seller.

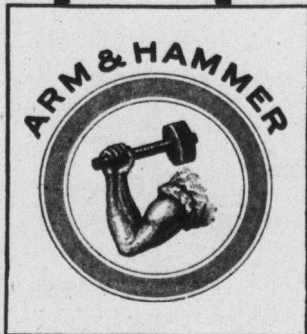
Try an order to-day

J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

**Sell
"Arm and Hammer" Brand Sal Soda
In Handy 2 1/2 lb. Cartons**



Don't waste time, paper and twine weighing out and packaging Sal Soda when you can give your customers Arm and Hammer, the strongest and best, in handy 2 1/2-lb. cartons.

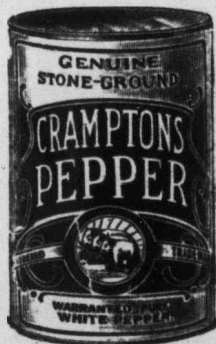
There are 36 of these 2 1/2-lb. packages to a box.

Order your supply now.

**Church & Dwight, Limited
Montreal**

Crampton's Pepper

**Stone-ground
(Sold only in dainty tins.)**



**FINE
FLAVOUR**

**RICH
AROMA**

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.

It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.

Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

**QUOTATIONS FOR
PROPRIETARY ARTICLES**

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

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

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	\$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

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

CONDENSED COFFEE

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

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	\$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3 1/2-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches

Boxes—	
40-lb. Canada Laundry	\$0 09 1/2
100-lb. kegs, No. 1 white	0 10 1/2
200-lb. bbis., No. 1 white	0 10 1/2
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11 1/2
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70
Culinary Starch	
4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13
(20-lb. boxes 1/4c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11 1/2
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10

40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20 lb. boxes 1/4c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

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

CROWN BRAND CORN SYRUP

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

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	\$1 80
--	--------

**MAGOR, SON & CO., LTD.
INFANTS' FOOD**

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

**CANADIAN MILK PRODUCTS,
LIMITED**

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	\$12 50
16 oz. tins, 2 doz. per case	11 50
10 lb. tins, 6 tins per case	25 00

**COLMAN'S OR KEEN'S
MUSTARD**

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

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

Doz.	
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	\$1 25
White Cleaner (liquid)	\$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

**IMPERIAL TOBACCO CO. OF
CANADA, LIMITED**

Black Watch, 10s, lb.	\$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies	1 25
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes	1 36
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 9s, boxes, 5 lbs.	1 25

TO THE RETAIL GROCERS OF THE DOMINION

**We Wish You, One and All---
A PROSPEROUS NEW YEAR**

Many of our retail friends have had the opportunity during the past few weeks of testing the value of the Salada Guarantee, which always accompanies our sales, and it may interest the trade generally to know that the November change in price has already cost us approximately

\$63,250.00

to carry out our agreement.

First of all we made a straight loss of 15 cents on each pound of tea returned, then we paid the freight in and paid it out again on the new tea. We also relabelled and reboxed the tea.

Most of our friends returned the tea as requested--well packed in clean boxes--others were not so considerate, which further added to our loss.

However, the back of the work is now broken and new-priced tea has been dispatched to everyone. We are glad to have had the opportunity to fulfil this service and many appreciative letters from the trade have given us great encouragement.

We now ask your continued and increasing support, which is obviously to our mutual advantage.

Remember that "SALADA" spells Turnover and a stock is as good as cash at all times, for if for any reason you want to send it back we will readily return your money.

SALADA TEA COMPANY OF CANADA, LIMITED



Malcolm Milk Products

—the Milk Products that are always O.K.—

These high-grade milk products are made from rich creamy milk taken from our own selected and inspected dairies. It is processed under the most sanitary conditions and carefully sealed. Your customers will like its rich, creamy flavor and its high quality never changes from one year's end to the other.

THE MALCOLM CONDENSING CO., LTD.
ST. GEORGE, ONTARIO

All-Canadian Condensed Milk Company

WHITTALL CANS

for

**Meats
Syrup**

**Vegetables
Fish Paint**

**Milk
Etc.**

PACKERS' CANS

**Open Top Sanitary Cans
and**

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO

H. R. Phipps, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG

Repr.: A. E. Hanna



For light, wholesome Pancakes
recommend
BRODIE'S XXX
Self-Raising Flour

Pancake time is in full swing—everybody likes them from the kiddies to the old folks. Cash in on this seasonable demand by displaying this incomparable, self-raising flour and suggesting its efficiency in making delicious, light pancakes, muffins, biscuits, etc. The results it produces in all cooking operations will invariably win praise and repeat orders from your customers.

Order from your wholesaler.

Brodie & Harvie, Limited
Bleury Street, Montreal

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

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

Tell your customers that—

Shirriff's

TRUE VANILLA

Shirriff Extracts are made in the popular household flavorings. All are of the same exceptional quality



is made from the genuine Mexican Vanilla Bean—contains a much higher percentage of this extract than even the Government standard requires.

Shirriff's is twice as strong as ordinary vanilla and housewives everywhere are finding that it is most economical, as its rich, true flavor goes just twice as far.

The makers of Shirriff's True Vanilla are the largest manufacturers of extracts in Canada.

—and your sales of Shirriff's Extracts will be considerably increased.

IMPERIAL EXTRACT COMPANY - Toronto, Canada

Selling Agents for Canada: Harold F. Ritchie & Co., Limited, Toronto and Montreal.



"I Couldn't Keep House Without It"
write housewives about

Mapleine
"The Golden Flavor"

Because of its three uses it is the most frequently used flavoring—

1. Makes delicious maple flavored syrup.
2. Flavors icings, cakes and desserts with good maple taste.
3. An appetizing seasoning in soups, gravies, meats and vegetables.

National magazines tell customers of treats Mapleine holds in store for them. Each ad. refers them to you for the Mapleine.
Can you supply it?

Order of your jobber.

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

*Wishing
You All
"A
Happy
New
Year"*

White & Co. Ltd.
Main 6243
TORONTO, ONT.

ON SPOT
PRUNES 25s and 50s

FINEST NEW CALIFORNIA
AT VERY ATTRACTIVE PRICES
Also—SEEDED RAISINS IN BULK.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.
COCOA AND CHOCOLATE
COCOA

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

UNSWEETENED CHOCOLATE

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

SWEET CHOCOLATE

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

CHOCOLATE CONFECTIONS

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

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per box	2 85
Nut Milk Chocolate, 1/2s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, 8s., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., 1/2 doz. in box, per doz.	6 85
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.	6 85

Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.	6 25
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.	6 85
Chocolate Ginger, 1/2 lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, 1/2s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, 1/4s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, 1/2-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, 1/2 gr. boxes, 80 gr. in case, per gross	1 15
20-1c Milk Chocolate Sticks, 80 boxes in case	0 80

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	\$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs. Do., 3 lbs.	5 70
2 90	
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, 1 1/2 lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1 1/2 lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL
"FOREST CREAM" MAPLE SYRUP

36-10 oz. bottles	\$ 7 15
24-16 oz. bottles	6 75
12-32 oz. bottles	6 40
24-28 oz. tins	8 20
6-160 oz. tins	11 40
1-5 gal. tin, crated.	10 90
In barrel, per gal.	2 10

FOREST CREAM PURE SUGAR SYRUP

36-10 oz. bottles	\$ 8 40
24-16 oz. bottles	8 20
12-32 oz. bottles	7 50
24-28 oz. tins	11 00
6-160 oz. tins	15 50
1-5 gal. tin, crated.	16 00
In barrel, per gal.	2 80

FOREST CREAM MAPLE BUTTER

Reputed 1 lb. tins, 24 in case.	\$ 4 80
2 1/2 lb. tins, 24 in case.	12 40
5 lb. tins, 12 in case.	12 00
30 lb. pails	5 30
2-30 lbs., pails, crated.	11 15
In barrel, per lb.	0 17

FOREST CREAM PEANUT BUTTER

24-No. 4 Tumbler	\$ 5 00
24-2 lb. tins	13 00
12-4 lb. tins, in case.	12 70
1-24 lb. pail	5 40
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 22

FOREST CREAM SALTED PEANUTS

1-15 lb. pail	\$ 3 15
2-15 lb. pail, crated.	7 00
In bbls. of about 200 lbs.	0 19
In bags of about 85 lbs.	0 18 1/2

BLANCHED AND MAPLE SUGARED

72-5c pkts., 3 boxes.	\$ 2 40
24-No. 4 Tumblers	4 50
24-1 lb. tins	11 50
1-12 lb. pail	4 90
2-12 lb. pail, crated.	9 70

BLANCHED SALTED

72-5c pkts., 3 boxes	\$ 2 40
24-No. 4 Tumblers	4 55
24-1 1/4 lb. tins	9 90
1-15 lb. pail	3 75
2-15 lb. pail, crated.	8 00

FOREST CREAM PURE HONEY

24-Reputed 1 lb. glass, light.	\$ 7 60
2 1/2 lb. tin, 24 in case, light.	19 60
5 lb. tin, 12 in case, light.	19 30
1-70 lb. tin, light.	19 00
24-2 1/2 lb. tin, dark	16 20
12-5 lb. tin, dark	15 55
1-70 lb. tin, dark	15 00

**Kindly Mention
Where You Saw
the Advertisement**

1921

We simply want to tell you that we will be out after business good and hard next Monday. Our prices have all been revised to be in line with the lowest prevailing world markets, and you may feel assured that our salesmen will be well posted in every particular.

Even tho' you will not be ready to place an order with them now—they will be only too pleased to quote you the markets and also give you any possible information about goods and the conditions as they are, in the places of growth.

Wait for them and give them a hearing, for they are equipped in every way to make a little talk interesting and profitable.

Get aboard with us for a trip during nineteen twenty-one—we will try our best to give you service.

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

**SAMUEL DOBREE
& SONS**

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
**SUGAR—MOLASSES
—COCOA**

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET.
HALIFAX, N.S.



**For the Holiday
Season**

—you'll need a good stock of Marsh's delicious beverages. Most of your customers will require a few bottles, if not a case, to serve at the many little afternoons during this Christmas and New Year holiday time. Get after this profitable trade. Mr. Grocer. Keep Marsh's well displayed. Don't be caught with a poor stock. Order now from the following list:

- Marsh's Grape Juice,
- Unfermented Port,
- Black Cherry Wine, and
- Raspberry Vinegar.
- Marsh's Pure Cider.

**The Marsh Grape
Juice Company**

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

**The McLaren Imperial Cheese Co.,
Limited**
Toronto and Montreal



**A Safe Buy
for Wash day**

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.

**N. B.
Egg
Carriers**

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

**BLISS
NATIVE
HERBS**

**BLISS
NATIVE
OIL**

**BLISS
NATIVE
BALSAM**

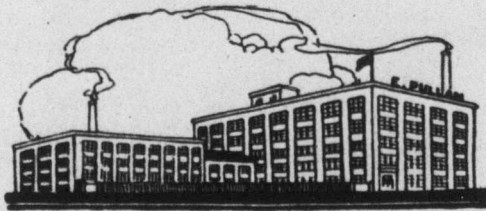
MADE IN CANADA

If you have any of the above that you cannot sell return them,
we will exchange, give credit, or return your money.

ALONZO O. BLISS MEDICAL COMPANY
124 St. Paul Street East, Montreal, Quebec

BAGS

AND COTTON LINERS



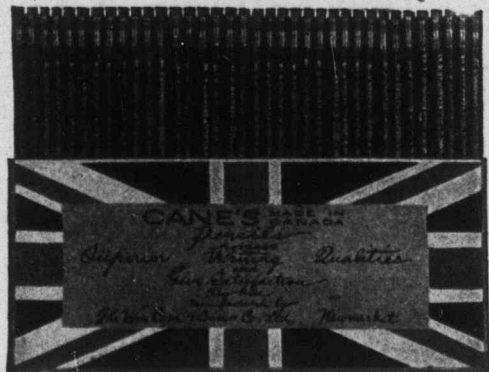
The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners
—in large or small quantities. Just
gather them together to-day before you
forget—and send to us.

Scientific Reclamation of Commercial Waste

E-PULLAN

6 Maud Street, Toronto



Cane's Pencils extensively advertised,
are as good as represented to be both
as pencils and as profitable sellers. The
counter or window display box illus-
trated here is in colors and particularly
adapted for attractive advertising pur-
poses.

*Every Wholesale Grocer in Canada
stocks these standard lines. Order
through Your Wholesaler.*

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario



The
CROWN
Trade-Mark

on a bag of white beans is a guarantee
of their uniform size and choice
quality.

Only the very finest hand-picked
Canadian White Beans go into bags
marked

BRAND

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

G. T. MICKLE

Ridgetown, Ont.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most
of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England

Canadian Agents:

HUGH LAMBE & CO., TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

**A Good New Year
Resolution**

Buy Only the Best

at a place where there
is nothing but the Best.

Fresh New Arrivals in Fruits
and Vegetables to start the
New Year Right.

**HUGH WALKER & SON
LIMITED** *"The House of Quality"*
GUELPH, ONTARIO

**Books of Interest
to Grocers**

Grocery:

Grocers' Encyclopedia\$10.50

Card Writing:

Flowers, Scrolls and
Fancy Borders 1.00

Accounting and Bookkeeping:

Estimating 1.00
Brown's Ship Accounts.... .75
Cost Accounting Path-
finder50
Ropp's Calculator35
Costs Accounting 5.00

TECHNICAL BOOK DEPT.
The MacLean Publishing Co.
153 University Ave., Toronto

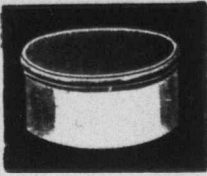
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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE JARS

as Food Protectors
are needed in every
home.
Place your order
early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

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

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE - COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St.
Toronto

STROYAN-DUNWOODY CO.,
Confederation Life Building
Winnipeg, Man.

OPPENHEIMER BROS., LTD.
Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

These one-inch spaces
only \$2.20 per insertion
if used each issue in the
year.

Fine Teas Higher Lower Grades Cheaper

The following extract
from The Tea Brokers'
Association of London,
dated Dec. 10, has just
come to hand: "Interest
still centres in fine tea.
Many invoices are again
making high averages,
touching 3/6 per lb.
Common leaf quoted
nearly 1/2d. cheaper on
the week."

THE STANDARD BY WHICH MANTLES ARE JUDGED

GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

WHEN ANSWERING ADVER-
TISEMENTS KINDLY MENTION
NAME OF THIS PAPER

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.


Butter Cartons, Paraffined.

Egg Cartons: Special Egg Fillers.

Folding Candy Boxes; also handy

Paraffine boxes for bulk pickles,

Mince-meat, etc.



CRESSY'S
CONCENTRATED FOOD FLAVORING
EXTRACTS
Made from the purest ingredients.
Many times stronger than Gov-
ernment standard. — Specify
Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. W.,
TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

THE "WANT" AD.

The "want ad." has grown from a
little used force in business life into
one of the great necessities of the pre-
sent day.

Business men nowadays turn to the
"want ad." as a matter of course for
a hundred small services.

The "want ad." gets work for work-
ers and workers for work.

It gets clerks for employers and finds
employers for clerks. It brings to-
gether buyer and seller, and enables
them to do business though they may
be thousands of miles apart.

The "want ad." is the great force in
the small affairs and incidents of daily
life.

Information

We can keep you posted with all
daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

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

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

PARTNER WANTED

WANTED—PARTNER FOR GROCERY STORE. Good live man with \$1,800 to invest. Can show books with all records. Replies confidential. Box 416, Canadian Grocer, 153 University Ave., Toronto, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

POSITION WANTED

EXPERIENCED GROCERYMAN DESIRES position in store; good buyer and salesman; also good knowledge of dry goods and gent's furnishings; highest references. Apply Robert Jones, Vanguard, Sask.

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

HELP WANTED

WANTED—YOUNG, AGGRESSIVE MAN FAMILIAR with the grocery business, who knows how goods are sold in the retail store, who understands something about advertising and who can put down his ideas on paper. Good position open with splendid opportunities for advancement. Apply, stating age, experience, etc., to Box 424, Canadian Grocer, 153 University Ave., Toronto.

WANTED—MANAGER FOR FEED AND GROCERY store, New Brunswick. Apply stating salary to Box 480, Canadian Grocer, 153 University Ave., Toronto, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of
vigorous, conscientious and
successful work.

John A. Thompson
General Manager Western Canada
TORONTO

OPPORTUNITIES ARE OFFERED
EVERY WEEK ON
THIS PAGE

BAKER'S COCOA and CHOCOLATE



Registered
Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Business Data

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

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

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

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

Canadian Press Clipping Service

143-153 University Avenue, Toronto

Our Wish

For You and Yours—

That bright with joy the year
may be,

And filled with rich prosperity.

For Ourselves—

A continuance of that good-
will of yourself and your brother
merchants that has meant to us
so much in the past, and holds
so much incentive for the future.

Swift Canadian Co.

LIMITED

Sell CRISCO

*For Frying - For Shortening
For Cake Making*

—and rid yourself of all the trouble and loss that are unavoidable when you sell bulk lard.

No weighing. No greasy hands or clothes. Crisco is packed in sealed sanitary packages.

No loss through soakage or down weight. Each package of Crisco contains full net weight. One pound and larger sizes.

No loss of time or money in getting goods ready for the customer. No expense for wrapping paper and twine. Crisco is ready to deliver.

No loss through spoilage. No expense for ice. Crisco keeps perfectly without refrigeration.

This pure, white, vegetable cooking fat does everything that lard can do and does it better. It pleases the housewives, and pays you more profit.



You'll do more business with these well-known soaps:

Ivory Soap

Gold Soap

*P and G The White
Naphtha Soap*

Lenox Soap

Pearline

Sopade

The Procter Gamble Distributing Co.

of Canada, Ltd.

50 Bay Street, Toronto, [Canada