

**PAGES
MISSING**

IN THIS ISSUE - CHARGING INTEREST ON ACCOUNTS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXI

PUBLICATION OFFICE: TORONTO, JANUARY 19th, 1917

No. 3



PURE GOLD

Always worthy of a prominent place in your displays are those products bearing the brand "PURE GOLD"

Pure Gold Jellies

are made from Pure Fruit Flavors.

A delicious dessert.

Pure Gold Extracts

Last word in quality.

32 varieties.

*The memory of quality lingers
when prices are forgotten*

Pure Gold Manufacturing Co., Limited

TORONTO, ONT.

WINNIPEG, MAN.

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

LARGEST MAKERS IN THE WORLD

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

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

BETTS & COMPANY, LIMITED

Chief Office :—1 Wharf Road, LONDON, N., ENGLAND



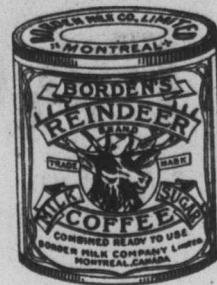
Send him on his way rejoicing

by selling him the big, cool, satisfying *ORLANDO (INVINCIBLE) CIGAR*. Every puff will be a puff of satisfaction and you can confidently count on his coming back for a further supply of this unbeatable three-for-a-quarter line.

You will get better results from your tobacco department when you begin featuring the Orlando Cigar. Make up a little display in your showcase to-day and top it off with a few *WEBSTER'S CLEAR HAVANAS*. You will find them worth while.

W. R. WEBSTER & CO., Ltd., Sherbrooke, Que.

We sell Reindeer Coffee and Cocoa for you. You take in the cash



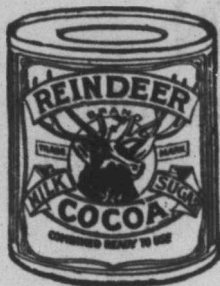
A carefully planned consumer advertising campaign continually carried on is creating a big demand for these two Borden products, a demand which it is up to you to supply.

By emphasizing the convenience and the utility of the Reindeer lines we are educating the housewife in the knowledge that there are no more suitable or more delicious milk products than these two popular lines.

Reindeer Coffee and Reindeer Cocoa can be prepared in an instant, merely with the addition of water—no milk, no sugar.

Are you letting your share of this profitable business pass you by? Don't do it. Get up a little Reindeer counter display and watch it sell.

The profits will please you.



Borden Milk Co., Ltd.

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver

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

FACTS and FIGURES

WE are not just *telling* you what we can save you on your purchases. We are showing you by comparative invoice exactly in dollars and cents what we can do. We compare our prices with competitive houses issuing price lists. Houses employing travellers are not as keen competition, as they must get higher prices to cover their increased cost of doing business through travellers. We print below copy of order received and shipped, amounting at our prices to \$186.24. Compared with first competitive house quotations we can save you \$10.52, or nearly 6% and, compared with the second competitive house, our quotations mean a saving to you of \$23.54, or nearly 13%. You can easily verify these prices as competitive house quoted both issue price lists, and these quotations are taken from their latest issues.

Invoice.	Our Price	Total	1st Competitive House Price	Total	2nd Competitive House Price	Total
1 Case Eddy's Matches Silent 500s	\$ 6.65	\$ 6.65	\$ 6.65	\$ 6.65	\$ 6.65	\$ 6.65
10 lb. Brazil Nuts Mxd. ....	.18	1.80	.18	1.80	.19	1.90
50 lb. Peanuts, Jumbo .....	.12	6.00	.13	6.50	.13	6.50
3 crates L. & B. Jam, Asst. 4 lb. tins .....	.41	14.76	.45	16.20	.45	16.20
2 crates L. & B. Jam, Straw, 4 lb. tins .....	.41	9.84	.45	10.80	.45	10.80
1 case Gold Seal Milk	6.45	6.45	6.45	6.45	6.45	6.45
1,000 Paper Bags H. Man., 6 lb.	4.20	3.78	4.20	4.00	4.20	4.20
	Less 10%		Less 5%			
3 bags Gran. Sugar 100s.	8.20	24.60	8.20	24.60	8.20	24.60
10 case Tomatoes 2s.	2.95	29.50	2.95	29.50	3.35	33.50
6 x 25 lb. Boxes Choice Apricots .....	.18%	28.31	.20	30.00	.22	33.00
1 Large Cheese, Ontario, 82 lb. ....	.25%	21.11	.26	21.32	.27%	22.75
2 Bags Rio Coffee, Green, No. 7, 264 lbs. ....	.14%	38.94	.14%	38.94	.16%	43.23
		\$191.74		\$196.76		\$209.78
Less our discount of at least 4 % off non-combine goods		5.50				
		\$186.24				

Take our price list and sit down and figure out just what we can save you. You will find that from cover to cover it quotes you money-saving prices on every page, and to induce merchants to deal with us as near a cash basis as is practical in the Wholesale Grocery business, we allow you an additional 4 per cent. if your account is paid in full promptly by the 10th of the following month. **You are in business to make a success, which you cannot do unless you buy right, and Macdonald-Chapman, Limited, is the right place to buy.** We do business on business principles, handle only highest quality goods, give prompt and courteous service and your orders will always be appreciated by the only one-price house in the West.

MACDONALD-CHAPMAN

Wholesale Grocers

LIMITED

Winnipeg, Man.

MACDONALD-COOPER LTD.
Edmonton, Alta.

Connections:
MACDONALD-CRAWFORD LTD.
Moose Jaw, Sask.

MACDONALD-CRAWFORD LTD.
Saskatoon, Sask.

MACDONALD-CRAWFORD LTD.
Swift Current, Sask.

A. MACDONALD & CO.
Vancouver, B. C.

A. MACDONALD & CO.
Nelson, B.C.

A. MACDONALD & CO.
Ferne, B.C.

A. MACDONALD & CO.
Ft. William, Ont.

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

Are You Prepared for the Lenten Season?

More fish will be consumed during these forty days than in any other three months of the year.

Have you made provision for this?

GENUINE PORTUGUESE SARDINES

We have just received one car of **Brandao Gomes**, packed in dingley tins, one hundred to the case.

Meet the demand with this brand—the sea food that pleases the most fastidious.

If, in the past, your fish sales have not been as profitable as you had anticipated, we can recommend

POINT CLAIR SHRIMPS

packed two dozen to the case, as the acme of the Shrimp industry.

This wholesome food, containing quality all the way through, proves a palatable dish even for the connoisseur.

Try what a display of these two quality lines will do towards toning up business.

DON'T HESITATE

SEND YOUR ORDER NOW

W. G. PATRICK & COMPANY, LIMITED

—Importers—

HEAD OFFICE:
51-53 Wellington St. W.
Toronto

WESTERN BRANCH:
168 Market Ave. E.
Winnipeg

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



Have No Hesitation

in recommending to your best customer

'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 recommending it

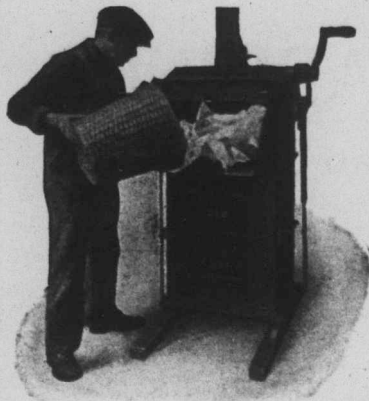
SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.



Waste Paper
\$13.00 a ton.

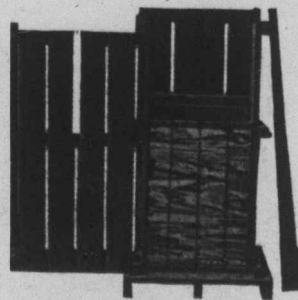
A "Climax" All Steel Fireproof

Baling Press
convert your waste
into compact bales
ready to ship and
sell at the highest
prices.

Ask us for infor-
mation.

Climax Baler Co.
Hamilton, Ontario

WHY WASTE PAPER should be baled



It is worth \$10.00 per ton and
up.

It is more easily and quickly
baled than burned or other-
wise disposed of.

The JEWEL BALER means
a permanent convenience and
a permanent revenue.

Write to-day for full par-
ticulars re baler and paper
market.

General Sales Co.
203 Stair Bldg., TORONTO

THE JEWEL PAPER BALER

There are plenty of nameless coffees. Chase & Sanborn's brands have a distinct and widely known personality of their own. The wise grocer knows the value of this.

CHASE & SANBORN

MONTREAL

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

What National Cash Registers Do.

No. 1. Give you information about your business you do not now get.

The new National Cash Registers will give you a complete summary of every day's business.

They will tell you the number of transactions made in any one day.

They will record the nature of the transactions, the initial of the clerk concerned, and the amount of money handled.

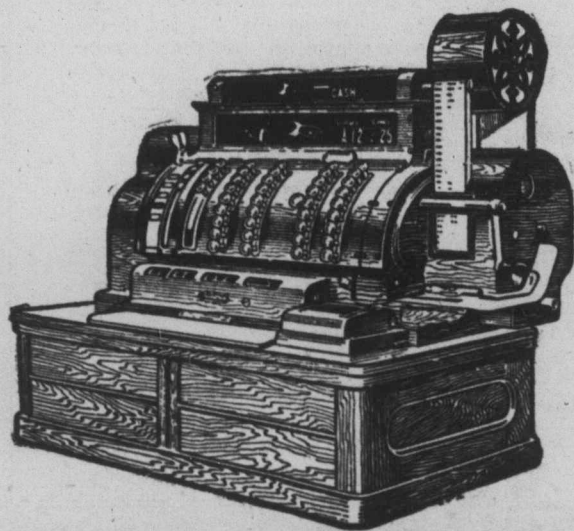
They will tell you at any moment the amount of cash you should have on hand and the amount of credit you have allowed.

They will record all money received on account as well as money paid out.

They will show you which clerk makes the most and best sales.

They will tell you what is going on in the store when you are away, as well as when present.

Now is high time to install machines which give you—as an incidental part of this service—a control over your business you can get in no other way.



The National Cash Register Company of Canada, Limited

Christie Street

TORONTO, ONT.

Sign and send this coupon now.

To the National Cash Register Co. of Canada, Limited
Toronto, Ontario

Without obligating me in any way to buy, I would like to know more about your complete Model Receipt-Giving Cash Registers and "N.C.R. Service." We have — salesmen in our store. We have a register — years old. Principal lines of merchandise —

Firm name

Address

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



This big 10 cent seller should be prominent in your displays

Though the popular price of H.G. SAUCE has done much to popularize it with the prudent housewife, yet its biggest appeal lies in its unexcelled dietetic qualities.

H.G. is a purely Canadian-made sauce, prepared to meet Canadian requirements, prepared to equal and surpass all similar imported sauces.

There's a good profit for you on this line. May we send you samples?

**The
Canada Sauce & Vinegar Co.
519 King St. W., Toronto**

**In your Locality
are many
Dogs and Cage Birds**

Your customers must have FOOD for them. It is to your interest as well as that of your customers and their pets, that you should regularly stock

**SPRATT'S
DOG CAKES,
Puppy Biscuits
and
Packet BIRD SEEDS.**

The name SPRATT'S is a guarantee of quality and reliability. It will help you to keep old customers and attract new ones.

SPRATT'S Depôts in CANADA are:—
MONTREAL—F. HUGHES & Co., 109, Place d'Youville.
VANCOUVER, B.C.—LONDON GROCERY Co., Ltd., Granville Street.
Direct Correspondence invited:—
SPRATT'S PATENT Ltd., 24-25, Fenchurch Street, London, England.
S 66

**Purity
TABLE
SALT**



Ask the other fellow

Any dealer who has tried out the selling value of "Purity" Table Salt will tell you that it is a pretty good thing to bank on for bigger, better business.

Housewives everywhere appreciate its unquestioned purity and economy. Purity salt is made under ideal conditions in an up-to-the-minute plant, positively guaranteeing it pure to the last degree.

"Purity" salt is unequalled for table or dairy use. It satisfies the most critical.

Now is an opportune time for you to test the popularity of this housewife's favorite seasoner.

Send in your order to-day.

**THE WESTERN SALT
CO. LIMITED
COURTRIGHT
ONT.**



Introduce Every Customer to

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

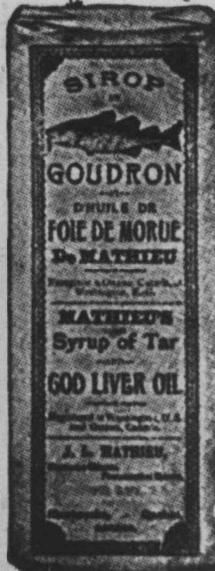
With the coming of the cold wintry days comes the opportunity to sell your customers this well-known and reliable remedy. For coughs and colds in any stage there is no more reliable remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

Your customers will appreciate your thoughtfulness in suggesting this splendid body builder. And you can confidently guarantee results.

Feature this effective cold breaker now.

Profits are good.

**J. L. MATHIEU CO.
PROPRIETORS
SHERBROOKE QUEBEC**



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

When buying sugars don't
forget

St. Lawrence



Goldens

are the standard of quality
for yellow sugars.

TO INVESTORS

THOSE WHO, FROM TIME TO TIME, HAVE
FUNDS REQUIRING INVESTMENT
MAY PURCHASE AT PAR

DOMINION OF CANADA DEBENTURE STOCK

IN SUMS OF \$500, OR ANY MULTIPLE THEREOF

Principal repayable 1st October, 1919.

Interest payable half-yearly, 1st April and 1st October by
cheque (free of exchange at any chartered Bank in Canada) at
the rate of five per cent per annum from the date of purchase.

Holders of this stock will have the privilege of surrendering
at par and accrued interest, as the equivalent of cash, in pay-
ment of any allotment made under any future war loan issue in
Canada other than an issue of Treasury Bills or other like short
date security.

Proceeds of this stock are for war purposes only.

A commission of one-quarter of one per cent will be allowed
to recognized bond and stock brokers on allotments made in
respect of applications for this stock which bear their stamp.

For application forms apply to the Deputy Minister of
Finance, Ottawa.

DEPARTMENT OF FINANCE, OTTAWA
OCTOBER 7th, 1916.

That Side Partner of Mennen's Shaving Cream

—it's opening up a new market for you.

We mean that "Talcum for Men," the first talcum powder manufactured exclusively for male use.

Have you stocked it and offered it to your men customers yet? Together with THE Shaving Cream it is being heavily advertised, and thousands of men, all over Canada, will be requesting both.

No effort on your part is necessary to sell Mennen's Products quickly, the mere display of the articles themselves will be sufficient.

Three very attractive window-trims have been prepared: one on the Shaving Cream, one on the Talcum Powder, and one combination trim.

Send for either one or all of them to Harold F. Ritchie & Co., Ltd., Toronto, Ont.

Made in Canada by
G. MENNEN CHEMICAL CO., LTD.
MONTREAL, QUE.



Canadian Agents
HAROLD F. RITCHIE & CO., LTD.
TORONTO, ONT.

AT LAST WE HAVE THEM

*Fibre
Vinegar
Measures*

PINT QUART FUNNEL

\$2.50 per Set

Used and highly commended by the
Grocery Trade in the
United States.

WALTER WOODS & CO.
HAMILTON and WINNIPEG

For Spring Cleaning Babbitt's Cleanser The 5 Cent Line



**Cleans, Scours,
Scrubs, Polishes,
Purifies**

Full weight pack-
age sells at

5 cents

giving double
value (and premi-
ums for the trade-
marks as well.)

Shows you a good
profit and is a sure
repeater.

Agents:
WM. H. DUNN, Limited, Montreal
DUNN-HORTOP, Limited, Toronto

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

CLARK'S SOUPS

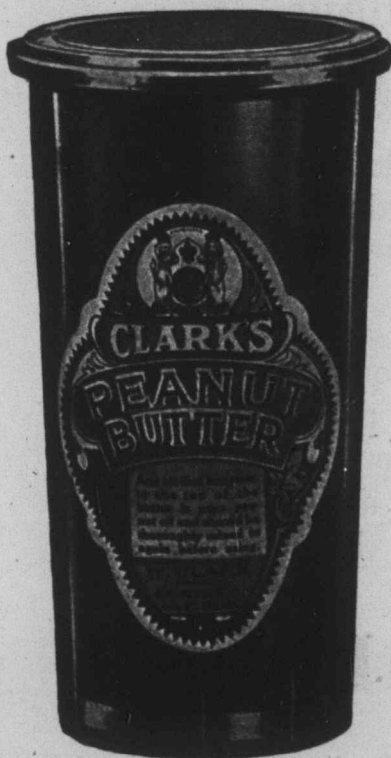
Highly Concentrated, Absolutely
Pure and Prepared from the
Very Finest Ingredients

The quality is there, selling price is
popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON



MADE IN CANADA



Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

W. CLARK, Ltd.

MONTREAL

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

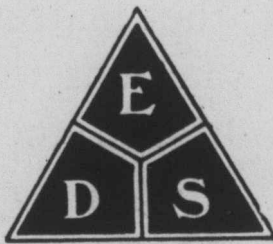


Feature the New E. D. Smith Mar- malade line

Take advantage of the
diminishing stock of
home-made preserves by
suggesting

E. D. Smith's New Season Marmalade in the new Anchor Cap Container

Suggest it in window trims and
counter displays—the handsome
new jar will attract attention and
build up sales.



You know E.D.S. quality. Your
customers know it, too. Isn't it
worth a little effort on your part to
reap the big profits arising out of
E.D.S. popularity? Begin to-day.

E. D. Smith *and* Son, Limited

WINONA, ONT.

AGENTS: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Donald H. Bain, Calgary, Alta., Edmonton, Alta; Watson & Truesdale, Winnipeg; G. H. Laidlaw, Halifax, N.S.; B. C. Merchandise Brokerage Co., Vancouver, B.C.

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

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

QUEBEC.

**ROSE & LAFLAMME
LIMITED**

Commission Merchants
Grocers' Specialties.

MONTREAL TORONTO

To The Trade
Buyers and sellers of
**All Kinds of Grains
and Seeds**

QUEBEC'S RESPONSIBLE BROKERS

We offer our services in marketing your products, as we are open for one or two more good agencies for produce, grains or grocery lines, etc. Write for particulars. BEANS AND CORN A SPECIALTY.

ALFRED T. TANGUY & COMPANY,

Commission Merchants and Brokers,
91 DALHOUSIE ST. - QUEBEC CITY

OATS, PEAS, BEANS, ETC.

handled in any quantities to best advantage by

ELZEBERT TURGEON

Grain and Provision Broker

MONTREAL, P.Q. QUEBEC, P.Q.

Selling Agent for
The Maple Leaf Milling Co., Ltd., Toronto

**Denault Grain and Provision
Co., Limited**
SHERBROOKE, P.Q.

G. Gagne Grocery Broker
and Manufacturers' Agent

We have a connection in Quebec City
and throughout the province.

111 Mountain Hill Quebec City

MARITIME PROVINCES.

J. N. COCHRAN

Manufacturers' Agent and Grocery
Broker

FREDERICTON, N.B.

I have a connection with both wholesale
and retail trade throughout the entire
Maritime Provinces.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS

Importers and exporters. Prompt and

careful attention to all business. High-

est Canadian and foreign references.

Cable address: "Macnab," St. John's.

Codes: A. B. C., 5th edition and private.

This space \$1.00
per insertion on
yearly order.

Six Thousand Copies Sold

A recent circular describing THE GROCER'S ENCYCLOPEDIA contained several pages of commendations by wholesale and retail grocers; by manufacturers and food experts; by editors, librarians, and educationists. But even more impressive is the fact, just announced, that **Six Thousand Copies** have been sold. This is wonderful testimony to its practical money-making and money-saving value.

If YOU do not already own a copy, why not make yourself a present of one?

The Grocer's Encyclopedia is the source from which hundreds of up-to-date grocers, scattered throughout the country, are obtaining the information that is creating for them new and higher business reputation and is delighting and astonishing their customers.

Why not help yourself into the same class when you can do it so easily—merely by reading a book which you will find much more entertaining than a daily newspaper?

You will read a few lines here and an article there, and, before you realize it, you will have absorbed a great deal of knowledge on the goods you handle—you will have, at your tongue's end, interesting information that customers will enjoy hearing from you—and that will speedily give you the reputation of a man who "knows everything about all kinds of foods."

You will be surprised to observe what a difference such a reputation will make in the way that people think of you and refer to you. It establishes you as an authority in your line of business. Your word and your opinion will carry much more weight than they do to-day.

Such knowledge and such reputation are a great deal in return for an outlay of only \$10.50—the price of the Encyclopedia, delivered to you.

Copies can be obtained from **THE CANADIAN GROCER**, 143-153 University Ave., Toronto, Canada.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

ONTARIO

Have you any

**Beans, Honey
Apples, Potatoes**

To offer to the Toronto trade?
If so, communicate with me

FRED J. WHITE

Fruit and Produce Broker
TORONTO ONTARIO

Maclure & Langley, Limited
Manufacturers Agents
Grocers, Confectioners
and Drug Specialists
12 FRONT STREET EAST TORONTO

Loggie, Parsons & Co.
Merchandise Brokers and Manufacturers' Agents
Open for Agency for Ontario or Coast to Coast. Best References.
"We cover Canada 3 times a year."
33 Front St. E., Toronto, Ont.

FEATURE FOR THE TRENCHES

**G. Washington's
Refined Coffee**

Canadian Sales Agents:

Edmund Littler,
169 William St., Montreal, P.Q.

W. Geo. Varty,
29 Melinda St., Toronto, Ont.

W. G. Kyle,
261 Stanley St., Winnipeg, Man.

E. J. Roberts,
215 10th Ave. West, Calgary, Alta.

W. G. PATRICK & CO.
Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

HAMBLIN-BRERETON CO.
Limited

Wholesale Grocery and Confectionery
Brokers

Open for one or two good Canadian
Agencies.

TORONTO WINNIPEG CALGARY

If you want low quotations on

**Japan Tea, Raisins
or Tapioca**

Write us at once

**W. H. Millman
& Sons**

Wholesale Grocers
TORONTO

FOR SALE

Choice Potatoes, Selected Eggs,
Creamery Butter, Honey,
Fancy Dressed Poultry.

C. A. MANN & CO.

78 KING ST. LONDON, ONT.

**DRIED AND EVAPORATED
APPLES.**

Apple Waste and Chops, Specialties.

H. W. Ackerman

BELLEVILLE ONTARIO

Kindly
Mention
This Paper
When
Writing
Advertisers

Condensed Milk

Well-known British firm having thoroughly efficient organization covering Grocery Trade in every part of the United Kingdom, desire connections with Condensed Milk Factory. Arrangements could be made on Sole Agency basis or otherwise.

Address full particulars of producing capacity to — "C.M.," Street's, 30 Cornhill, London, England.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

WESTERN PROVINCES

McKelvie & Stirrett Co., Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.

CALGARY ALBERTA

We solicit agencies for staple lines.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

WESTERN PROVINCES (CONTINUED).

G. B. THOMPSON

Wholesale Commission Broker and Manufacturers' Agent.
We can handle a few more good lines. Storage Warehouse and Transfer Track.
140 Notre Dame Ave. E., WINNIPEG
Established 1898

THE H. L. PERRY CO.

214-216 Princess Street, Winnipeg
We can make a success of your Agency. Our STORAGE, DISTRIBUTING and FORWARDING facilities are unexcelled.
Correspondence solicited.
"Always on the Job."

W. H. Escott Co. Limited

Manufacturers' Agents
Wholesale Grocery Brokers
Winnipeg, - Manitoba

C. S. Turner Co.

147 Bannatyne Ave. East
WINNIPEG
Manufacturers Agents
Excellent Storage, Forwarding and Distributing Facilities

C.H. GRANT CO.

Wholesale Commission Brokers and Manufacturers' Agents
509 Merchants Bank, Winnipeg
We have several good accounts, but can give you results on yours.

BRANCHES:
Regina
Calgary
Saskatoon
Edmonton
ESTABLISHED 1907

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents
We get the business for others, and can get it for you.
Trackage Storage Distribution
120 Lombard Street, - - WINNIPEG, MAN.

F. D. COCKBURN

Grocery Broker & Manufacturers' Agent
We represent Pugley, Dingman & Co., Ltd.; John Taylor & Co., Ltd., Toronto, and many other large British, American and Canadian firms. We can give the same time and service to your product.
149 Notre Dame Avenue, East, Winnipeg

MANITOBA

SASKATCHEWAN

ALBERTA

BRITISH COLUMBIA

To Manufacturers and Shippers

To take care of our agencies, we have competent sales staffs, offices and large warehouses at

Winnipeg
(Manitoba)

Regina
(Saskatchewan)

Saskatoon
(Saskatchewan)

Calgary
(Alberta)

Edmonton
(Alberta)

Vancouver
(British Columbia)

We are in daily touch with every Wholesale Grocer Jobbing House in the Provinces of

**Manitoba, Saskatchewan, Alberta and
British Columbia**

If you require SERVICE and RESULTS in marketing your products, communicate with us at any one of our offices.

Donald H. Bain Company

Wholesale Grocery Commission Brokers and Manufacturers' Agents.

WINNIPEG, MAN.

Branches: Regina, Saskatoon, Calgary, Edmonton, Vancouver.

Furnivall's

FINE
FRUIT
PURE JAM

AGENTS:—Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto.
Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese
Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E.
Sheppard. Hamilton—R. M. Griffin. Calgary, Alta.—MacLaren Im-
perial Cheese Co., Ltd. Edmonton, Alta.—MacLaren Imperial Cheese
Co. Saskatoon—Mowat & McGeachy.

WHEN you consider the extreme care and the expert workmanship employed in the manufacture of this pure jam, you will readily understand why particular people prefer it.

Selected, sun-ripened fruits, purest cane sugar, and careful manufacture combine to make Furnivall's the favorite jam of the Canadian household.

Are you selling it?

FURNIVALL-NEW, Limited
Hamilton Canada

What the Elgin Coffee Mill will do for you

The Elgin National Coffee Mill will steel-cut coffee faster than any other mill of the same size.

It will cut the coffee as coarse or as fine as your customers require.

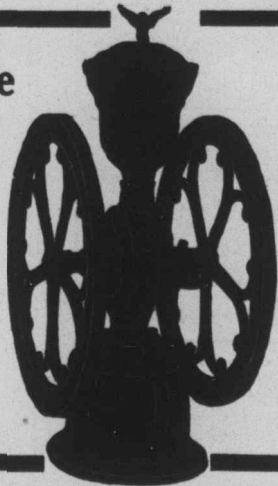
It gives you a better coffee service at less cost, and puts many extra dollars of profit in your cash drawer.

It stands between you and customer disappointment; the satisfactory service it gives will pull many profitable sales.

Total cost only a few \$ \$ \$ \$ \$ \$ \$

Why not instal an Elgin? Write for booklet 24C.

WOODRUFF & EDWARDS CO.
Elgin, Ill., U.S.A.



Say You Saw It
in
Canadian Grocer

You are invited to share in a profitable business when asked to stock

GIPSY

Stove Gloss

Every tin sold leaves you a satisfactory margin, and makes a satisfied customer. That is surely a worth-while proposition. You do yourself and your customers a good turn when you

Order "GIPSY" from your
Wholesaler.

HARGREAVES (CANADA), LIMITED

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

Western Agents:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.



There are so many things for which WONDERFUL SOAP can be used successfully! Housewives think of it first in connection with whatever requires thorough cleanliness and care. Think of the big field of sales here for you. Display Wonderful Soap prominently to-day.

Guelph Soap Co.
GUELPH, ONT.

You Know the Package

It stands for all that is clean, pure and sanitary in food manufacture, and for all that is humane in the treatment of employes.

Shredded Wheat

is in a class by itself. It is the best advertised cereal food in the world—sold in every city, town and village in Canada and the United States. Always the same high quality. If your customers eat it for breakfast, ask them to try it for luncheon with sliced bananas or other fruits.



"MADE IN CANADA"

The Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

**The Canadian Shredded
Wheat Co., Limited**

Niagara Falls, - Ontario

56-U

Have you tried

WETHEY'S ORANGE MARMALADE?

It is making
a hit.

Advertising a Labor-Saver

The merchant's greatest labor-saver is not necessarily an adding machine. It is more likely to be advertising.

A great factor in the cost of goods is the time it takes to move them. *Advertising and trade-marks*, working together, are the most efficient movers of goods—consequently the greatest reducers of selling cost.

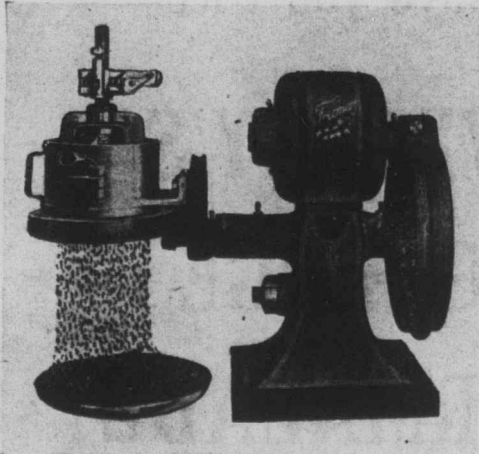
The producer who places his trade-mark on his goods and advertises it nationally, is so sure of their quality that he is willing to stand the full force of possible complaints.

The whole tendency of trade-marks and advertising is to raise qualities and standardize them, while reducing prices and stabilizing them.

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

Freeman's Electrical

Made in Canada



Driven
Meat
Chopper
Bone
Grinder
and
Coffee
Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

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

LARD

Pure Lard is high in price and supply not equal to the demand. Let us quote you price on shortening. We put it up in tubs, pails and tins. Also in one-pound cartons.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

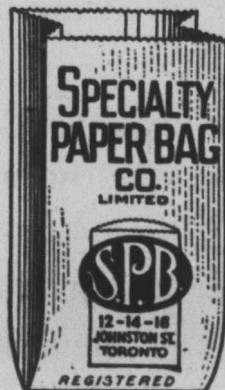
Confection-
ery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags



We
Specialize
in
Transparent
Glassine
Bags and
Envelopes
Made
the Only
Reliable
Way

Heavy Kraft Bags with
Centre Seam

We make Bags to line any
size Carton

SPECIALTY PAPER BAG CO., Ltd.

Department G

12-14-16 JOHNSON STREET TORONTO, CAN.

Century Salt

has no
peer in
quality or
selling
value

Cheap ingredients being entirely eliminated in its manufacture. Century Salt is pure and high grade in the last degree. Pure salt gives satisfaction to all—to the dealer that sells it and to the discriminating housewife who buys. Hence Century Salt is being handled by quality stores the country over. Dealers find it a positive "repeater" and a good profit maker. Order a supply from us or through your wholesaler.

THE DOMINION SALT CO. Limited
SARNIA - ONTARIO

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

JAPAN TEA

Japan Tea produces, in the drawing, an infusion of a bright amber which is pleasing to the eye. It possesses wonderful strength and body, a delightful flavor and aroma never found in other teas.

Grown, cured, packed and exported under the direct control of the Japan Tea Growers' Association, Japan Tea reaches you in all its natural purity and wholesomeness.



The Japanese Government prohibits adulteration and coloring of Tea

ON SALE AT ALL GROCERS

When you consider the effects of a carefully planned appeal to the consumer as indicated in specimen ad. here shown, you will understand why Japan Tea is] constantly growing in popularity with tea users appreciating unusual quality consistently maintained.

This superior quality wins the approval of the most critical, making firm friends of first users everywhere.

Are you a Japan Tea Dealer?

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

Wagstaffe's

1917 Season's
SEVILLE ORANGE MARMALADE
Now ready for delivery

Suggest
Wagstaffe's Pure Marmalade
with every order

We also make

GINGER MARMALADE
PINEAPPLE MARMALADE
GREEN FIG MARMALADE

Wagstaffe Limited

HAMILTON, CANADA

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



**SELL
PRESNAIL'S
PATHFINDER CIGARS**

TEA

Ceylons, Indians, Japans, Chinas, Formosas
AT FIRST-HAND COSTS

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

IMPORT ORDERS A SPECIALTY.

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

John Duncan & Co., Limited
Established 1866 **MONTREAL**

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



This Factory

is known to grocers throughout the Dominion as the home of quality, for it produces the well-known

ROYAL SHIELD PRODUCTS

all leaders in their respective fields, with the satisfaction-giving qualities that mean profitable re-orders.

Tea, Coffee, Cocoa, Spices, Baking Powder, Flavoring Extract, etc., carrying the Royal Shield trade-mark can be recommended to the most particular customer in the knowledge that their winning points will make steady custom and better profits.

We guarantee everyone of our customers individual attention and prompt delivery. Whether your requirements be large or small, let us show you what we can do for you. Get in touch with our nearest house and become acquainted with real selling quality and satisfactory service.

Campbell Bros. & Wilson, Ltd.

WINNIPEG

Campbell, Wilson & Horne, Ltd.
Calgary, Lethbridge, Edmonton, Red Deer

Campbell, Wilson & Millar, Ltd.
Saskatoon

Campbell, Wilson & Strathdee, Ltd.
Regina and Swift Current

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

Grocers Working For the Pedlar

Grocers who persuade customers to buy bulk tea are actually working for the pedlar.

When the pedlar comes along he hasn't much difficulty in persuading a woman that his bulk tea is as good as the grocer's. There's nothing distinctive between the grocer's bulk tea and the pedlar's.

But grocers who persuade customers to buy Red Rose Tea are fighting the pedlar.

The pedlar cannot match the distinctive Red Rose flavor, richness and smoothness. He cannot call his tea Red Rose Tea, nor sell it in the distinctive Red Rose package. Neither has his tea the national prestige for splendid quality and value that Red Rose Tea enjoys. The pedlar would indeed have a hard road to travel if all grocers were to push Red Rose Tea.

Are you making it hard or easy for the pedlar?

T. H. ESTABROOKS CO., LIMITED

St. John, Montreal, Toronto, Winnipeg, Calgary

Red Rose Tea

"is good tea"



KEYSTONE BRAND

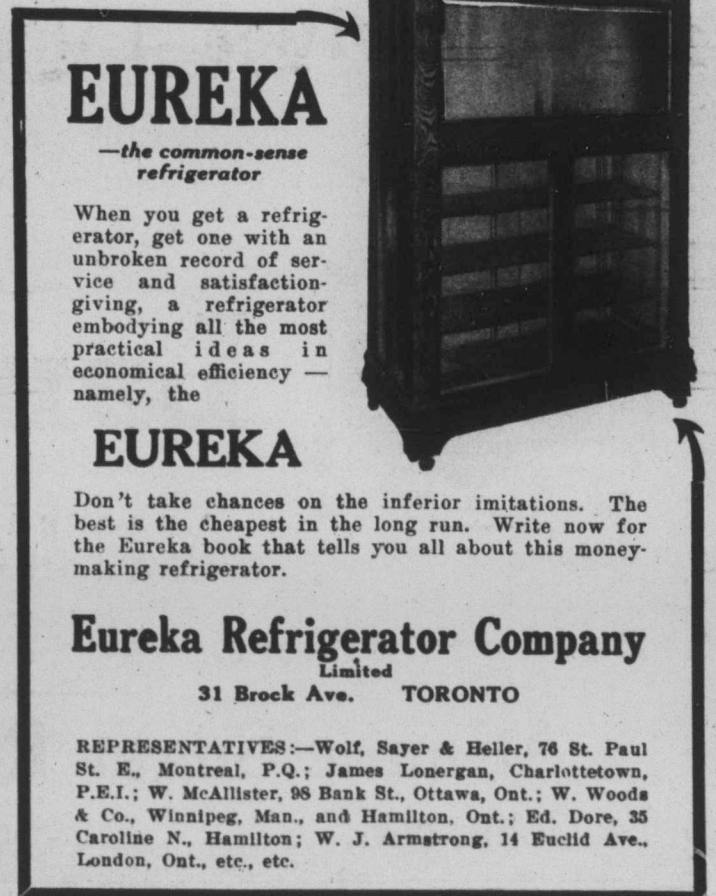
Make a Window Display of
"KEYSTONE"
 Household Brushes

Educate your customers to buy the best quality brushes. Talk about the bristles that won't come out — the bristles that stand up under hard use and won't spread. Talk of the extra long service Keystone Brushes give. There's money in it for you.

For prices, etc., write

STEVENS-HEPNER CO.
 LIMITED
 Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



EUREKA
 —the common-sense refrigerator

When you get a refrigerator, get one with an unbroken record of service and satisfaction-giving, a refrigerator embodying all the most practical ideas in economical efficiency — namely, the

EUREKA

Don't take chances on the inferior imitations. The best is the cheapest in the long run. Write now for the Eureka book that tells you all about this money-making refrigerator.

Eureka Refrigerator Company
 Limited
 31 Brock Ave. TORONTO

REPRESENTATIVES:—Wolf, Sayer & Heller, 76 St. Paul St. E., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McAllister, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.; Ed. Dore, 35 Caroline N., Hamilton; W. J. Armstrong, 14 Euclid Ave., London, Ont., etc., etc.

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



Distinctive Packages make effective displays

You know
Robinson's
"Patent" Barley
 and
"Patent" Groats

Your customers know them also. Their quality is world-famous; their popularity world-wide.

Are you profiting through the demand for Robinson's? You will if you suggest sales by a neat little display. Always keep it where the housewife will see it. Repeat sales are assured.

Canadian Agents:

Magor, Son and Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

Housewives Like Package Goods

They like clean, strong bags and cartons which can be used without emptying.



Lantic Sugar

packed at the refinery is the favorite sugar of Canadian women.

2 and 5 lb. cartons.

10, 20 and 100 lb. bags.

Atlantic Sugar Refineries, Limited

St. John, N.B.

Montreal, Que.

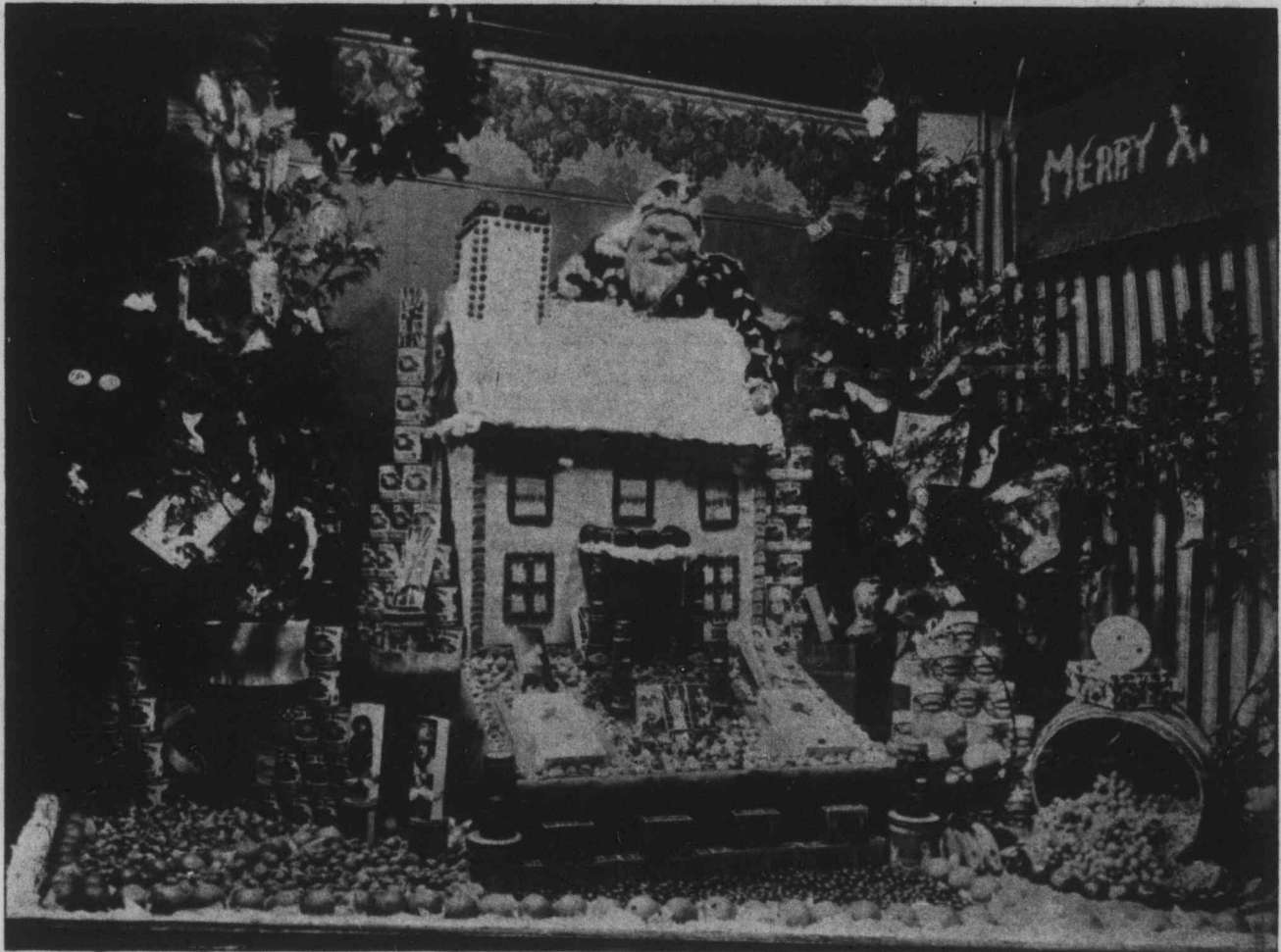
If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN GROCER

Vol. XXXI.

TORONTO, JANUARY 19, 1917

No. 3



The Christmas window of W. V. Webster, Trenton, Ont., winner of first prize in Class A.

Results in Christmas Window Contest

The Windows Entered in This Contest Unusually Attractive — Excellence of the Display Makes the Matter of Decision Difficult—Selling Power Used as a Basis—Some Descriptions of the Winning Windows.

THE CANADIAN GROCER'S Christmas window dressing contest proved to be one of very unusual interest this year. There was a very good representation of contestants in each class, and the quality of the windows submitted were far and away above the average of such contests. Indeed, so attractive were all the displays that the judging board, composed of a

group of MacLean Publishing Co. editors were at considerable difficulty to reach a decision. As the idea of a window is to sell goods, the selling value of the display was figured as of first importance in making the selection.

The window of W. V. Webster, of Trenton, Ont., was chosen as a window of unusual attractiveness to the average Christmas shopper, who as a rule sees

things more or less from the standpoint of the children. It is a window that stands out and assures the attention of the passer-by, and the general scheme is most attractively worked out.

The window of J. F. Funerton, Kelowna, B.C., was trimmed and submitted by Ernest Lawley. The frame of the window was decorated with red, white and blue fancy paper. Four Christmas

bells were hung from the top. The bottom of the window was made of cranberries, with plates of fancy candies, crystalized cherries and ginger. The Christmas and New Year mottoes were made with cheese box lids covered and filled with powdered sugar. The lettering was done with crystalized cherries. Boxes of oranges, apples and dried fruit formed the middle of the window, and the background was built up of canned goods. Fancy candies and Christmas goods formed a pyramid in the centre, while the side shelves were trimmed with bright-colored bottle goods. It was judged that these two windows possessed each in its class the maximum of selling power.

Close Contestants for First Place

The Island and Bamford design that won the second prize in class 1 took great advantage of the idea of conventional design. A regular pattern worked out on the floor of the window with colored candies, nuts, etc., with a background of bottled goods, made a display that it would be hard to criticize; in fact, the windows of Island and Bamford and W. V. Webster were very closely canvassed by the judges, and it was only the unusual Christmas significance that gave Mr. Webster the advantage.

The Kent & Brown window, submitted

by Harold Crone, shows a most unusual effective handling of a double window.

In class 2, the D. D. Campbell display was judged to have very unusual selling qualities owing to its graceful display of all the Christmas requisites; while the Mackenzie Co. window made a very ef-

fective use of package goods in their display. Among these were the window of B. C. Watson, Leamington, which was dressed and entered in the contest by Ted Locke. The centre of this window was made up of a very attractive conventional design of colored candies, while the centre and back was made up of package goods most effectively arranged.

Ruppell & Co., of Elmira, Ont., had another window of very attractive design, mainly featuring package goods. Flags were most effectively used in this display. G. F. Granger, of Toronto, had a fruit window that certainly left little to be desired.

Altogether, the CANADIAN GROCER looks upon this contest as one of the best in its history. Certainly the displays received show a very high order of decorative ability, and not only is this so of the larger centres, as the fact that one small British Columbia town had three successful contestants, any one of whose displays would have done marked credit to any of our larger city stores.

Prize winners in Christmas Window Competition.

Class 1.

First Prize.—W. V. Webster, Trenton, Ont.

Second Prize.—Island & Bamford, Toronto, Ont.

Third Prize.—Kent & Brown, Moose Jaw, Sask.

Class 2.

First Prize.—J. F. Funerton, Kelowna, B.C.

Second Prize.—D. D. Campbell, Kelowna, B.C.

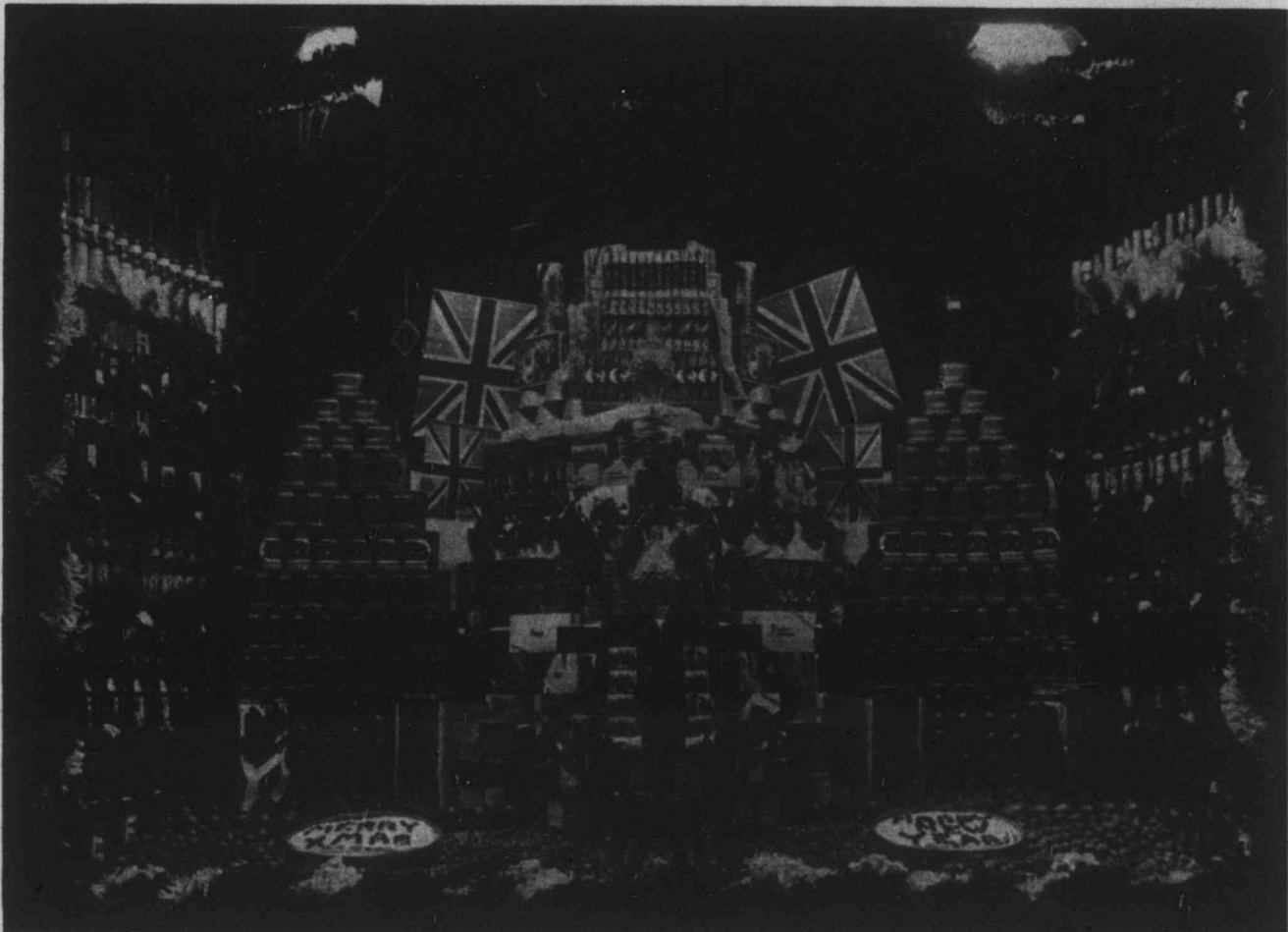
Third Prize.—The McKenzie Co., Ltd., Kelowna, B.C.

fective use of package goods in their display. As all these windows will be illustrated in subsequent issue, it is unnecessary to describe them in detail here.

Windows Favorably Mentioned

There were several other windows in the contest that won very favorable com-

Mahar Liquids, Ltd., Edmonton, will erect a plant costing \$25,000 for the manufacture of soft drinks, and employing thirty hands. The firm, of which E. J. Mahar is president, succeeds the Edmonton Bottling Works.



The attractive window of J. F. Funerton & Co., Kelowna, B.C., winner of first prize in the Class B Section.

Charging Interest on Accounts

By Walter E. Lear

Registered by Walter Lear, in accordance with the Copyright Act.

Is it legal for a merchant to charge interest on accounts? If so, when can he start to add interest? And how much interest can he charge under the law?

YOUR question is simple enough as asked, but to give you a short, simple answer would be dangerous. The answer to the above question all depends upon the particular circumstances of each particular case.

Let me take the retail merchant first. A customer telephones in an order for goods. The merchant delivers the goods. If this is the first order the merchant has received from the customer and if the customer has not asked for credit for any stated period, then the law presumes that the customer agreed to pay cash for the goods, either on delivery or upon the receipt of an invoice. In such a case, if the customer does not pay up at once, the merchant is entitled to charge 5% interest on the amount so overdue. He cannot charge a higher rate than 5%, no matter how his invoices may be drawn. Statements printed or stamped on invoices to the effect that *interest will be charged upon all overdue accounts at the rate of 8, 10 or 12%*, have no effect whatever, in such a case, because the customer did not agree to pay any such rate of interest and it always takes two to make a contract which the law will enforce.

Now supposing the customer has been in the habit of dealing with the merchant and the merchant has been in the habit of sending out monthly statements. Here the law presumes that the customer will pay the account within a reasonable time after it is received. If he does not do so, then the merchant is entitled to charge 5% interest on his overdue account, but no more, because the customer did not agree to pay any rate of interest at all and it is only by operation of the law that the merchant is en-



titled to charge the 5%. The law permits the merchant to charge the legal rate of 5% interest from the time when the customer should have paid the bill until such time as he actually does pay it.

Again, a prospective customer writes in to either a wholesaler or retailer and asks on what terms goods will be supplied to the customer; then is the time for the merchant to mention what rate of interest he will charge on all overdue accounts. He can thereafter collect any rate he mentions in his reply, because *the Interest Act, Revised Statutes of Canada (1906), chapter 120, section 2*, provides: "Except as otherwise provided by this or by any other Act of the Parliament of Canada, any person may stipulate for, allow and exact, on any contract or agreement whatsoever, any rate of interest or discount which is agreed upon." But, if the merchant fails to mention interest on overdue accounts, he will be allowed only 5% interest from the time when they should have been paid until the time when the accounts are actually paid. The letter asking for credit and the reply by the merchant when read together constitute a contract or agreement, pro-

vided that goods are ordered by the customer. The merchant cannot collect a higher rate of interest on overdue accounts than the customer has agreed to pay, but the customer must pay at least 5% interest on his overdue accounts, because the law presumes that he will pay his bills as they become due, according to the terms of credit agreed upon.

There is one exception to what I have just been saying as the merchant's right to stipulate for and recover any rate of interest on his overdue accounts. The above is perfectly good law so long as the rate of interest mentioned is so much per centum per annum, but for some unknown reason merchants have the foolish habit of printing statements on their invoices to the effect that interest at the rate of 1% per month will be charged on all overdue accounts."

If such statements are made in a reply to a letter asking for credit, or on invoices, etc., they have the effect of reducing the rate of interest which may be collected to 5%, because by section 4 of the above Act it is provided: "Whereby the terms of any written or printed contract, whether under seal or not, if any interest is made payable at a rate or percentage per day, week, month, or at any rate or percentage for any period less than a year, no interest exceeding the rate or percentage of 5% per annum shall be chargeable, payable or recoverable on any part of the principal money unless the contract contains an express statement of

(Continued on page 29.)



WALTER E. LEAR.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, Limited

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

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

OFFICES:

CANADA—Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1355. Toronto—145-153 University Ave.; Telephone Main 7324. Winnipeg—22 Royal Bank Building; Phone Garry 2313.

UNITED STATES—New York—R. R. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., 165 West Monroe St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

SUBSCRIPTION: Canada, \$3.00 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, \$3.50 a year; other countries, \$4.00 a year. Single copies, 10c, invariably in advance.

PUBLISHED EVERY FRIDAY.

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

Vol. XXXI. TORONTO, JANUARY 19, 1917 No. 3

PEOPLE are asking for explanations of the advance in foodstuffs. Are they clamoring for an investigation into the increase in earning powers?

* * *

THE Ottawa *Journal* is responsible for the statement that the Militia Department feeds its soldiers at 33 cents a day. That is surely the least expensive thing we have heard of the Militia Department doing in many a long day.

* * *

THOSE enquiring ones who started out in Chicago to see if they could live on 40 cents a day for any length of time after a day's notoriety have faded from the public ken. The solemn fact is that the investigation serves no useful purpose. None of us are going to live on 40 cents a day if we can help it even if a few enthusiasts should prove it to be a possibility.

* * *

THE Doukhobors of British Columbia have donated a carload of jam valued at \$5,000 to the returned Canadian soldiers in hospital in different parts of Canada. As a people the Doukhobors are opposed to war, but their sympathy for the men who have suffered in the flame of war is a tangible thing. The returned soldier is a common sight now. He gets little attention. Perhaps the Doukhobors' gift has its lesson for us all.

* * *

IT WOULD seem that the Germans are solacing themselves for their lack in potatoes by an increased consumption of the friendly weed. The growth of Tobacco has increased, according to their government statistics there were 31,396 acres of tobacco against 22,277 in 1915 and 25,587 in 1914. At that considering the number of Fritz' that still remain they can't afford to be very heavy smokers.

WISDOM IN CAUTION

IT IS being predicted in American Canning circles that this winter is going to see a regular famine in canned goods across the line. The pack there, as well as in Canada, has been exceptionally small and there appears to be very little stock in reserve. It is an interesting sidelight on the commercial situation that, despite the enormous increase in the price of canned goods on both sides of the line, stocks have been pretty well cleaned up even this early in the season; another indication perhaps of the fact that people are, generally speaking, unusually prosperous. Some American trade papers are using these facts as a text for preaching the wisdom of extensive buying of canned goods. In this matter CANADIAN GROCER cannot see eye to eye with them. It is a bad thing to be short of goods unquestionably. There is a wise saying, however, that runs: "Of two evils choose the least," and the least, in this instance, at present prices, would seem to be being short in stock rather than over.

ANOTHER APPEAL FOR INVESTIGATION

THE Civic High Cost of Living Committee of the City of Brantford, Ontario, is bound that there shall be an investigation of some sort. Despite the fact that Hon. T. W. Crothers, Minister of Labor, had taken no action on a previous request, another formal appeal for an investigation into the high cost of canned goods has been made. The committee backed their request by a rough estimate of the costs of canning certain articles, derived from information gleaned regarding a near by canning factory. The committee also strongly urged the removal of the prohibition against oleomargarine.

The costs of handling and distributing goods are undoubtedly high, but no investigation, of an official nature, that has yet come to our notice, has given proof of any undue profits, nor has any suggested a means for lessening the other costs.

The appeal for the removal of the prohibition against Margarine is of a more practical nature and is one that can have the most emphatic approval of the great mass of the public.

PLAIN WORDS

A. A. AYERS of Montreal, in speaking before the Eastern Ontario Dairyman's Association in Napanee, recently gave voice to some vigorous suggestive words:

"Laborers in Montreal, who formerly worked for from \$1.75 to \$2.50 per day, and now obtain \$3.50 to \$5 and more, are making cheap politics over the price of dear food and have induced the Government to make extensive enquiries as to who is responsible for dear prices. These people accept war wages and expect food at peace prices; one would think that they had never heard of the war.

I heartily wish that a number of farmers who have been selling cheese at 25 cents per pound and butter at from 40 to 44 cents in the country would go to Montreal and have the argument out as to whether the farmer should take less when he is selling for double price or the laborer pay more when he is obtaining double price for his labor.

The plain facts are that the war has advanced the price of food and wages both alike. These are not the days for either farmers or city people to grumble."

There is more horse sense in these words than in most of the oratorical periods addressed to the government on the High Cost of Living subject. It is a comfort in these days of agitations to find a man who can not only talk but think straight.

MARKING COLD STORAGE EGGS

THE Department of Foods and Markets of New York state this summer promulgated the opinion that all eggs preserved in cold storage should be so marked that there should be no doubt on this matter. Egg dealers have been vehement in their arguments that such an idea was preposterous. They have gone so far as to hail State Commissioner J. J. Dillon, who is responsible for the suggestion, into court, in an attempt to restrain him from putting the rule into effect. The defendants claim that as every egg has to be handled in any event on coming out of cold storage the marking of them entails little extra trouble.

The common sense and justice of the contention seems to lie with Mr. Dillon. If eggs are intended to be sold as cold storage stock, there is surely no great injustice to the jobber in having them so marked. The only possible objection, aside from the slight additional trouble involved, is that they would be less subject to misrepresentation, and less open to definitely fraudulent sale. Why should the fraudulent dealer's preference be considered? To make fraud more difficult is surely a good thing for both wholesaler and retailer and the weight of enlightened opinion must surely favor the contention of Mr. Dillon who wants cold storage eggs to travel under their true colors.

THE CASE FOR MARGARINE

THE Eastern Ontario Dairyman's Association recently in session at Napanee, Ont., placed itself on record as petitioning the Government against any weakening of the prohibition on the importation and manufacture of oleo-margarine. There is a striking unanimity among all the dairy interests on this point. It would appear that they are profoundly distrustful of any such innovation. One cannot help wondering why? The price of butter this year has certainly been abnormal. The cry that the advance in the price of stock food has eaten up the advance can scarcely be

substantiated. Milk and milk products have doubled and more than doubled in price while the price of mill foods has advanced barely 50 per cent. This still leaves a fair margin of increased profit. It is also urged that the export of Canadian butter has been abnormal due to war conditions, conditions that cannot possibly continue to obtain after the war, that this falling off of export will materially affect the price of the product in Canada. There is a certain superficial force in this argument. But are we sure that these exports will fall off? Can we give any good reason why they should? Some urge that the diminution of supply from Russia and the Scandinavian countries has been responsible for the increased demands for Canadian products. The fact of the matter is that Britain's imports of butter have fallen off nearly 2,500,000 boxes since 1913. Practically all this decrease has been due to the falling off of the output of the section named, a demand that even Canada's increasing exports have not been capable of meeting. This would seem to suggest that the demand for the Canadian article is liable to be constant and that no relief in the matter of price is to be expected from this source.

It is a question then why a high protective wall should be built around an industry whose prices have shown an increase of 100 per cent. in a year, to the detriment of the consumer, who despite all that may be said of better labor conditions has certainly not prospered to the same extent.

In dealing with the subject of margarine a good deal has been said regarding the attitude of the United States to the product. There is at present before Congress a bill introduced by Representative Aswell of Louisiana to reduce the tax on Oleomargarine from 10 cents a pound to 1 cent. In commenting on this new bill the *Providence Journal*, an organ whose opinion bears a good deal of weight, speaks as follows:

"The bill will awaken the butter interests at once. Chemically, butter is nothing more or less than oleomargarine. Good oleomargarine is better than mediocre butter, yet the butter interests cry out against the production of a substitute which chemically is the same as their own, and in many instances better. Representative Aswell declares that his bill will reduce the cost of 150,000,000 pounds of food a year. Anything to reduce the cost of living should be acceptable to the public. The Government should not impose a tax upon any product to favor special interests, and, although the butter men will no doubt rouse themselves to the present emergency, there is hope that the Aswell bill will pass both houses of Congress."

The contention that the Government should not impose a tax on any product to favor special interests is surely wise enough to have some bearing on the same question at issue in Canada.

Accounting for Retail Merchants--III

The Advantage of Simplicity in Bookkeeping—Continued Work on Routine Entries—Philosophy of Discount—Other Important Points

By Henry Johnson, Jr.

AMONG your petty voucher slips are several items of expense. One such is a can of axle grease, selling for 15c, which was taken yesterday to use on truck wheels, the elevator runway, etc. How did you handle it?

As every thoughtful merchant knows, that was a case where merchandise contributed something to expense; so expense must be charged and merchandise credited. "But," says the "busy" storekeeper and also the busy merchant, though not so frequently, "I have not time to make an entry for each such little item. Better just let the boys take it—too small to bother with!"

Your attitude is not justifiable, for just such "little things" militate against your annual profit-account and lead to your wondering wherein the deficit occurs when you cast up on or about December 31; but there is something in what you say, nevertheless, and a good system must provide for such things without entailing unnecessary expenditure of time—yours or somebody else's. So here is the correct procedure:

Take the can of grease to the register. Make a "paid out" slip "Expense, grease, 15c," and ring it up. Then ring up a 15c sale. See how simple? In this way the smallest expense can be cared for without "too much trouble."

Similarly, you may buy a barrel of motor lubricating oil, having in mind your own cars only. But that item should not be charged directly to "barn," nor should the barrel be placed in your garage, for that will lead to careless, wasteful handling. Take the barrel in as merchandise and put a regular selling price on it by the gallon. Then you can sell it to anybody. When your driver runs short, let him "buy" a gallon—or two, or any other quantity, at regular price. What he takes is charged up on a "paid out" slip, as before, and the sale is rung up.

All such items show up among the "PVs" next day. So, when you have them sorted and pasted, the total of those chargeable to expense is to be written into the journal, same as the PVS under mdse. Amount is extended into the column headed expense.

Next take your check book, as you did with mdse., for items of expense paid by check. There is, let us say, a repair bill for glass, varnishing, etc., on a damaged show case—\$4.80. That is entered Matz & Co., \$4.80, extended, as above, into the expense column.

NOTE.—Do not hurry.—Do not get nervous if your daily entry-work does not get finished up for these first few weeks. Keep your P.V. records as I have instructed, separated and pasted into the book. Keep original records in the safe. The only thing you need to do every day is balance your cash; and that, I take it, is something you have done and are now doing every day in any case. Handle your cash by a register system preferably, but run it along in any way that will keep you in touch with it—you must do that under any system anyway. When we have digested the entire round of routine entries you will be able to go back and make up the entire set of books in a few hours, after which you will need, as I have indicated, about thirty minutes daily to keep your regular accounts.

This is one vast advantage of simplicity. That "getting behind" is not a tragedy. The greatest advantage, perhaps, of this system is that each day stands alone, as will appear later on. Thus, if you have some trouble or hitch one day, that will not interfere with your doing to-morrow's work right along, finishing up as you go; for you can keep the troublesome day open until you solve the difficulty.

Discounted Expense Bills

But there is an item for some envelopes you have had made up specially. This is from McCann & Co., \$18, subject to 2 per cent. for cash—and you have taken the discount. Look up at what you did with mdse. discounts and handle this the same way. Write Mats & Co., \$18.00—.36, putting the 36c into the small column and the \$17.64 into the expense column. Now write the 36c just below the \$17.64 in the expense column.

Here you have, as your fine pencil figures will show when you add as you did in the mdse. column above, \$17.64 and \$4.80, and 15c—total, \$22.59. Enter on the right-hand page, directly under the words, "Mdse. A/c.," expense a/c., \$22.59, the figures \$22.59 to go into the column headed Cash. Next drop down to the line below your former discount entry and insert "expense discount," and carry the 36c into the column headed Discount.

I shall discuss this way of handling discounts below.

Meantime, you have both PVs and checks for wages paid; and let me say a word here. The simplest way to handle cash wage-payments is to enter directly into the PV book, allotting the right number of lines for the number of payments

to be made on your pay day. Then write the entries in advance as follows:

Jan. 6, 1917—Paid wages in full to date, inclusive:
 Nickerson\$12.50
 Bogue 14.00
 McDonald 8.00

Then, as each one is paid, have him sign the line following his item. Then the page will look like this:

Nickerson.....\$12.50 H. J. Nickerson
 Bogue..... 14.00 Wm. F. Bogue
 McDonald..... 8.00 Jennie McDonald

and so on until the list is complete. When all of them are paid, make one "paid out" for the total and ring it up. This you can paste into the book merely to show that you have accounted for it in the cash register.

Checks for wages should have written, immediately below the amount line, "In full settlement to date (or insert date to which settlement is made) inclusive."

Here, then, on the PV book and in the endorsement on your checks you have the recipient's receipt in each case. And why "inclusive?" Because many "settlements" are not settlements at all, because not receipted for plainly to a definite time. The words "to date" are insufficient, because TO date may mean up to to-day, or in full to to-night. "To date inclusive," or "to Jan. 6 inclusive," means that we are square to the end of the day on which payment is made. Always write "inclusive" as a matter of habit on all settlement papers, for that will save you many an odd dollar now paid out "to avoid dispute." You will soon see, too, that it is the easiest thing in the world to get a clean receipt at time of settlement, though it may be hard, or impossible, to get such receipt later on; and a clean receipt is often a mighty valuable thing to have.

Final Routine Work

Column 4 on debit side of the journal is headed wages. Into that column naturally goes the total paid for wages. Say you draw \$25 a week yourself and that you paid by check a settlement of \$21. Put your own wages in, and take them out in cash, the same as any other clerk. You have a total of \$80.50, which carry into wages column on debit side and enter below other items on the credit side in the cash column.

You pay an advertising bill \$20. That is entered and carried into the sundries column, as you have no special column reserved for that account at present.

You pay \$30 interest, so that is run into the sundries column also.

I shall leave further work now until next week; but let me outline why discount is handled as I have indicated.

There are two reasons: one theoretical, the other practical. The theory is that discount is capital-earnings. If you have the money—either your own or borrowed to take discounts—you take discounts. If you have not the capital, you pass the discounts. Thus, what you take must be credited to capital, via loss and gain. Discount is separated on the debit page for clarity and convenience in carrying it to discount's credit on the credit page; but you will see that the amount is run into the debit of mdse, expense, etc., just as if it had not been taken. Hence, mdse., expense, etc., pay full

prices, getting no advantage from discount.

Similarly, interest is charged into the account of interest and discount, as will appear later. Thus it becomes a charge against, for the same reason that discount is a credit to, capital.

The practical reason for this method lies in the fact that thus you treat your mdse. and expense accounts rather badly, in that you work against them all the time, making them appear at their maximum cost. This is another buffer—and a splendid one—to prevent you from fooling yourself. Nothing like showing up every outgo at the maximum to keep a merchant's feet on the ground and his head out of the clouds!

Prices of Cans Advance 50 Per Cent. for the Coming Year

New Prices Made Public Show a Most Decided Advance—
An Increase of Five Per Cent. Over Last Year—
An Increase of Over 100% Over 1915.

THERE has been much talk of the probable trend of canned goods prices for the ensuing year, and a good deal of speculation as to the likelihood of an increase or decrease. Elaborate estimates of cost based on probable costs of raw material have been made, but up to the present nothing definite has been known.

It is known now, however, that one item at least has advanced and advanced very sharply over the prices of last year. Tin plate has been expected to be one of the outstanding items in any increase and it has abundantly justified the expectation. The increase in this commodity has been an item of 50 per cent. With this as a basis, the can manufacturers have finally made public the prices for the present year.

The prices quoted are: 2½ cans, \$33.65 per thousand, against \$21.24 per thousand for the same goods last year, and for the No. 2 can the price is set at \$26.06 a thousand, an equally heavy increase over the preceding year.

When it is remembered that just two years ago these No. 2 cans could be purchased for \$12 per thousand, it can easily be realized that the actual costs of producing the canned article have been a very decisive factor in the case. Canners estimate, too, that they will have to pay a considerable increase to secure their contracts of goods. There is also the items of labor, boxes, labels, etc., all of which are likely to be materially increased according to present indications. According to one authority, who is prominently interested in the canning industry in Canada, if none of these estimates

go wrong at the last moment it is going to actually cost at the least \$1.05 per dozen to actually produce all varieties of canned vegetables.

SALMON PACK REACHED 7,000,000 CASES

Despite the fact that this is considered an off year in the salmon canning industry, the pack, according to the latest available statistics, is estimated at 7,000,000 cases. About half of these come from the Alaska canneries. The British Columbia pack is estimated at 1,150,000 cases. The pack is divided as follows:—

Alaska Red, 2,200,000 cases; pinks, 1,500,000 cases; king and medium red, 250,000 cases; chums (still packing), 400,000 cases.

British Columbia—Soockeyes, 250,000 cases; pinks, 250,000 cases; cohoes and springs, 250,000 cases; chums (still packing), 300,000 cases.

Puget Sound Chums (still packing), 500,000 cases; cohoes, 200,000 cases; sockeyes and springs, 100,000 cases.

Columbia River and Oregon points, all kinds, 700,000 cases.

CURRENT NEWS OF THE WEEK

The Aylmer Canning Co. have received a large order from the Government for pork and beans, and started putting them up for the first time in that factory on Dec. 19. The order is to be completed by the first of the year. The Government is sending a military official to see that the pack is put up according to contract.

FOREIGN SARDINES ARE SCARCE

Because of the large demand from European markets, Portuguese sardine handlers have advanced their prices to American buyers. This is likely to a great extent to curtail the supply available in this country. The French sardine industry has been a practical failure this year, and there is little likelihood of obtaining sufficient supplies from this source also. Generally, the outlook for foreign sardines is anything but rosy.

ERROR IN ADVERTISEMENT CORRECTED

In the advertisement on the front cover of our issue of January 5 of The Welch Co., Ltd., St. Catharines, Ont., a printer's error occurred in the list of 1917 trade prices. The ten cent size, six dozen to the case, was given at \$5.20 a case and \$8.75 a dozen. The \$8.75 price was wrong. It should have been \$8.75 per dozen, which no doubt would be evident to all of our readers in view of the per case price.

CHARGING INTEREST ON ACCOUNTS

(Continued from page 25.)

the yearly rate or percentage of interest to which such other rate or percentage is equivalent."

I wish to particularly warn merchants from collecting interest, upon the assumption that they have the right so to do, because they have such notices printed on their invoices. The rate of interest sought to be charged must be stated at so much per centum per annum, not 1% per month. If the merchant collects 1% per month interest from any customer, then the customer has a right action against the merchant, for section 5 of the Interest Act, provided: "If any sum is paid on account of any interest not chargeable, payable or recoverable under the last preceding section, such sum may be recovered or deducted from any principal or interest payable under such contract."

My answer to the above question is, that a merchant may collect any rate of interest on overdue accounts, which the customer has agreed to pay, provided that the rate of interest is so much per centum per annum; and in case where no rate of interest has been agreed upon, then the merchant is entitled to collect 5% per annum on overdue accounts, from the time when they ought to have been paid until the time when they actually are paid.

Retail Merchants of Ontario Appeal Against the Peddler

Arguments Advanced to Prove That the Peddler is a Menace to the Retailer—How He Exerts an Unfair Competition

THE transient trader, or peddler, has in some centres become a very serious menace to the established trade. These peddlers who do a cut-price business, in many centres are, of course easily enabled to cut under the figure that for the established retailer would be only a fair margin of profit. Their place of business being mainly located under their own hat they have no taxes to pay on the property, while the license fee that they are compelled to pay is in no way a compensation for the grocer's rent charges. These traders have been increasing in such numbers that they have become a decided menace in various places, and they have spread into all lines of trade, so that their activities are not of moment to one class of dealers alone.

As these transient traders operate no established business they are not an asset to the community in which they exist. They are not even of real benefit to the consumer. They do indeed cut prices which may accrue to the advantage of the individual for the time being, but having no established stand and no business obligations, they serve the public only when they can do so to their own decided advantage. Nor do they always operate in what may be described as a legitimate way. It has been brought to our attention that not infrequently these peddlers, when their right to trade in any town has been questioned, have flashed in the faces of these officials a county license to peddle, and have claimed that this gave them liberty to operate anywhere within that county. In this way many of them have been enabled to trade in a community absolutely in defiance of the actual law. The difficulty in this connection is that many officials in small communities do not know just what their powers are, and consequently have been prone to accept the word of a brazen peddler as to their legal rights.

For this reason we are calling attention to an amendment to the Municipal Act, Chap. 34, which, after outlining the powers of a county to pass by-laws, states: "A by-law of a county passed under this paragraph, shall not have force in a town which has passed a by-law for a similar purpose." In other words, the acts of a town take precedence over those of the county in which the town is situated, and no peddler can lawfully present a county license in any town

where there is a license by-law in operation.

In recognition of the dangerous element that the transient trader and peddler is introducing into the retail trade, the Retail Merchants' Association of the Province of Ontario is issuing a petition urging the Provincial Government to make some changes in the law governing this matter. This petition reads as follows:—

"We, the undersigned retail merchants, doing business in the municipality of _____ desire to call your attention to the fact that the present Act which

gives municipalities the power to regulate and license peddlers and transient traders, is by no means satisfactory.

"In calling your attention to some of the objections to this Act, we recognize that it is too large and important a subject to deal with in this brief memorial, and we would therefore request you to appoint a small committee from the members of the Legislature, before whom we would be pleased to submit the evidence which has been gathered by the executive officers of the Retail Merchants' Association of Canada, Ontario Provincial Board, on this important subject, and the proposed amendments to the Act which we think are necessary, both in the interests of the residents of the various municipalities of Ontario, as well as dealing fairly with those resident retail merchants who have their capital invested, and who are assisting to build up every city, town or village in the province."

Wholesaler Urges Net Contents on Cans

Experience Teaches Labeling of Cans a Benefit—Wholesaler Considers Clause a Protection to Trade—Claims Can Labels Often Misleading

IN a recent issue we noted the fact that there was a strong probability that at the coming session the matter of having the net contents of canned goods placed upon all labels will be taken up. At that time we noted some objections taken by some of the larger canning interests stating that the proposed reform was one in name only and served no useful purpose. It was urged by these canning interests that no one paid any attention to these marks in the United States, where they had to be used, and that, generally, the innovation would entail a considerable increase in labor without any compensating protection for the public.

It appears, however, that there are two sides to this question. We have recently received a letter from Geo. C. Benjamin, manager of the MacCoshan Brokerage Co., Edmonton, urging the other side of the question.

Urges Advantage of Net Contents Rule

Mr. Benjamin states that he noted in an article appearing in CANADIAN GROCER, that some canners took exception to the benefit to be derived from labeling the net contents of cans. He points out that as a salesman having had large experience selling canned goods in the United States, he noted that the retailer would invariably pick up your samples or labels and compare the price against the net contents of the can. The retailers in the United States, Mr. Ben-

jamin claims, look upon the "Pure Food and Drug Act," that contains this labeling clause, the greatest protection that the retail trade has.

In Canada, he states, it seems to be sufficient to make a distinction only between light and heavy syrup, no mention being made of the quality of the actual goods in the can.

He adds:—

Beans Steamed, Not Baked

"The writer is given to understand that this year some definite effort will be made to establish standards for canned goods. And this also refers to canned meats, as they are badly in need, especially pork and beans, of being standardized.

"Take, for instance, the label, "baked pork and beans." I do not think, with the possible exception of one or two firms manufacturing in Canada, that there is such a thing as baked pork and beans. The product being entirely produced by the steam process in the cans, and as such should be labeled, "steamed pork and beans." This can very easily be verified by looking at the contents of the average can."

C. W. Griffiths, of G. W. Griffiths & Co., Ltd., manufacturers' agents, 140 Princess street, Winnipeg, is planning a trip to Eastern Canada.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Maritime Provinces

The stand formerly occupied by H. J. Leaman at 286 St. George street, Moncton, N.B., has been taken over by Bayley & Co., who will conduct a first-class grocery business.

Quebec

A. E. Cox of the Cowan Co., spent the current week in Quebec on business.

Harper Gray of Gunn Langlois & Co., returned this week to Montreal after a business trip in Ontario.

The Canadian Fisheries Association have a meeting in prospect for the end of the present month in Montreal.

H. J. Newby of John Duncan & Co., is in Newfoundland this week, and E. N. Marceau is visiting Quebec City.

Cecil T. Gordon, Agent in Montreal for the Dominion Cannery has left for a six week's business trip to Europe.

Adolphe Goldstein, for many years a manufacturer of tobacco and cigarettes, died at his home in Montreal on Jan. 9.

J. A. Paulhas of the D. Hatton Wholesale Fish Co. is expected back in Montreal about the end of this week or beginning of next week.

Armand Chaput of the firm of Chaput Freres et Fils, Montreal, spent last week and part of the present week in New York on business.

John O'Donnell of Kearney Bros., Montreal, and one of the best known men in his line, being a director of the Dominion Commercial Travellers' Association has resumed his rounds in Quebec province following the holidays.

That some of the farmers of Quebec are likely to put less rather than more ground under potatoes this spring on account of the cost of seed potatoes was learned by T. Johnson Fruit and Vegetable Dealer, Bon Secours Market, Montreal.

Zephirin Hebert, President of Hudon Hebert etc. Cie has returned to Montreal, after taking a prominent part in the Bonne Entente celebrations in Ontario during the return-visit of the Quebec province delegation, Mr. Hebert was greatly impressed by the welcome afforded the delegation by the people of Ontario.

G. C. Duncan, manager of the Montreal offices of the Cowan Cocoa and Chocolate Co., has returned from Toronto where he attended the annual con-

ference of the firm's executives and representatives throughout Canada. Mr. Duncan reports a very interesting and successful conference held on Jan. 8, 9 and 10 with representatives present from Coast to Coast, Montreal's other representatives from the firm's staff here were P. R. Minto, sales manager, M. F. Keegan and A. E. Cox the firm's representatives in Quebec provincial territory.

Montreal Produce Merchants' Association met in annual general session in the Board of Trade Rooms on January 12th, A. H. Dalrymple, President, occupied the chair, and the annual report was read covering the doings of the Association with especial emphasis on transportation activities, Treasurer John Wilson's report was approved. A resolution was passed thanking A. A. Ayer for his able address as the Association's representative before the Eastern Ontario Dairymen's Convention at Napanee, Ont. Election of office bearers resulted as follows:

President, A. H. Dalrymple; vice-president, E. H. Hodgson; treasurer, John Wilson.

Executive committee, A. A. Ayer, H. R. Gray, P. W. McLagan, Arthur Vailancourt.

Arbitration committee, W. Champagne, R. E. Graham, Richard Gray, Geo. Hodge, Arthur McKergow.

Transportation committee—A. J. Ayer, Jas. Alexander, R. M. Ballantyne, A. H. Dalrymple, Thos. G. Hodge, P. W. McLagan.

The President Mr. Dalrymple will represent the Association on the Council of the Board of Trade as he did last year.

Ontario

Sadie Goldenberg, London, grocer, is discontinuing.

S. Solid, grocer, Hamilton, has sold to Staimenoff & Co.

Clayton F. Ash, grocer, Toronto, has sold to W. Dixon.

Thornton & Son, Bradford, have sold to R. C. Williams.

Robert Standish, Toronto, has discontinued the grocery business.

Angus Johnston, Ottawa, grocer, has been succeeded by L. A. Johnston.

J. A. Gillet, Aylmer, has sold his grocery business to Mann & McLennan.

Mrs. A. B. Lovett, Hamilton, has sold her grocery business to Jos. Murray.

Abram Honsberger, of Vineland, has purchased the stock-in-trade of the late Thomas Wood, and will continue the business at the same stand.

W. A. Birdsall has opened a fancy grocery and meat business in the premises formerly occupied by A. P. McAlpine, 241 George street, Sarnia. The store has been greatly improved and many new fixtures added. It presents a very attractive appearance.

The Quaker Oats Company are making vigorous efforts to rebuild their premises, which were destroyed by fire at Peterboro. The removal of debris from the factory ruins is being expedited as much as possible, and the work will be speeded up in the immediate future.

Lehman's grocery store, North Cobalt, was gutted by a fire which broke out there January 7, about four o'clock. The building was practically destroyed, but it is understood the proprietor succeeded in saving most of his stock. Overheated stove pipes are given as the cause of the blaze.

The following officers were elected at the meeting of the Hamilton Retail Grocers' Association: President, John Knox; First Vice-president, James Lawrie; Second Vice-president, D. K. Clarke; Treasurer, James Main; Secretary, M. R. Hill; Executive Committee, J. Young, W. Smye, R. Gardner, J. L. Brown, S. Hamilton; Auditors, G. H. Moyer, J. Venator.

Western Provinces

John Segel, Tribune, Sask., has sold out.

C. F. Cardinal, Winnipeg, grocer, has discontinued.

C. B. Booth, Winnipeg, Man., has sold his grocery business.

Plotkin Bros., Swift Current, Sask., have moved to Morse.

N. G. Holmes, Nanton, Alta., general merchant, has sold out.

J. H. Avery, Winnipeg, grocer, has been succeeded by M. Piatigoiski.

C. B. Booth, Winnipeg, Man., has sold his grocery stock to N. Adilman.

Pakulak & Boyezuk, grocers, Sturgis, Sask., have been succeeded by D. Pakulak.

The Watrous Supply Co., Watrous, Sask., has changed hands, but will continue under the old name.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

BUSINESS in grocery lines has continued good during the week. Prices for the most part have held steady, with advances recorded in a number of lines. Flour is in firm market in the face of a steadiness in wheat and a disposition for the prices of the latter to hold within narrow margin. Demand for mill feeds of all kinds is keeping up well. Demand for flour from the mills is comparatively light at present. Some fairly heavy stocks were laid in by some some time ago, when the market was strong and advancing, and until these are worked off there is not expected to be a heavy demand. Reports from the Argentine about the damage to the grain crop there are confirmed. It is estimated the amount of wheat available from that source will be only in the neighborhood of 1,000,000 tons as compared with 2,500,000 tons in a normal year.

Sugar holds steady in a quiet market. Reports from Cuba continue to be favorable to a large production during the present campaign. Production is now well under way there. For the balance of the present month it is expected the price of sugar will hold firm, but slightly cheaper sugars are looked for during February, when all of the sugar centrals will be grinding on the Island. Butter is easier in tone, but eggs have again become firmer in price in the face of a heavier demand. Live hogs are higher in price with deliveries light. The higher costs of containers are operating to advance prices on many lines. Reports from molasses producing centres in the South indicate there will be a big crop of West Indian. Teas continue in a firm market with advances recorded in the primary market. Coffee is also in firm market with advances recorded in certain instances. One line of package cereals was reduced during the week.

QUEBEC MARKETS

MONTREAL, Jan. 16.—Markets for the present week in Montreal have been in the main uneventful. Wheat prices have kept steady, but towards the middle of the week they were steady at the "low" figure of last week. Consequently, flour prices held at last week's figure, and the outlook was for steadiness rather than otherwise. Provision prices show some firmness, especially in regard to eggs and poultry. Pork products are firm, and the market for hogs is a shade firmer in Montreal this week. Nut prices promise to be high, especially for some luxury lines, which are still in demand, and will be up till Lent. The market for canned goods goes easy as to demand, but there is a hint that as supplies dwindle (and they are short enough) prices may again firm up. Sugar is very quiet for the present, with an easy outlook. Teas are in a strong market, with some anxiety present as to a possible import duty, an idea which is only half seriously taken, as it

has been mooted since the war began. The reason for the slight advance in salt is the greater advances in containers.

Cost of Containers Made Salt Advance

MONTREAL
SALT.—Not only Windsor salt but all Canadian salts supplied to the retailer altered in price according to the range of slight advances noted in last week's report from Montreal, and the condition of market so described exists all over the Dominion, according to authorities in Montreal. The advance in prices is very small, and does not in any way apply to the actual salt, which can be obtained in bulk still at pre-war prices. But jute bags, and barrels for containing salt, and all the various forms of patent containers for table salt, are heavily increased in price, due to war conditions and labor shortages; while the cost of coal is enormously increased, and supplies made more difficult by the car

shortage. These factors are responsible for the small increase in salt prices which has been announced.

Sugar Maintains Its Market Conditions

MONTREAL

SUGAR.—Conditions as regards sugar are still quiet and uneventful. Neither Montreal or New York effected any price change up to the middle of the present week, and the outlook then was for slack conditions. Raw Cubas were down still further, quoting at $4\frac{1}{4}$ for prompt shipment. The previous week's quotations had been $4\frac{3}{8}$. Refined prices held as in the previous week, and demand was quiet and in "hand-to-mouth" condition. The refiners of Montreal did not press retailers to order more than enough for present requirements in view of the market conditions. The reports regarding the crop are at present encouraging for a large crop, but so much may happen to disturb this expectation that no one is willing to bank on any bumper crop at the time of writing.

	100 lbs.
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 99
Acadia Sugar Refinery, extra granulated	7 40
Wallaceburg sugar	7 40
Special icing, barrels	7 70
Yellow, No. 1	7 10
Powdered, barrels	7 60
Paris lumps, barrels	8 10
Crystal diamonds, barrels	8 10
Assorted tea cubes, boxes	8 10

For 50-lb. and 25-lb. bags add 10c per 100 lbs.; for 20-lb. bags add 15c per 100 lbs.; for 10-lb. bags add 20c per 100 lbs.; for 5-lb. cartons add 25c per 100 lbs. and for 2-lb. cartons add 30c per 100 lbs. Granulated and yellow sugar may be had in barrels at 5c over above prices. Fancy sugars make a corresponding increase when put up in small packages.

Canned Goods Are Moving Slowly

MONTREAL

CANNED GOODS.—Canned goods are in quite quiet demand at present, and supplies, which are naturally short, following the crop failure of the fall and the smallness of the salmon run, are holding out well. It is pointed out by the wholesalers that just at present prices of canned goods to the retail trade are very near the actual prices quoted by the manufacturers, nearer perhaps than ever before in business history, and there is some chance that as stocks grow smaller prices may firm up a shade or two. There was a slight shading down of canned goods prices following the great period of anxiety and firmness when the shortage became apparent. Now there may be a recovery. One line of canned fish advanced this

week. These are Canadian sardines, now \$4.75 a case, formerly \$4.50.

Following prices on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.	3 00	
½ flats, cases 8 doz., per doz.	2 60	
Chums, 1-lb. talls	1 20	1 45
Pinks, 1-lb. talls	1 45	1 75
Cohoes, 1-lb. talls	2 45	2 50
Red Springs, 1-lb. talls	2 70	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Canned Vegetables—		
Tomatoes, 2½s	1 90	2 15
Peas, standards	1 35	1 50
Corn, 2s, doz.	1 50	1 60
Corn (on cob gallon, cans), doz.	5 75	
Red raspberries, 2s	2 65	
Red cherries, 2s	2 45	
Strawberries, 2s	2 50	
Pumpkins, 2½s	1 60	1 70
Pumpkins, 3s	1 75	
Apples (gallon)	3 75	4 00

Dried Fruits Not In Very Big Demand

Montreal
DRIED FRUITS.—There is no change this week in the market conditions as regards dried fruits. Prices maintain as previously quoted, and supplies are still sufficient, though in some lack of accustomed variety. Wholesalers report rather a slow demand for dried fruits at present, the inference being that at the present high range of prices the public are using less of this class of goods. Some Greek currants have already been sold, subject to opening prices in the usual course of this market, though Greece may be topsy-turvy by the time these opening prices come due, and anticipations are all towards very high opening prices for new crop Greek currants. Incidentally, however, many buyers who came in early to the field last year made excellent profits, and possibly history may repeat itself.

EVAPORATED FRUITS.

	Per lb.
Apples, choice winter, 35-lb. boxes	0 12
Apples, choice winter, 50-lb. boxes	0 12
Apricots (old crop)	0 16
Slabs	0 12
Choice, 25½, faced, new crop	0 22
Nectarines, choice	0 11½
Peaches, choice	0 10
Pears, choice	0 13½

DRIED FRUITS.

Candied Peels—	
Citron	0 27
Lemon	0 24
Orange	0 25
Currants—	
Filiatras, fine, loose, new	0 18
Filiatras, packages, new	0 21
(In the present condition of market currant prices are considered merely nominal.)	0 22
Dates—	
Dromedary, package stock, old, 1-lb. pkg.	0 12
Fards, choicest	0 12½
Hallowee (loose)	0 12½
Excelsior	0 10
Anchor	0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Cal. bricks, 10 oz.	0 09½
Cal. bricks, 10 oz.	0 10
Cal. layers	0 10
Cal. fancy, table, 10 lbs.	1 50
Figs—	
Spanish (new), mats, per mat.	3 60
Prunes, California New Crop—	
30 to 40, in 25-lb. boxes, faced	0 13
40 to 50, in 25-lb. boxes, faced	0 12
50 to 70, in 25-lb. boxes, faced	0 11
70 to 90, in 25-lb. boxes, faced	0 10½
90 to 100, in 25-lb. boxes, faced	0 10
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, \$2.50; 4-crown cluster	3 75
Muscatale (loose), 2 crown	0 10½
Muscatale, loose, 3-crown, lb.	0 12½
Muscatale, 4-crown, lb.	0 13
Cal. seedless, 18 oz.	0 10½

Fancy seeded, 16 oz. pkgs.	0 11½	0 11½
Choice seeded, 16 oz. pkgs.	0 10½	0 11
Valencias, selected	0 12	0 11½
Valencias, 4-crown layers of fruits	0 12	0 11½

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

Molasses and Corn Syrups Firm

Montreal
MOLASSES AND SYRUPS.—The market for molasses is in much the same condition as described last week, with supplies gradually decreasing and demand well maintained, especially owing to cold weather conditions. Some wholesalers are fairly well stocked with molasses still, and the attitude of firmness as to the growers desire that the buyers should assume war risks and risks of freight advances is maintained. Molasses prices remain as quoted last week. Corn syrups are in a steadily firm market, and demand for these products is very good. The matter of car shortage has affected this industry with other industries, but an improvement is noted at time of writing. Maple syrup is still in firmest of markets, the ten-pound tins quoting from \$1.07½ to \$1.10.

	Prices for
	Fancy. Choice.
	Island of Montreal.
Barbadoes Molasses—	
Punchoons	0 65
Barrels	0 68
Half barrels	0 70
For outside territories prices range about 3c lower.	
Carload lots of 20 punchoons or its equivalent in barrel or half barrels to one buyer, may be sold at "open prices." No discounts will be given.	
Corn Syrups—	
Perfect seal jars, 3 lbs., 1 doz. in case, case	3 25
2 lb. tins, 2 doz. in case, case	3 25
5 lb. tins, 1 doz. in case, case	3 65
10 lb. tins, ½ doz. in case, case	3 55
20 lb. tins, ¼ doz. in case, case	3 50
Barrels, about 700 lbs.	0 04½
Half barrels, about 350 lbs.	0 05
Quarter barrels, about 175 lbs.	1 70
2 gallon wooden pails, 25 lbs. each, per pail	2 40
3 gallon wooden pails, 38½ lbs. each, per pail	3 70
5 gallon wooden pails, 65 lbs. each, per pail	3 70
Lily White—	
2 lb. tins, 2 doz. in case, per case	4 15
5 lb. tins, 1 doz. in case, per case	4 05
10 lb. tins, ½ doz. in case, per case	4 05
20 lb. tins, ¼ doz. in case, per case	4 00

Shelled Pecans to Be Very High Priced

Montreal
NUTS.—Quite an appreciable demand for nuts still keeps up, though the holiday season is well on the wane. Not until Lent arrives will the market notice any reduction of this demand for these festive foodstuffs is the opinion of leading wholesalers. Meantime stocks of nuts are rather low, and prices are very firm. Particularly is this so in regard to the luxury nuts known as shelled pecans. These are not being offered in new crop until April, and then at the highest prices ever known in the trade. Offered by the growers at 66c, with a guarantee that prices will not drop, these will be selling to the retailer at something over 80c per lb. when they come on the market. At present there are none offering except from such stocks as remain in wholesalers' hands. These nuts last year were sold by the growers at 36c, and with no price maintenance guarantee. A

large shipment of shelled walnuts new crop Bordeaux halves reached the market this week, and commanded prices to the wholesaler nearly as high as the present quoted prices to the retailer. These nuts are in fine quality, and may be expected to sell rapidly. The chances of arrival of another shipment soon are not particularly rosy with freight conditions as they are at present.

Almonds (Tara), per lb.	0 21	0 22
Almonds (shelled)	0 39	0 40
Brazil nuts (1916 crop), per lb.	0 22	0 23
Filberts (Sicily), per lb.	0 18½	0 19
Hickory nuts (large and small), per lb.	0 09	0 10
Peanuts (coon), per lb.	0 09	0 10
Peanuts (Jumbo), per lb.	0 13	0 13
Pecans (new Jumbo), per lb.	0 21	0 21
Pecans, New Orleans, No. 2	0 21	0 24
Pecans, "paper shell," extra large Jumbo	0 40	0 40
Walnuts (Grenoble)	0 18½	0 19
Walnuts (shelled)	0 45	0 45

Beans Remain in Very Firm Market

Montreal
BEANS.—There is little of note to report regarding beans at present, except their continued firmness and the difficulty experienced in securing any large quantities of them. The outlook, however, is for rather better supplies of Canadian-grown beans before very long, as the farmers are accustomed to release some of their holdings towards the spring. Imported beans are coming along in fair supply, but qualities are not as abundantly excellent as in former experience. Indian importations are, however, considered good quality. Prices for beans remain as quoted last week.

Beans—	
Canadian 3-lb. pickers, per bushel	6 75
Canadian hand-picked	7 00
Canadian, 5-lb. pickers	6 50
Yellow Eyes	6 90
Lima, per lb.	0 10
Peas, white soup, per bushel	3 60
Peas, split, new crop, per bag 98 lbs.	6 75
Barley (pot), per bag 98 lbs.	5 75
Barley, pearl, per bag 98 lbs.	6 50

Rice and Tapioca In Steady Market

Montreal
RICE AND TAPIOCA.—There is a good demand steadily continuing for the lower-priced grades of rice, consumption of which in this district seems to be quite considerable. For the higher-priced grades demand is normal for the time of year. Rice prices continue to rank amongst the more reasonable seeming prices from the consumer's point of view, in the royal array of high-priced commodities, and retailers can increase their rice sales by pointing this out. As for tapioca, the market is still very firm indeed, and supplies scanty, with future arrivals most uncertain. A considerable demand exists for tapioca in the district, though consumption can hardly be called heavy. Prices remain as last week's quotations.

Rangoon rice, per 100 lbs.	4 30
"Texas" Carolina, per 100 lbs.	7 00
Real Carolina, per 100 lbs.	7 50
Patna (fancy)	7 50
Patna (good)	4 50
Siam, No. 2	4 80
Siam (fancy)	6 75
Tapioca, per lb.	0 10

Chocolates Might Be War-Restricted

Montreal

COCOA.—While the market for cocoa remains quite uneventful there arose during the past week an idea that possibly the Federal Government might consider imposing restrictions on the manufacture of chocolates such as have been imposed in Great Britain. This so far is merely rumor, and may not be in any way realized, yet the possibility is present in the minds of all interested in the merchandizing of cocoa and chocolate products. Prices of cocoas are unchanged from quotations of last week. Reports are that demand keeps good.

Cocoa—	
1 lb. tins, per doz.	4 60
½ lb. tins, per doz.	2 40
¼ lb. tins, per doz.	1 25
"10-cent" tins, per doz.	0 90

Hints Heard as to a Duty on Tea

Montreal

TEA.—With a very marked firmness prevailing and apparently likely to continue in all grades and kinds of tea on the market, there has been this week added to the minds of merchants a new question: Is there, or is there not to be a duty imposed on tea this year? The question is no new one; it has come up each year since the war started. It has been the cry of "Wolf! Wolf!" but the "wolf" did not arrive. Merchants have grown weary of it, amused at it, but here again it recurs as fresh as ever, seemingly, and with this time the hint in its expression that the wolf warning actually did come true when the shepherd least expected the marauder. No one in the case of tea, however, regards the thought of a duty imposed as any sort of piracy—indeed, merchants feel that the consumer in Canada would probably pay the extra price and go on smiling in the firm belief that by so doing he or she was winning the war more quickly for the Allies.

The fact that large merchants of package teas have recently raised the prices of their goods, and are known to have been buying heavily in spot teas, though they have considerable arrivals to expect later on, has given rise in some measure to the duty rumor. Authoritative opinion on the markets, however, suggests that these large buyers did not by any means buy up all available spot teas, and further views are that with Prohibition opinion evidently strong throughout the Dominion, there is a probability that the Government would not impose any additional price factor upon a temperance beverage.

Pekoe Souchongs, per lb.	0 25	0 26
Pekoes, per lb.	0 25	0 30
Orange Pekoes	0 30	0 36

Coffee Keeps on its Uneventful Course

Montreal—

COFFEE.—Since the advance, early in the New Year, coffee has once more relapsed into quiescence. News from the great primary markets has been fluctuating from hopeful hints of what might happen should peace be soon declared to pessimistic statements of the present condition of affairs. Meanwhile the problem of packing materials for coffee lines on the market continues to harass merchants. Metal containers are hugely more expensive. One Montreal coffee merchant who formerly paid \$95 per thousand for lithographed canisters now pays \$200 a thousand for the same canisters. Fibre tube packings or boxes are no relieving element. These also cast more nowadays than ever before. Only the coffee itself is still moderately priced but there are always hints that possibly some fine day there may come a change.

Coffee, Roasted—		
Bogotas, lb.	0 28	0 32
Jamaica, lb.	0 23	0 25
Java, lb.	0 33	0 40
Maracaibo, lb.	0 23	0 24
Mexican, lb.	0 28	0 29
Mocha, lb.	0 34	0 37
Rio, lb.	0 19½	0 21
Santos, Bourbon, lb.	0 24	0 25
Santos, lb.	0 23	0 24

Spices Priced Low But Must Increase

Montreal

SPICES.—Again the warning note of decreasing spot stocks, and steady demand existing to diminish these, is sounded in trade circles. Spices must beyond doubt go to firmer prices than have been ruling for the past few months. The supply of the various lines required to replenish the market is very uncertain. Still more difficult grow conditions as to freight space. There is sure to be a scarcity of some lines of spices early in the present year, and if prices quoted in Montreal are still reasonable in the face of really unprecedented conditions in the whole spice business the fact is due to the reluctance of grinders and wholesalers to make advances in a hurry though conditions already seem to warrant them. That prices of spices in Montreal are rather low is the view of one leading merchant in Montreal, and the New York houses sound warnings as to scarcity in the future.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen	¼-lb. tins lbs.
Allspice	—0 16	—0 19	—0 23
Cassia	—0 25	—0 27	—0 37
Cayenne pepper	—0 28	—0 28	—0 36
Cloves	0 30—0 32	—0 30	—0 39
Cream tartar—45 to 50c.			
Ginger (pure)	—0 20	—0 20	—0 20
Ginger, Cochin	—0 25	—0 25	—0 31
Ginger, Jamaica	—0 25	—1 15	—0 28
Mace	—0 80	—0 80	—1 00
Nutmegs	0 40—0 60	—0 45	—0 80
Peppers, black	—0 30	0 87—0 95	—0 40
Peppers, white	—0 37	1 17—1 22	—0 39
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 25—0 22	—0 22	—0 22
Turmeric	0 21—0 23	—0 21	—0 21

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

Cardamom seed, per lb., bulk	2 00	2 50
Carraway, Dutch (nominal)	.....	0 50
Cinnamon, China, lb.	0 18	0 25
Mustard seed, bulk	.....	0 25
Celery seed, bulk	0 36	0 44
Shredded coconut, in pails	0 21	0 23
Cinnamon, per lb., 35c.	.....	.....
Pimento, whole	.....	12 15

Northern Spy Apples Very Much in Demand

Montreal

FRUIT AND VEGETABLES.—There is disappointment in the fruit market over the deficiencies of the various apples offering (all except Spies). A few Wealthies, Fameuse, and McIntosh Red are offering at prices as under, but the market is most eager for Spies, which are the only apples this year that show quality in outstanding degree. The price of Spies accordingly keeps very firm, and this week shows a distinct advance to \$8.50 and \$9 per barrel. Oranges keep in the same state of market as last week, rather firmer, but in plentiful supply and demand. Hothouse tomatoes are easier priced this week, the holiday season demand having passed. They are now quoted at 0.25 instead of 0.33 cents a pound. Potatoes, and all the root vegetables are firm priced, and there is small likelihood of their being cheaper until new supplies are grown in the ordinary course of the year.

Oranges, Navels, per box	1 60	3 00
Oranges (Floridas)	.....	3 00
Lemons	2 50	3 50
	No. 1	No. 2
Wealthy Apples	4 50	3 50
McIntosh Red, per bbl.	7 00	.....
Fameuse, per bbl.	7 00	.....
Spies	8 50	9 00
Baldwins	5 00	4 50
Kings	5 00	4 50

Brussels Sprouts (quarts)	0 15	0 25
Cauliflower, per doz. bunches	.....	2 50
Celery (California) crate	.....	8 50
Onions, red, per bag (75 lbs.)	.....	2 75
Onions, Spanish, per crate	6 25	6 50
Potatoes, per bag (80 lbs.)	1 90	2 00
Carrots, per bag	.....	1 00
Beets, per bag	.....	1 25
Parsnips	.....	1 25
Lettuce, Head, doz	.....	1 25
Lettuce, Curly, per doz.	.....	1 00
Lettuce, Romaine, doz.	.....	1 00
Lettuce (Boston), per box of 2 doz.	.....	2 10
Tomatoes, hothouse, lb.	.....	0 25
Horse Radish, per lb.	.....	0 25
Cabbage, (barrel)	.....	4 00
Cranberries (Cape Cod), barrel	10 00	11 00
Beans, U.S. wax, basket	.....	4 00
Beans, U.S. green, basket	.....	3 50
Leeks, per doz. bunches	1 50	2 00
Parsley, doz.	.....	0 40
Mint, doz.	.....	0 50
Watercress, doz.	.....	0 50

Enquiry Made for Lenten Fish Already

Montreal

FISH.—Conditions in the market for fish of all kinds, frozen, fresh, and cured, are much the same this week as they were last week. Halibut continues scarce and high priced; frozen salmon is also exceedingly firm priced. The only fish that shows a tendency towards easier price is frozen pike, which can be obtained now for 8 cents to 9 cents a lb. instead of the former 10 to 11 cents. Smelts are a little firmer in price, the No. 1 being quoted at 15 cents, and No. 1 "large" at 20 cents per lb. Oysters

are same prices as last week, also lobsters, and demand is quieter for the "luxury" lines. There is, however, a growingly important enquiry for the necessary supplies of fish for Lent, which begins this year about Feb. 21.

SMOKED FISH		
Haddies	0 11	0 12
Haddies, fillet	0 15	
Digby herring, per bundle of 5 boxes	1 00	
Smoked boneless herring, 10-lb. box	1 40	
SALTED AND PICKLED FISH		
Herring (Labrador), per lb.	8 50	
Salmon (Labrador), per bbl.	20 00	
Salmon (B. C. Red)	16 00	
Sea Trout, red and pale per bbl.	16 00	
Green Cod, No. 1, per bbl.	14 00	
Mackerel, No. 1, per bbl.	21 00	
Codfish (Skinless), (100-lb. box)	9 00	
Codfish (Boneless), Blocks "Ivory" Brand per lb.	0 10	
Codfish, Shredded, 12 lb. box	1 80	
SHRIMPS, LOBSTERS		
Lobsters, medium and large, lb.	0 40	
Prawns, Imperial gal.	2 50	
Shrimps, Imperial gal.	2 50	
Scallops	3 00	

ONTARIO MARKETS

TORONTO, Jan. 18.—There has been practically no let-up whatever in business following the surfeit caused by holiday conditions. This has been a surprising feature to most wholesalers. There have been a number of price changes during the week but the market for some of the commodities is quiet, such for instance as nuts. Beans have also been in rather a quiet tone with an underlying firmness.

Promise of Good Sugar Crop in Cuba Continues

Toronto
SUGAR.—Production of the new crop sugar in Cuba is now well under way and conditions are favorable to a good yield. Fears that the sugar content might not be as high as at first anticipated have apparently been groundless. While the canes have been watery by reason of the heavy rains during the summer and fall still the cane is returning a good yield in weight. A few sections, however, report the sugar content rather low, but this is not considered sufficient to have any appreciable effect on the estimated output. Expectations that the crop will be some 400,000 tons greater than last year seem to be still justified. The market during the week has been rather quiet both in Canada and the United States. There is a very good consumptive inquiry in the United States which about balances the imports of new Cuban raws. Refiners' stocks across the line are low, only one refiner there being in a position to make deliveries. Raw sugars in the New York market held steady at 5.39c. duty paid. In the Canadian market demand for sugar is somewhat light although there is a noticeably better interest in some quarters. Business continues pretty much on a hand to mouth basis. It is anticipated for the balance of the pres-

FRESH FROZEN SEA FISH.		
Halibut	18	—20
Haddock, fancy, express, lb.		8
Mackerel (med.), each		20
Mackerel (large), each		25
Cod, steak, fancy, express, lb.		10
Salmon, Western	16	—18
Salmon, Gaspé	18	—20
FRESH FROZEN LAKE FISH.		
Pike, lb.	0 08	0 09
Perch	0 10	0 11
Whitefish, lb.	0 12	0 13
Lake trout	0 14	0 15
Eels, lb.	0 10	0 10
Dore	0 12	0 13
Smelts, No. 1	0 15	0 15
Smelts, No. 1 large	0 20	0 20
OYSTERS—		
Selected, gal.	2 00	
Ordinary, gal.	1 50	
Malpeque oysters (choice) per bbl.	13 00	
Malpeque Shell Oysters (ordinary), bbl.	10 00	
Cape Cod shell oysters, per bbl.	12 00	
Clams (med.) per bbl.	8 00	
FRESH FISH.		
Haddock	0 08	0 09
Steak Cod	0 09	0 10
Market Cod	0 07	0 08
Carp	0 10	0 11

ent month sugar will hold firm with the probability that there may be slightly cheaper sugar during February.

100 lbs.		
Atlantic, St. Lawrence and Canada Sugar Companies, extra granulated sugars	7 68	
Acadia Sugar Refinery, extra granulated	7 48	
Dominion Sugar Refinery, extra granulated	7 48	
Yellow, No. 1	7 18	
Special icing, barrels	7 78	
Powdered, barrels	7 68	
Paris lumps, barrels	8 18	
Assorted tea cubes, boxes	8 18	
In 50-lb. bags there is an advance of 10c per 100 lbs. for extra granulated; in 20-lb. bags, 15c per 100 lbs.; 20c per 100 lbs. in 10-lb. gunnies, and 25c per 100 lbs. in 5-lb. cartons, and 30c per 100 lbs. in 2-lb. cartons. Barrels of granulated and yellow may be had at 5c over above prices, which are for bags. Fancy sugars make a corresponding increase when put up in small packages. Second grade granulated is sold by Atlantic and St. Lawrence at 10c under extra granulated.		

High Price of Tins Sending Prices Higher

Toronto
Soap Chips, Vinegar.—The higher cost of all containers is operating to put a firmness into many lines of commodities. Spices and coffees put up in tin cans have been increased materially because of the high prices for these materials. Some of the spice concerns have made an actual increase in their spice lines of 2c per pound. Part of this is accounted for in the increased cost of the container. Other concerns are reducing the amount of the goods given for the money in order to meet the increased cost in this way. Coffee tins for instance have advanced 50c per thousand. One of the lines of baking powder that formerly sold for \$1.25 is now selling at \$1.50. Goods packed in bottles such as pickles and jams have also been increased in price partly on account of the higher price for these bottles. Bulk tins of spices have been advanced 4c per pound recently in order in part to meet this advancing cost of the containers. During the week some of the wholesalers advanced the price of bulk soap chips 1c per pound. Malt vinegar in bulk has also been advanced from 40c to 45c per gallon. The new

freight rate recently announced from California points has been postponed until March 1. At present the rate is 90c per hundred which equals \$1 carrying charges when laid down here. According to the new rate the charges will be \$1.10 per hundred which will represent a gross charge of \$1.25 per hundred by the time the goods are laid down here.

West Indian Molasses Reported in Heavy Crop

Toronto
MOLASSES AND SYRUPS.—Reports from Demarara during the week state that a big crop of molasses is expected in that section. The weather there has been damp which has made the canes juicy and favorable to a good molasses production. This should make the price of this commodity fairly easy. The scarcity of tonnage to bring the molasses to this market may operate in the opposite direction, however, and have a tendency to hold prices firm. Locally during the week the price of molasses has been firmly maintained. The demand for both bulk and case goods has been much better. There is a shortage in fact in the tinned goods. Shipments of this commodity coming from New Orleans have been held up owing to the freight situation in the United States. This has caused a scarcity. Corn syrups continue in good demand with prices firmly maintained owing to the difficulty of getting supplies of corn. Canadian manufacturers report they have recently been able to get some supplies of corn from the United States.

Corn Syrups—		
Barrels, per lb.		0 04 1/4
Cases, 2-lb. tins, 2 doz. in case		3 25
Cases, 5-lb. tins, 1 doz. in case		3 65
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.		
Cane Syrups—		
Barrels, lb., 5/4c; 1/4 bbls.		0 08 1/4
Cases, 2 lb. tins, 2 doz. in case		4 80
Molasses—		
Fancy Barbadoes, gal.		0 75
West India, gal.	0 42	0 44
New Orleans, gal.	0 42	0 44

Sockeye Salmon Quoted Up by Some Wholesalers

Toronto
CANNED GOODS.—Canned goods for the most part held steady during the week. In certain instances sockeye salmon in the 1-lb. talls was quoted 25c higher during the week. There is a firmness in canned pumpkin in certain quarters also, the range being up to \$2.10 per case for 2 1/2c. Tomatoes held steady during the week, there being no disposition as yet to let go at lower prices. Comparatively light stocks is apparently the bar between present quotations and lower quotations. Peas and corn are finding a steady demand. Hawaiian pineapple in 2's are quoted from \$2.25

to \$2.50 per dozen according to the grade. 1-lb. cans are quoted at \$1.45.

Following prices, on canned goods are general quotations from wholesaler to retailer and not F.O.B. factory prices.

Salmon Sockeye—		
1 lb. talls, cases 4 doz., per doz.....	3 00	3 25
½ flats, cases 8 doz., per doz.....		2 00
Alaska reds, 1-lb. talls.....	2 75	2 90
Alaska pinks, 1-lb. talls.....	2 40	
Chums, 1-lb. talls.....	1 20	1 45
Pinks, 1-lb. talls.....	1 75	1 80
Pinks, ½-lb. tins.....		1 00
Cohoos, 1-lb. talls.....		2 50
Red Springs, 1-lb. talls.....		2 00
Canned Vegetables—		
Tomatoes, 2½s.....	2 25	2 40
Peas, standards.....		1 35
Corn, 2's, doz.....	1 50	1 60
Red raspberries, 2s.....		2 65
Red cherries, 2s.....		2 45
Strawberries, 2s.....		2 50
Pumpkins, 2½s.....	1 75	2 10

Spanish Raisins Are Due to Reach Market

Toronto
DRIED FRUITS.—A shipment of a few thousand boxes of Spanish Valencia raisins are due to arrive in this market in the near future as the S.S. Navaho which arrived in New York on January 10, carried some in her cargo. As the crop has been exhausted in Spain these will in all probability be the last arrival of this fruit during the present season. They are stated to be of good quality, better in fact than those drawn from the New York market before the holiday. They will be higher in price as the insurance rate has occasioned an additional ½c per pound. Currants from Greece that arrived early this month have been passing into trade channels freely. Spanish table figs have not arrived but are expected in the near future. Prunes in the Coast markets are closely cleaned up and are now being held in a few strong hands. It is estimated the balance of the crop held, is in the neighborhood of 25,000,000 pounds. The heaviest consumption is yet to come and stocks are comparatively light for the probable demand. Higher prices are anticipated in prunes. Quotations sent to the trade by local importers during the week were ¼c higher than previous quotations. There are several cars to be distributed in the hands of importers.

Apples, evaporated, per lb.....	0 11½	0 12
Apricots, choice, 25's, faced.....	0 19½	0 23
Candied Peels—		
Lemon.....	0 23	0 24
Orange.....	0 23	0 25
Citron.....	0 23	0 23
Currants—		
Filiatras, per lb.....	0 20	0 22
Patras, per lb.....	0 21	0 23
Vostizas, choice.....		0 24
Cleaned, ½ cent more.		
Australians, lb.....		0 22
Dates—		
Excelsior, packages, 3 doz. in case...	3 10	3 30
Dromedary dates, 3 doz. in case.....	3 85	4 00
Hallowee, per lb.....	0 11	0 12
Figs—		
Taps, lb.....	0 06½	0 07
Malagas, lb.....		0 10
Prunes—		
30-40s, per lb., 25's, faced.....	0 13	0 14½
40-50s, per lb., 25's, faced.....	0 12½	0 13½
60-70s, per lb., 25's, faced.....	0 12	0 12½
80-90s, per lb., 25's, faced.....	0 11½	0 12
Peaches—		
Choice, 50-lb. boxes.....	0 11	0 12
Std., 50-lb. boxes.....	0 10½	0 11½
Fancy, 25 lbs., faced.....	0 13	0 14
Raisins—		
Valencia, Cal.....		0 10½
Valencias, Spanish.....	0 10½	0 10½
Seedled, fancy, 1-lb. packets.....	0 12	0 13
Seedless, 12-oz. packets.....	0 12	0 13½
Seedless, 16-oz. packets.....	0 13	0 15

Continued Firmness in Spices on Advance

Toronto
SPICES.—There is a continued firmness in the spice market following the advances announced in many lines last week. The market is not an active one at the present time. Demand is being curtailed temporarily on account of the higher prices but this is looked upon as a temporary condition.

Allspice.....	Per lb.	0 18
Cassia.....		0 35
Cinnamon.....		0 50
Cayenne.....		0 35
Cloves.....	0 35	0 50
Ginger.....	0 30	0 35
Mace.....	0 90	1 25
Pastry.....		0 30
Pickling spice.....		0 25
Peppers, white.....	0 38	0 42
Peppers, black.....	0 31	0 35
Nutmegs, select, whole, 100's.....		0 40
Do., 80's.....		0 45
Do., 64's.....		0 60
Mustard seed, whole.....	0 25	0 30
Celery seed, whole.....	0 40	0 45
Coriander, whole.....		0 25
Caraway seed, whole.....	0 55	0 75
Cream of Tartar—		
French, pure.....	0 48	0 50
American high test.....	0 53	0 55

Teas Climbing Higher Still in Primary Market

Toronto
TEAS.—Advices by cable from London at the first of the present week stated that Indian common teas were sold ½c higher than at the auctions of the previous week. The position of tea continues to be one of great strength. No further word has been received as to the closing of the tea auctions in Colombo and Calcutta. Information received by some of the tea importers stated they had been closed pending the solution of the exchange difficulty. Just what the nature of this exchange difficulty is is not clear. It is pointed out that it may be due to a temporary disadvantage on the rate of exchange between rupees and pounds sterling which makes the sellers in those primary markets prefer to withdraw from the market altogether for the time being. Prices have held steady locally during the week. Demand for tea has been good with difficulty being experienced to get supplies.

Pekoe Souchongs.....	Per lb.	0 25	0 27
Pekoes.....		0 28	0 30
Orange Pekoes.....		0 30	0 34
Broken Pekoes.....		0 32	0 35
Broken Orange Pekoes.....		0 34	0 38

These prices do not indicate the wide range in the values. They are for good medium grades, and meant to give some indication of price movements.

Coffees in Bulk Have Been Moved Up

Toronto
COFFEE.—Some lines of coffee have been advanced from 1c to 2c per pound during the week by some of the coffee importers. Bogotas have been advanced 1c per pound and Arabian Mocha has gone up 2c to 4c per pound. There is a firmness in the market and especially in

chicory, owing to the decreased source of supply. Nearly all the chicory used now in Canada is grown in Quebec. Demand for coffee has been good. There are rumors afloat that the Canadian Government is likely to put an extra war tax of 2c per pound on coffee. As to whether these rumors have any foundation is not yet apparent.

Bogotas, lb.....	0 28	0 30
Maracaibo, lb.....	0 25	0 28
Mexican, lb.....	0 27	0 31
Jamaica, lb.....	0 26	0 27
Mocha, Arabian, lb.....	0 35	0 40
Rio, lb.....	0 20	0 21
Santos, Bourbon, lb.....	0 25	0 28
Chicory, lb.....	0 14	0 17

Shelled Walnuts Are ½c Higher in Week

Toronto
NUTS.—The firmness noted in the shelled walnuts last week has been confirmed by an increase of ½c per pound in the price for importation. Shelled almonds are also up 1c per pound in the primary market. There is little interest in nuts in the shell at this season of the year. The war rate on nuts and on all commodities coming from Spain and France has been increased to 12 per cent., which represents an increase of 2 per cent. or ½c per pound. During the past month the war risk has been increased 1 cent per pound.

In the Shell—		
Almonds, Tarragonas, lb.....	0 20	0 21
Walnuts, Marbots.....	0 16½	0 17½
Walnuts, Bordeaux.....	0 18	0 19
Grenobles, lb.....	0 18½	0 19
Filberts, lb.....	0 18	0 20
Pecans, lb.....	0 17	0 19
Peanuts, lb.....	0 12	0 14
Brazil nuts, lb.....	0 20	0 22
Cocoanuts, per sack 100.....		5 75
Shelled—		
Almonds, lb.....	0 42	0 45
Walnuts, lb.....	0 46	0 50
Brazil nuts, lb.....		0 70
Pecans, lb.....		0 85

Tapioca Market is Higher: Tone Firm

Toronto
RICE AND TAPIOCA.—The firmness in the tapioca market has resulted in the grading up of the lower quotations making the range now from 10c to 10½c. The report from New York states tapioca in that market is higher with the commodity scarce and outlook for freights discouraging. Singapore tapioca imported direct at present quotations in the primary market would cost more to lay it down in Toronto than the highest price now quoted to the retail trade. Rice is in continued good demand. There is a firmness in the market for Southern United States rice products which seems to indicate an advance of about a ½c per pound for goods that have been shipped recently.

Rangoon B, per 100 lbs.....	4 50	4 75
Peking rice, 100 lbs.....	5 00	5 50
Texas Japans, 100 lbs.....	6 00	6 50
Carolina rice, 100 lbs.....	7 00	7 50
Java.....	6 50	7 00
Patna.....	5 00	5 50
Siam, 100 lbs.....	4 75	5 00
Japans, 100 lbs.....	6 00	6 50
Tapioca, per lb.....	6 10	6 10½

Lima Beans Going Out in Good Volume

Toronto

BEANS.—There has been a good demand for lima beans during the week and the market has held firm. Stocks of these have been held up in the United States for some time but deliveries are coming forward better at the present time. Japanese beans are somewhat scarce in the market at present and the market for Ontario beans during the week might be characterized as somewhat quiet. There is an undertone of firmness throughout the bean market. Prices have held steady during the week.

Ontario, 1-lb. to 2-lb. pickers, bush.....	6 50	7 00
Rangoon, per bushel	5 90	6 00
Japanese, per bushel	6 00	
Limas, per pound	0 10	0 11

Fillet of Haddies and Haddock in Firm Market

Toronto

FISH AND OYSTERS.—There is a firmness in the price of haddie fillets during the week being now quoted at 14c per pound as compared with a range of 13c to 14c last week. Cohoe salmon is also firm, being quoted up firm at 14c. Haddock is another variety that shows a firming tendency by the absence of the lower price of 8c. Frozen Lake Superior herring are quoted up 1/2c to 1c per pound. Pike are quoted at 8c per pound, tullibees at 8c and yellow pickerel at 11 1/2c. Trade in oysters has been fair with a scarcity of good stock reported.

SMOKED FISH.

Ciscoes, per lb.	0 14
Haddies, per lb., new cured	0 12
Haddies, fillets, per lb.	0 14
Kippered herring, per box	1 00
Digby herring, bundle of five boxes	1 00
Smoked boneless herring, 10-lb. box	1 50

PICKLED AND DRIED FISH.

Labrador herring, keg	4 00
Labrador herring, barrel	7 75
Salt mackerel, kits	2 25
Quail on toast, lb.	0 09 1/2

FRESH SEA FISH.

Crabs, per dozen	2 80
Halibut, frozen	0 15 1/2
Cohoe salmon (red), frozen	0 14
Qualla salmon (pink), frozen	0 08
Haddock, fancy, express, lb.	0 09
Steak cod, fancy, express, lb.	0 10

FRESH LAKE FISH.

Pike, lb.	0 08
Whitefish, lb., frozen	0 11 1/2
Herrings, frozen, Lake Superior	0 04 1/2
Lake trout, frozen, lb.	0 12
Tullibees, lb.	0 08
Yellow pickerel	0 11 1/2
Smelts, No. 1, lb.	0 12 1/2

Oysters—		
Standards, gal.	1 80	2 30
Selects, gal.	2 50	2 65
Shell, per barrel	8 80	
Shrimps—		
Wine gallon cans	1 40	
No. 2	2 70	
No. 3	5 30	

Condition on Railways Makes Fruit Scarce

Toronto

FRUIT.—Shipments of fruit from United States points are being held up in some instances much to the inconvenience of the local wholesale dealers. Stocks of oranges in some instances are very low and grapefruit in some cases is cleared out. Orders are on the way,

but goods that left New York a week ago last Wednesday were four to five days overdue at the time of writing. Boxes of American and British Columbia apples are slightly firmer in price, being quoted \$2.35 to \$2.50 as compared with \$2.25 to \$2.50 last week. Cranberries in certain instances are quoted down 50c per barrel. California navel oranges have been cleaned out of the cheaper grades and the range is now \$3 to \$3.25. Florida tangerines are quoted from \$2.50 to \$2.75 per case. The small straps of Japanese oranges are quoted from 75c to \$1 per strap, Cuban and Porto Rican grapefruit are quoted slightly higher. Fruit lines are limited and trade is somewhat slow.

Apples—		
Barrel	3 25	6 00
Spys, No. 1	6 00	7 00
Spys, No. 2	5 50	
Boxes, American	2 35	2 50
Boxes, B.C.	2 35	2 50
Bananas, bunch	2 00	2 50
Cranberries, bbl.	10 50	11 00
Boxes, 28-qt.	3 75	4 00
Oranges—		
Floridas, case	3 25	
Cal. Navels	3 00	3 25
Tangerines, Florida, case	2 50	2 75
Tangerines, Japanese, per strap	0 75	1 00
Grapes—		
Spanish Almeria, small bbl., 40 lbs.	7 00	8 00
Grapefruit, Florida, case	3 75	4 25
Grapefruit, Cuban	3 00	3 25
Porto Rican, case	3 00	3 25
Lemons, Cal., case	4 00	4 50
Messinas, case	3 50	3 75
Pineapples, Porto Rican	4 50	5 00
Cuban, case	4 00	4 25
Strawberries, 1-qt.	0 50	0 65

Potatoes Have Taken Move to Higher Levels

Toronto

VEGETABLES.—There is an increase

MANITOBA MARKETS

WINNIPEG, Jan. 17.—It begins to look as though the high cost of living is affecting the consumption of canned tomatoes, peas and corn. These opened exceedingly high this year, for various reasons, and the consumer must have noticed a marked increase in the cost; so much so that she has evidently switched her purchases to something else. This, it is said, means that the stocks bought by the retailers last fall will remain on his shelves longer than in former years, and his orders will come into the wholesale less frequently. Another surprising thing is that the consumption of white beans has dropped off abnormally, and the only reason jobbers can give is that people are buying something else. The price is little, if any, higher than it was last year.

Looks Like General Decline in Sugar

Winnipeg

SUGAR.—On Friday, January 12, the B. C. Sugar Refinery announced a decline of 10c in Alberta and Saskatchewan, which clearly indicated that the market was weak, and that a general decline all over Canada might be expected.

ed scarcity of potatoes being felt as a result of the activities of American buyers in the Canadian market. Several cars of potatoes are reported to have been taken from this city for American points. In consequence the price of potatoes is firmer and advances have been recorded of 15c to 25c per bag. British Columbia potatoes are also quoted 15c higher. Cabbage is also a scarce article. Some Quebec-grown was brought into the market during the week which sold at \$4.50 to \$4.75 per barrel. Parsnips are also scarce and the price is firm. Beets is another of the lines that is scarce. Some larger sizes of Florida head lettuce are arriving which are quoted up to \$3.75 per hamper.

Artichokes, Cal. French, doz.	1 00	1 25
Beans, green string, hamper		6 50
Beets, bag	1 35	1 60
Brussel sprouts, imported, quart	0 15	0 25
Cucumbers, hothouse, doz.	2 25	2 50
Cauliflower, Cal., 18 to 24 in box	3 75	4 00
Carrots, bag	1 25	1 40
Basket, 11-qt.	0 35	0 40
New, hamper		1 50
Celery, California, case		7 50
Eggplant, each	0 25	0 30
Lettuce, per doz. bunches	0 25	0 50
Florida head lettuce, hamper	3 00	3 75
Mushrooms, 4 lbs.	2 00	2 25
Onions—		
Spanish, crate 120 lbs.	5 25	5 50
Spanish, half cases		2 75
Spanish, small crate		2 00
B.C. onions, 100-lb. sack		4 00
Green, per bunch	0 50	0 65
Potatoes—		
N. Brunswick, Delawares, 90-lb. sacks	2 50	2 60
Sweet, New Jersey, hamper	2 15	2 25
Ontario, 90-lb. bags		2 25
B.C., 90-lb.		1 75
Parsnips, bag	0 25	0 30
Watercress, 11-qt.		0 75
Parsley, 11-qt.		0 75
Turnips, yellow	0 75	0 85

Naturally, under these circumstances, there has been very little buying going on here. Refiners admit the raw market was slightly weaker last week, caused by freer offerings from Cuba, where the harvest is getting more fully under way after the delay caused by wet weather in December.

Sugar, Eastern—		Per cwt. in sacks.
Standard granulated		8 20
Extra ground or icing, boxes		9 05
Extra ground or icing, bbls.		8 75
Powdered, boxes		8 85
Powdered, bbls.		8 65
Hard lump (100-lb. case)		9 15
Montreal yellow, bags		7 80
Sugar, Western Ontario—		
Sacks, per 100 lbs.		8 25
Halves, 90 lbs., per cwt.		8 35
Bales, 20 lbs., per cwt.		8 35
Powdered, 50s		8 90
Powdered, 50s		9 15
Icing, barrels		9 90
Icing, 50s		9 10
Cut loaf, barrels		9 10
Cut loaf, 50s		9 30
Cut loaf, 25s		9 55
Sugar, British Columbia—		
Extra granulated sugar		8 20
Bar sugar, bbls.		8 25
Bar sugar, boxes, 25s		8 65
Icing sugar, bbls.		8 35
Icing sugar, boxes, 50s		8 55
H. P. lumps, 60-lb. cases		9 05
H. P. lumps, 25-lb. boxes		9 30
Yellow, in bags		7 75

New Molasses Higher Other Syrups Unchanged

Winnipeg

SYRUPS.—The chief thing to talk about is molasses, which is going to be

higher in price. Brokers are expecting new prices when they are named, to be 40c per case higher. For some reason or other, it is stated that our Government has stipulated that the price of molasses coming into Canada must be higher. Prices on new bulk molasses from Barbadoes for February shipment are 8c to 10c higher than they were last year. Jobbers are asking 70c for Barbadoes per gal., in half-barrels, and 46c for New Orleans per gal., in half-barrels. In corn or cane syrup there has been no change, and the trade are not looking for any.

B. C. Cane Syrups—

2-lb. tins, 2 doz. to case, per case.....	3 80
5-lb. tins, 1 doz. to case, per case.....	4 45
10-lb. tins, 1/2 doz. to case, per case.....	4 15
20-lb. tins, 3 tins to case, per case.....	4 05

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

Molasses—

Barbadoes, 1/4 bbls., per gal.....	Per gal. 0 70
New Orleans, 1/2 bbls., gal.....	0 46

Cheaper Raisins Unlikely Evaporated Apples Go Up

Winnipeg
DRIED FRUITS.—Both brokers and jobbers report very little of interest in the dried fruit market during the past week. It seemed certain that the market on all California lines was firm. Evaporated apples were still holding, although there was no advance. When stocks in jobbers' hands begin to move more freely, there is every indication that the price will go above 11 1/2c, which is what many houses are asking; some are quoting 11c. The raisin market is quiet, and most Winnipeg jobbers have fair stocks on hand. They state that they will be compelled to ask higher prices in March, as their stocks will be pretty well cleaned up by then, and prices in the primary market are higher.

Dried Fruits—

Apples, evap., new, 50-lb. boxes, lb..	0 11	0 11 1/4
Apricots—		
Choice, 25's	0 20	
Choice, 10's	0 20 1/2	
Peas—		
Choice, 25's	0 12 1/2	
Peaches—		
Choice, 25-lb. boxes	0 10	
Choice, 10-lb. boxes	0 10 1/2	
Currants—		
Fresh cleaned, Australian, lb.	0 19	
Amalias, Greek, wet cleaned	0 18 1/2	
Dates—		
Halloweys, new, bulk, lb.	0 12	
Pards, box, new, 12 lbs.	2 00	
Raisins, California—		
16 oz. fancy, seeded	0 11 1/4	
16 oz. choice, seeded	0 11	
12 oz. fancy, seeded	0 09 1/2	
12 oz. choice, seeded	0 08 1/2	
Raisins, Muscatels—		
3 crown, loose, 25's	0 10	
3 crown, loose, 50's	0 10 1/2	
Raisins, Cal. Valencias—		
3 crown, loose, 25's	0 09	
3 crown, loose, 50's	0 08 1/2	
Figs, cooking, lb.	0 09	
Prunes—		
50 to 100, 25s	0 08 1/2	
40 to 50, 25s	0 11 1/4	
Peels—		
Orange, lb.	0 22	
Lemon, lb.	0 21	
Citron, lb.	0 25	

Beans Not Selling; Hard to Find Reason

Winnipeg
DRIED VEGETABLES.—While the primary market keeps high, the demand for white beans in this market is not heavy; in fact, it is very light. This is unusual at this time of the year; and no

good reason can be assigned unless it is that people in this part of the country have more money than usual, and are spending it on other things. There are no contracts, it is true, but there was none last year; it is not the high price, for beans are selling for about the same price as a year ago. This is likely to affect the market as far as Winnipeg is concerned, as the jobbers have fair stocks, and once we get into spring there is very little sale for beans. Ideas of value are rising, and to-day about the lowest figure being asked for Japanese is \$5.30. On account of the low price being quoted by jobbers here, compared with the price in Japan, brokers are selling a good part of their beans farther East. While some houses are asking \$4, pot barley is higher, the range for pot being \$4.60-4.70 and for Pearl \$6.60-6.65.

Beans—

Japanese, white beans, bushel.....	5 30	5 75
Manchurian, bushel	4 25	4 65
California Lima Beans—		
80-lb. sacks	0 09 1/4	0 09 1/2
Barley—		
Pot, per sack, 98 lbs.....	4 60	4 70
Pearl, per sack, 98 lbs.....	6 60	6 65
Peas—		
Split peas, stk., 98 lbs.	6 60	7 00
Whole peas, bushel	4 00	

Coffee Up One Cent.

COFFEE.—Market still firm on account of difficulty getting boats; in fact, some firms are not shipping at all. Chase & Sanborn announced an advance of a cent on their lines.

TEA.—The Red Rose Tea people announced an advance this week on the green label, amounting to a cent per lb. The tea market is very firm.

Tomatoes Moving Slowly Prices Claimed Too High

Winnipeg
CANNED GOODS.—It seems as though the consumer is not buying the new canned goods at the fancy prices. It was expected that when the grocer began to ask 25c for tomatoes that the consumer would buy something else. This is what has happened. The retailer bought heavily last fall, and both in the city and in the country he finds that they are moving slowly. This applies more or less to corn and peas as well. Lobsters have advanced in the East about 5 per cent., and are liable to be scarce in spring. The following prices are being asked: Quarters, \$1.90 per doz.; halves, \$3 per doz. Canadian canned herring and sardines are also getting scarce, and many of the factories are reported closed down, due to shortage of fish, and are not likely to open again until March or April. Canadian herring in tomato sauce is offered—1's case 4 doz., \$4.85.

Frozen Fish Late In Arriving

Winnipeg
FISH AND POULTRY.—Much later than in former years, frozen fish from the Atlantic came in this week, and was

being quoted at the following prices:—Smelts, 14c; haddock, 9c; flounders, 8c; frozen herring, 9 1/2c; brook trout, 30c; smoked fillets, 17c; salt codfish, 10c. The poultry business has been very quiet, and there is very little arriving.

Oysters, Imperial gallon	3 00
Whitefish	0 09
Salmon, frozen	0 15
Halibut, frozen	0 14
Cod, frozen	0 10
Kippers, boxes	2 00
Bloaters, boxes	2 00
Mackerel, 10-lb. kits	3 50
Finnan haddock, lb.	0 13 1/2
Salt herrings, bbl.	5 50
Salt herrings, 20-lb. pails	1 50
Smelts	0 14
Haddock	0 09
Flounders	0 08
Brook trout	0 30
Smoked fillets	0 17

New Orleans Vegetables Expected Soon

Winnipeg
FRUIT AND VEGETABLES.—There is every indication of a firm market on California vegetables, as prices are higher this week, and the reason given is scarcity. Cauliflower is quoted \$4.75-5.00 per case, whereas the price a week ago was \$4.00-4.50 per case. Head lettuce is offered \$4.75 per case for California stuff, and Florida lettuce \$5.50 per hamper of three dozen. Good, fresh sweet potatoes are bringing 9c per lb. this week. Casaba melons are off the market. The newest thing here is Florida tomatoes, for which there is a fair demand at \$1.50 per basket. New Orleans vegetables should be here in a week or so. California cabbage is also expected to open at 6c lb. Brussels sprouts are bringing 25c quart.

FLOUR AND CEREALS

(Continued from page 40.)

able to secure delivery of good purchased in December. This applies more or less to all mills. The wheat market was inclined to be sluggish the first part of last week, but gained considerable strength when the news was received that the Allies were inclined to fight it out. The general opinion here is that wheat will now return to its former high levels, as there appears to be a shortage in all wheat-growing countries. Rolled oats are still firm, and most millers are asking \$3.20, and prices are firm at that. Oatmeal, which has been selling at \$3.75 for 98's, will probably advance soon in sympathy with rolled oats. Bran is still \$28, and shorts and middlings \$30; the demand is still considerably in excess of the supply. Mixed chop is bringing \$42.

Flour—

Best patents	8 70	
Bakers	8 70	
Cleats	8 60	
XXXX	7 60	
Cereals—		
Roller oats, 80 lbs.	3 00	3 20
Roller oats, pkg., family size.....	4 10	
Corrmeal, 98's	3 60	
Oatmeal, 98's	3 75	4 00
Feeds—		
Bran, per ton	28 00	
Shorts, ton	30 00	
Middlings, ton	35 00	
Mixed chop, ton	42 00	

WEEKLY MARKET REPORTS BY WIRE

Statements From Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 17.—Sugar has dropped ten cents. Flour is firm. Smoked meats are slightly higher. Wagstaff's jams fours, have gone up two cents tin. Lima beans are scarce and are offering at ten and eleven cents. Advances on starches and corn syrup are likely. Crosse and Blackwell's pickles, pints are priced at five twenty-five to five forty out of a new shipment. The last price quoted on these was four seventy-five to four ninety-five. Van-camps soups are advanced from five fifty to six dollars case. California dried fruits continue firm.

CALGARY:

Beans, small white Japan, lb.	0 08 1/4	0 10
Flour, No. 1 patents, 98s	4 90	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s	3 40	
Rice, Siam, cwt.	4 75	
Sago and Tapioca, lb.	0 09	
Sugar, pure cane, granulated, cwt.	8 75	
Cheese, No. 1 Ontario, large	0 26 3/4	
Butter, creamery, lb.	0 44	
Lard, pure, 3s, per case	13 20	
Bacon, smoked backs, lb.	0 25	
Bacon, smoked sides, lb.	0 26	
Eggs, new-laid, doz.	0 45	
Eggs, storage, case	9 75	10 50
Tomatoes, 2 1/2s, standard case	4 50	4 75
Corn, 3s, standard case	3 50	3 90
Peas, 2s, standard case	2 95	
Apples, gala, Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 25	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 25	
Salmon, finest sockeye, tall, case	12 00	
Salmon, pink, tall, case	5 00	5 50

Alberta Markets

FROM EDMONTON, BY WIRE.

Edmonton, Alta., Jan. 17.—Edmonton markets are steady these days. Local Wholesalers report two changes since a week ago. Sugar shows a decline of ten cents making price eight sixty-five per hundred. Lard also shows decline thirty cents case basis now twelve ninety for 3's.

EDMONTON:

Beans, small white, Japan, lb.	0 10	0 11
Flour, No. 1 patents, 98s, barrel	9 90	
Molasses, extra fancy, gal.	0 77	
Rolled oats, 80s, basis	3 70	
Rice, Siam, lb.	0 04 1/4	
Sago and Tapioca, lb.	0 09	0 10
Sugar, pure cane, granulated, cwt.	8 65	
Cheese, No. 1, Ontario, large	0 26	
Butter, creamery, lb.	0 47	
Lard, pure, 3s, per case	12 90	
Bacon, smoked backs, lb.	0 25	
Bacon, smoked sides, lb.	0 26 3/4	
Eggs, No. 1	0 42	
Eggs, storage, case	11 50	
Tomatoes, 2s, standard case	4 50	
Corn, 2s, standard case	3 20	
Peas, 2s, standard case	2 90	
Apples, gala, Ontario, case	2 50	
Strawberries, 2s, Ontario, case	5 50	
Raspberries, 2s, Ontario, case	5 50	
Peaches, 2s, Ontario, case	4 15	
Salmon, finest sockeye, tall, case	13 50	
Salmon, pink, tall, case	5 00	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 17.—Business since the beginning of the New Year has started out in most encouraging fashion for grocery trade in this territory. Retailers find that demand for fancy as well as staple lines continues well and wholesalers report that orders received so far, run ahead of same period last year.

The market again has had a quiet week with few changes in general lines, an encouraging feature for steady business but not as inducive to heavy buying as recent rapidly advancing prices. Sago and tapioca have advanced one cent and now quoted at 11 to 12. Lard is easier with decline of 1/4 cent and is now 22 to 22 1/4. Effect is shown on compound lard which dropped half cent to 17 1/2 to 17 3/4.

Fresh arrivals have resulted in drop in fresh imported fruits. Messina lemons off half dollar now \$4. California lemons now \$4.50 to \$5. Drop of \$1 makes Malaga grapes \$6 to \$7. Potatoes are now \$3.50 to \$3.75 with present tendency upwards.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls, Manitoba	10 90	
Ontario	9 95	
Cornmeal, gran., bbls	7 50	
Cornmeal, ordinary, bags	2 50	
Flour, buckwheat, 100-lb. bag	5 75	6 00
Molasses, extra fancy, gal.	0 62	0 63
Rolled oats, bbl.	8 50	
Beans, white, bush.	7 00	
Beans, yellow-eyed	7 00	
Rice, Siam, cwt.	6 00	5 25
Sago and Tapioca, lb.	0 11	0 12
Sugar—		
Standard granulated, cwt.	7 65	7 70
United Empire	7 55	7 60
Bright yellow	7 45	7 50
No. 1 yellow	7 25	7 30
Paris lumps	9 00	9 25
Cheese, N.B., twins	0 25	0 25 3/4
Eggs, new laid	0 50	0 50
Eggs, case	0 40	0 50
Roll bacon	0 25	0 25
Breakfast bacon	0 25	0 30
Butter, dairy, per lb.	0 40	0 45
Lard, pure, lb.	0 22	0 22 1/2
Lard, compound	0 17 1/2	0 17 3/4
American clear pork	39 75	40 00
Beef, corner, lb.	3 00	3 50
Tomatoes, 3s, standard case	4 70	
Corn, 2s, standard case	3 50	
Peas, 2s, standard case	2 60	
Apples, gala, N.B., doz.	3 10	3 25
Strawberries, 2s, Ontario, case	5 00	
Raspberries, 2s, Ontario, case	5 40	
Peaches, 2s, Ontario, case	4 00	
Salmon, red spring, tall, case	10 00	10 50
Salmon, pink, tall, case	6 00	6 75
Salmon, Cohoes, case	9 00	
Salmon, Chums, case	4 75	5 00
Sardines, domestic, case	4 00	4 00
Cream tartar	0 43	0 45
Currants, lb.	0 21	
Raisins, choice, lb.	0 11 1/4	
Raisins, fancy, lb.	0 12	
Raisins, seedless, lb.	0 15	
Prunes, 50-100, lb.	0 10	
Candied peel, citron	0 25	0 25
Candied peel, orange and lemon	0 21	0 22
Evaporated apples, lb.	0 11 1/2	0 12
Evaporated apricots, lb.	0 21	

Pork and beans, case	4 50	4 80
Fresh Fruits and Vegetables—		
Apples, bbl.	2 00	5 50
Lemons, Messina, box	4 00	4 00
Lemons, Cal., box	4 50	5 00
Oranges, Cal., box	3 25	4 00
Grapes, Malaga, keg	6 00	7 00
Grapefruit, each	0 04	0 04 1/2
Potatoes, bbl.	3 50	3 75

Saskatchewan Markets

FROM REGINA, BY WIRE

Regina, Sask., Jan. 17.—Markets generally are quiet. Flour is firm. Sugar has declined ten cents during the week and is now quoted at \$8.34. Lard has also declined. Threes are now quoted at \$12.75 instead of \$13.50 as formerly. Cornmeal is firm at \$3.35. Several lines of biscuits have advanced 1c pound.

REGINA—

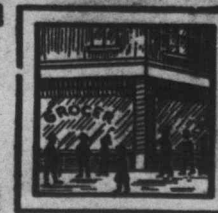
Beans, small white Japan, bush.	5 10	
Flour, No. 1 patents, 98s, per bbl.	10 00	
Molasses, extra fancy, gal.	0 71	
Rolled oats, bails	3 70	
Rice, Siam, cwt.	4 35	
Sago and tapioca, lb.	0 08 1/2	
Sugar, pure cane, granulated, cwt.	8 34	
Cheese, No. 1, Ontario, large	0 27	
Butter, creamery, lb.	0 45	
Lard, pure, 3s, per case	12 75	
Bacon, smoked backs, lb.	0 25	
Bacon, smoked sides, lb.	0 30	
Eggs, new-laid, doz.	0 60	
Eggs, storage, case	0 40	
Tomatoes, 3s, standard case	4 35	
Corn, 2s, standard case	3 55	
Peas, 2s, standard case	2 85	
Apples, gala, Ontario	2 10	
Strawberries, 2s, Ontario, case	5 00	
Raspberries, 2s, Ontario, case	5 25	
Peaches, 2s, Ontario, case	3 95	
Salmon, finest sockeye, tall, case	12 00	
Salmon, pink, tall, case	6 90	6 15
Pork, American clear, per bbl.	40 75	41 00
Bacon, breakfast	0 28	0 28
Bacon, roll	0 28	0 28
Eggs, new-laid	0 50	0 50
Eggs, storage	0 40	0 42

THE COWAN COMPANY HAS TRAVELLERS' CONFERENCE

A conference of the travellers of the Cowan Company, of Stirling Road, Toronto, is being held this week. There are about twenty travellers of the company present at the conference, and a great deal of enthusiasm was displayed. The past year, which had been an unusually successful one, was reviewed. The only defect noted in the year's business was that the company had been unable to meet the requirements of orders sent in by the travelling men. It was intimated that this difficulty was a thing of the past, as the plant had been so enlarged that it would be possible to meet all the demands that might be made upon it. The gathering generally was of the opinion that the coming year's business would outstrip even the present year in the matter of the results obtained.



FLOUR AND CEREALS



Flour Is Steady; Feeds Up A Dollar

Montreal

FLOUR AND FEEDS.—Flour has remained steady for a week at the prices quoted last week, and there does not appear to be any immediate indication of movement. The recent restriction of flour imports to Great Britain has had a quietening effect on the market, and peace talk also produced its dulling effect which has not yet been wholly dissipated. But one of the most serious influences affecting the flour market at present is the car shortage and railway traffic embargoes operating in the West. This has had the effect of closing down some great mills indefinitely, though there are good hopes that by the time this appears some of the closed down mills will again be running. Mills with large government orders in hand have been running right along, but the fact is that never before in the history of Canadian railway experience has there been such a car shortage as now exists and which closed mills at a time when their operation is urgently demanded, at least for the production of feeds which are in abnormally keen demand. Feeds as a matter of fact have advanced in price by a dollar a ton this week, and even higher prices than those quoted are being paid for supplies. Flour stocks are said to be fairly high, but feeds are at a premium, and enough of them cannot be obtained at speed to suit the consumers.

	Car lots	Small lots
Manitoba Wheat Flour—		
First patents	10 00	10 20
Second patents	9 50	9 70
Strong bakers	9 30	9 50
Winter Wheat Flour—		
Fancy patents	9 25	9 50
90 per cent., in wood	8 50	8 75
30 per cent., in bags	4 00	4 15
Bran, per ton	33 00	35 00
Shorts	35 00	38 00
Special middlings	40 00	41 00
Feed flour	49 00	50 00
Feed oats, per bushel		9 71

FIRM STEADY MARKET FOR CEREALS

Montreal

CEREALS.—There is a quiet but determined firmness in the market for all lines of cereals quoted. Prices have not altered for the present week, and demand keeps exceedingly good for most of the package lines of rolled oats, rolled wheat, and the similar lines. Oats have been very firm of late, and demand for

the prepared forms of this cereal is brisk. Graham flour and whole wheat flour also wheatlets are firm but quiet in line with the wheat market generally. So far package goods have not shown any further advances.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.		5 75
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.		3 30
Corrmeal, yellow, 98 lbs.		3 40
Graham flour, 98 lbs.		4 75
Hominy, granulated, 98 lbs.	4 50	4 75
Hominy, pearl, 98 lbs.	4 25	4 50
Oatmeal, standard, 98 lbs.		4 25
Oatmeal, granulated, 98 lbs.		4 25
Peas, Canadian, boiling, bush.		3 75
Rolled oats, 90-lb. bags		3 95
Rolled wheat, 100-lb. bbls.		6 50
Rye flour, 98 lbs.		4 00
Whole wheat flour, 98 lbs.		4 75
Wheatlets, 98 lbs.		5 00

Flour Held Steady; Small Wheat Change

Reports from Argentine Do Not Give Promise of Any Better Conditions—Demand for Flour Light.

Toronto

FLOUR.—Prices for wheat held steady within narrow limits during the week and flour in consequence also held in a steady market. On Wednesday of last week cash wheat in the Winnipeg market closed at \$1.81 $\frac{1}{8}$ per bushel. Thursday it went up to \$1.84 $\frac{3}{4}$. Friday it dropped down to \$1.81 $\frac{1}{4}$. Saturday it was a trifle higher at \$1.81 $\frac{7}{8}$. On Monday it was $\frac{1}{4}$ c down to \$1.81 $\frac{5}{8}$ and Tuesday of this week it closed by $\frac{2}{8}$ c at \$1.83 $\frac{1}{4}$. It will therefore be seen the net gain upward during the week in review has been $\frac{2}{8}$ c. Under this condition the price of flour held steady. There is a firmness in the market, however, as a result of the general world shortage of grain. Reports that have recently come from the Argentine show that the damage estimates have not been exaggerated. Drouth and locusts have wrought so much destruction there that it is estimated that the amount of wheat available for export this season will be only 1,000,000 tons instead of the usual 2,500,000 tons available in normal years. Ontario winter wheat flour also held in a steady market during the week with demand somewhat quiet.

	Car lots per bbl.	Small lots per bbl.
Manitoba Wheat Flour—		
First patents	9 30	10 10
Second patents	9 40	9 50
Strong bakers	9 20	9 40
Ontario Winter Wheat Flour—		
High patents	9 30	9 10
Second patents	9 50	9 70

COMPETITION MADE SOME CEREALS EASIER

Toronto

CEREALS.—Competition during the week has had the effect of driving the price of white corn flour and yellow cornmeal slightly easier in price by 5c per bag. Granulated hominy has also been in the same position and is slightly easier by 5c. The same factor has operated to send oatmeal down 10c to 15c per bag. This in reality does not represent the true tone of the market as the undercurrent is one of firmness. There has been a particularly good demand for pot and pearl barley and prices have held steady in these commodities.

Barley, pearl, 98 lbs.	6 25	6 50
Barley, pot, 98 lbs.	5 00	5 25
Beans, prime	5 50	6 75
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	3 20	3 60
Corrmeal, yellow, 98 lbs.	3 05	3 25
Graham flour, 98 lbs.	4 65	4 75
Hominy, granulated, 98 lbs.	3 20	3 50
Hominy, pearl, 98 lbs.	3 00	3 25
Oatmeal, standard, 98 lbs.	3 85	4 10
Oatmeal, granulated, 98 lbs.	3 85	4 10
Peas, Canadian, boiling, bush.		3 75
Rolled oats, 90-lb. bags	3 50	3 70
Rolled wheat, 100-lb. bbls.		5 50
Rye flour, 98 lbs.		4 00
Whole wheat flour, 98 lbs.	4 65	4 75
Wheatlets, 98 lbs.	4 90	5 00

BRAN AND SHORTS FIRM PRICES HIGHER WITH SOME

Toronto

FEEDS.—There was a firm market for bran and shorts during the week which in some instances with the mills has resulted in higher prices. Mills that were formerly quoting \$32 on bran are now quoting at \$53 and where the price on shorts was \$37 it is now \$38 per ton in car lots. There has been a continued heavy demand for the product and millers are still limiting the amount sold in the proportion of 300 bags of feed to 100 bags of flour.

Mill Feeds—	Car lots ton	Small lots ton
Bran	33 00	35 00
Shorts	38 00	40 00
Feed flour	50 00	52 00
Ontario oats, outside points	4 64	4 66

RAILWAY EMBARGO CAUSING MILLERS TROUBLE

Winnipeg

FLOUR AND CEREALS.—Early this week, first patents were selling for \$9.70, with domestic business very quiet. Difficulty was experienced by millers getting their supplies farther East than Fort William because of an embargo, said to be due to lack of equipment by the railways. This is having a serious effect on domestic business, as merchants are un-

(Continued on page 38.)

How about a cereal display, Mr. Dealer?

*Free Window Display
Sent on Request*

SELLING Tillson's Products is never a very difficult matter, as their reputation for quality is well established. But sales are made easier still by means of our snappy Window Display, one of which we will mail you on receipt of your request.

These are ideal days for the featuring of Tillson's Quality Cereals, every package of which contains a quality that is certain to satisfy the most critical.

Containing every unit of nourishment necessary to the upbuilding of sound, vigorous health, and possessing a truly appetizing flavor, Tillson's are favorites with every member of the family.

Don't confound these high-grade Canadian-made products with others of an inferior nature. Pushing

Tillson's "Scotch" Fine Cut Oatmeal
Tillson's "Scotch" Health Bran
Tillson's Rolled Oats

mean that you are giving your customers best quality at lowest prices, and showing practical patriotism by supporting Canadian industry.

**Canadian Cereal and Flour
Mills, Limited**
TORONTO



Business Reports are Still Optimistic

A Good Year's Business the General Consensus of Opinion—Prospects Equally Good
—No Great Danger of Loss Expected—Will Have Chance to Unload Thinks
One Correspondent

REPORTS of the satisfactory extent of last year's business and optimistic views of the future continue to pour in. The general feeling in most quarters seems to be that good times have more or less come to stay and that, generally speaking, next year should be even better than last. One correspondent notes the danger that lies in high priced stock, but gives it as his opinion that even when peace does come it will take so long for commodities to reach their normal level that the merchant will be enabled to unload without any appreciable loss. The following are some of the answers received:—

C. A. Walsh, New Westminster, B.C.—“Our Christmas business was the best in the past three years, the past year as a whole was much better. One reason for this condition in our section is that the lumber business is much better, as are also all other lines. We find credits generally much better. We have urged during the war that people should not ask for credit.

“The prospects for the coming year seem to be so closely associated with the war that it is impossible to forecast the coming year's business.”

Prospects Improve in British Columbia

C. B. Hume & Co., Ltd., Revelstoke, B.C.—“Our Christmas trade was slightly better than last year, but nothing like as good as in 1913, business shows the same small increase. Conditions at this point are about the same as they were a year ago, though the railway men are making more money. As far as prospects go I cannot see anything at this point to make business better for the coming year, though for B. C. as a whole, prospects are much better.”

Cahoon Bros., Ltd., Cardstone, Alta.—“Our Christmas business compared quite favorably with 1915, and our year's business showed about 20 per cent. increase. Some improvement in the crops is the probable reason for the increase. As for credits we do not notice any improvement. Collections are slower. We expect only fair business in the coming year, prices are so high that people only buy what they have to.”

F. E. Frazer & Co., Wainwright, Alta.—“We had a good Christmas trade, a good average trade, with about 15 per cent. increase on the whole year. The gross increase is largely due to the higher cost and profits will be no higher. As for credit, we do a thirty days' business and stick to it. We look for a bigger

business next year, as the district is getting in better shape.”

There Will Be Time to Unload

J. H. Edwards, Carleton Place, Ont.—“Our Christmas trade showed a big increase over 1915, and in fact, all the year's business showed a big increase, due mostly to the advance in prices of most lines of goods. Our outstanding credits are considerably less, and, generally speaking, accounts are being promptly paid.

“At present the prospects look good for 1917. If war ends soon, no doubt we stand to lose a little on some lines, but I do not look for much reduction before we have had time to unload, as it will take some months for the prevailing high prices to come to their proper level.”

C. Patrick, Walkerton, Ont.—“We had a very satisfactory Christmas trade. As this is my first year, I can draw no comparisons. The Patriotic Fund gives people plenty of money.

Sees Nothing But a Good Year Ahead

Geo. O. Werrett, Simcoe, Ont.—“Our Christmas trade this year compared very favorably with that of other years; in fact, the same might be said of the whole year's business. Our trade ran ahead of 1914 and about equal with 1915. A satisfactory fact is that credits are much better than in former years. Our customers are paying much better. As for the future, with the extra money floating around we can see nothing but a good year ahead.”

Don't Forget the Anchor

J. O. McDonald, Lake Megantic, Que.—“Our Christmas trade was not so good as in former years owing to the very unfavorable weather. Business generally throughout the year showed a 15 per cent. improvement in turnover, but the net profit was not in proportion. The main reason for the increase in business is loose money. Farmers are getting big prices for everything they have to sell. “Credits with us have been fairly well up to the usual.

“As for the prospects for the coming year, I would advise extreme caution. Keep sails well trimmed, and don't forget the anchor.”

The Sussex Mercantile Co., Sussex, N. B.—“Our Christmas trade was very satisfactory indeed and the year's trade generally compared very favorably with former years. One notable feature about the year's business was the improved collections and increased cash sales. We

consider the prospects for the coming year very good. Everything produced in our section has increased in price, while the cost of production has not increased in proportion.”

The Codville Co., Medicine Hat, Alta.—“We had an exceptionally good Christmas trade, which we credit to good crops and good prices. As this is our first year here, we have nothing with which to compare this year's business. We believe, however, that the prospects for next year are extremely good.”

E. A. Goyette, Iberville, Que.—“I found our Christmas business this year about the same. The past year showed some improvement. I have been pushing business more than formerly. Credits are not good; there is a class of people who are living beyond their revenue, and, of course, these cannot, and do not pay; indeed, the public generally are living beyond their means. The grocer, the butcher, and the baker are supporting them. Less liquor, less silk waists, and less theatres, and the grocers would be better off. My idea is that business this coming year will be very quiet and it is imperative that the grocer keep his stock small and look carefully after credits.”

GROCCERS NOT COMPLYING WITH LAW HEAVILY FINED

Three Stratford grocers within the past few days have suffered a heavy fine for failing to put the necessary revenue stamps on proprietary articles as demanded by the new tariff.

A bottle of Florida water, a bottle of Castoria, and 10 cents worth of health salts were the articles that were responsible for the charges. In each case these sales were made to H. J. Dager, Inspector of Inland Revenue, who has been working in Western Ontario.

In each instance the fine was \$50, with an extra \$3 for costs. This matter has been so thoroughly discussed at different times that it should by now be fully understood, but it is evident that a great many merchants have not taken the matter seriously. That it is worthy of the most serious consideration and care, is evidenced by the exceedingly stiff fines imposed.

E. A. Cuff, representing the MacLaren Imperial Cheese Co., Toronto, left last week on a trip through Northern Ontario, and the West on behalf of his firm.



PRODUCE AND PROVISIONS



Hogs Are Again Slightly Advanced

Montreal—
PROVISIONS.—Once again prices of hogs, both live and dressed, have shown an increase, though the increase is a slight one as compared to that of last week. Live hogs off cars are bringing from \$13.75 to \$14. Dressed hogs are priced at \$19.75 to \$20. Demand is brisk and supplies are coming in very scantily. This accounts for the increased prices which seem likely to continue for some time. Market conditions are reported similar to those noted last week, with prices unaltered for the meats, lard, and shortening.

Hams—			
Medium, per lb.	0 26	0 26 1/2	
Large, per lb.	0 24	0 24 1/2	
Backs—			
Plain	0 25	0 25	
Boneless, per lb.	0 29	0 30	
Bacon—			
Breakfast, per lb.	0 29	0 29	
Roll, per lb.	0 30	0 31	
Pickled meats—1c less than smoked.			
Dry Salt Meats—			
Long clear bacon, ten lots	0 18	0 19	
Long clear bacon, small lots	0 18 1/2	0 19 1/2	
Fat backs, lb.	0 17	0 18	
Cooked Meats—			
Hams, boiled, per lb.	0 37	0 38	
Hams, roast, per lb.	0 36	0 37	
Shoulders, boiled, per lb.	0 30 1/2	0 31 1/2	
Shoulders o, roast, per lb.	0 31	0 31 1/2	
Lard, Pure—			
Tierces, 400 lbs., per lb.	0 21 1/4	0 21 1/4	
Tubs, 60 lbs.	0 21 1/2	0 22	
Pails,	0 22	0 22 1/4	
Bricks, 1 lb., per lb.	0 23	0 23 1/4	
Lard, Compound—			
Tierces, 400 lbs., per lb.	0 17	0 17 1/4	
Tubs, 60 lbs.	0 17 1/2	0 17 1/2	
Pails, 30 lbs., per lb.	0 18 1/4	0 18 1/2	
Bricks, 1 lb., per lb.	0 18 1/2	0 18 1/2	

POULTRY PRICES HAVE ADVANCED IN MONTREAL

Montreal—
POULTRY.—Prices of poultry have advanced since last week, particularly for milk fed and crate fattened. According to recent quotations from wholesalers the best milk-fed chickens of packed weight 60 to 75 pounds per dozen are priced at 32 cents per pound, and the less perfect grades of milk-fed run downwards to 25 cents per pound for orders of a dozen, but not below 25 cents. These prices are well above last week's quotations, which ran from 21 to 23 cents per pound for milk-fed. Selected chickens run from 21 cents to 25 cents per pound, and selected fowls from 17 cents to 22 cents. Turkeys, 28 cents to 33 cents (each) per pound; ducks, 25 cents per pound; geese, 19 cents to 21 cents per pound (each). Broilers are 25 to 36 cents per lb. for lots of a dozen packed weight 12 to 36 lbs. Demand for poultry is keeping well up to average,

many lines of birds being easier buying than some lines of meats.

Poultry (dressed)—

Chickens, milk-fed, crate, fattened, lb.	0 25	0 32
Old roosters		0 17
Roasting chickens	0 21	0 25
Broilers	0 25	0 35
Young ducks		0 25
Turkeys (old toms, dressed, lb.)		0 31
Turkeys (young)		0 33

EGGS GROW EXCEEDINGLY SCARCE AND ARE HIGH

Montreal—
EGGS.—Storage eggs are now very scarce, and in very strong market, at high prices as quoted below. Selects are two and three cents higher per dozen than they were priced last week. Number Ones are one and two cents per dozen up. New laids are scarce, and at high prices also, though here and there retailers are ready to quote at prices identical with the wholesale prices here given as average on the market. There are cases where retailers have succeeded in securing supplies direct from farm at advantageous rates, but these supplies are very small. In the week ending Jan. 13, there came into Montreal only 456 cases of eggs as against 2,602 cases for the corresponding period of last year.

Eggs—

New laid	0 60	0 70
Selects	0 43	0 45
No. 1	0 38	0 40

MARKET FOR BUTTER FIRM BUT UNCHANGED

Montreal
BUTTER.—There is not much change in market conditions as regards butter at present. Supplies continue to come in from the country, but in negligible quantity, and storage supplies are small for the time they are supposed to last. There arrived in Montreal during the week ending January 13, 1,101 packages of butter as compared with rather more for the corresponding period last year, namely 1,354 packages. Exportation is practically at a standstill for the time being. Prices are unchanged from last week's quotations.

Butter—

Creamery, prints (storage)	0 44 1/2
Creamery, prints (fresh made)	0 42 1/2
Creamery, solids (fresh made)	0 42
Dairy prints, choice, lb.	0 38
Dairy prints, lbs., in tubs	0 37

CHEESE UNCHANGED IN PRICE AND IN THE MARKET

Montreal
CHEESE.—Cheese, like butter, is this week in a condition of unchanged market. Large supplies are held in storage for Government orders, and there is little movement of these just at present.

Still some winter made "fodder" cheese arrives on the market, but receipts of cheese in Montreal, only 902 boxes for the week ending Jan. 13, as contrasted with 2,074 boxes for the corresponding period of last year, look remarkably small, and indicate a falling off in the manufacture for the time being. Prices are still as quoted last week.

Cheese—

Large, per lb.	0 25	0 25 1/2
New, twins, per lb.	0 25 1/2	0 26
Triplets, per lb.		0 26
Stilton, per lb.		0 28
Fancy old cheese, per lb.		0 28

QUEBEC HAS LOTS OF HONEY FOR ONTARIO

Montreal
HONEY.—So far it is believed that only a very small amount of Quebec honey has gone over into Ontario, and the market for honey in Montreal remains unaffected by the "export" to the neighbor province. There is only a quiet market at present for honey though cold weather has to some extent stimulated demand. Supplies are held to be ample in the country at present, and quality excellent.

Honey—

Buckwheat, 5-10 lb. tins, per lb.	0 10	0 10 1/2
Buckwheat, 60-lb. tins, per lb.	0 09 1/2	0 10
Clover, 5-10 lb. tins, per lb.	0 13	0 14
Clover, 60-lb. tins	0 11 1/4	0 12
Comb, per section	0 15	0 16

Hog Deliveries Light; Lard Firm

Live Advanced 25c Per Hundred—
Dressed Held Steady—Firmness in
Plain Backs—Lard Steady

Toronto
PROVISIONS.—Hog deliveries at the local stock yards were light during the week and prices went up 25c to 35c per hundred for the live ones, while dressed hogs held steady at \$18.50 to \$18.75 per hundred. It is anticipated the runs will be slightly better within the next few weeks, although they will not be heavy. There is a firm undertone to lard products. Prices for the pure in tierces have been slightly easier in certain instances, but with the development of a better trade once the holiday stocks are exhausted, it is expected there will be still greater firmness in the market. Materials for the manufacture of compound are scarce, and it is anticipated there will be greater firmness in this commodity also as soon as trade starts in better volume. There is a firmness in plain backs during the week owing to

the scarcity. They are now quoted at 27c to 27½c.

Hams—		
Medium, per lb.	0 24	0 25
Large, per lb.	0 23	0 23½
Bacon—		
Plain	0 27	0 27½
Boneless, per lb.	0 28	0 30
Bacon—		
Breakfast, per lb.	0 24½	0 25
Roll, per lb.	0 19	0 20
Wiltshire bacon, per lb.	0 23	
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 17½	0 18
Long clear bacon, small lots	0 18½	0 19
Fat backs, lb.	0 18½	0 19½
Cooked Meats—		
Hams, boiled, per lb.	0 34	0 36
Hams, roast, per lb.	0 34	0 36
Shoulders, boiled, per lb.	0 29	0 30
Shoulders, roast, per lb.	0 29	0 30
Lard—		
Pure tierces, 400 lbs., per lb.	0 21	0 21½
Compound, tierces, 400 lbs., per lb.	0 16½	0 17½
In 60-lb. tubs, ¼ higher than tierces; pails, ½ higher than tierces, and 1-lb. prints, 1¼c higher than tierces.		
Hogs—		
Dressed, abattoir killed	18 50	18 75
Live, off cars		13 25
Live, fed and watered		13 00
Live, f.o.b.		

BUTTER WAS ON DOWN GRADE DURING WEEK

Toronto
BUTTER.—There was a continued weakness in the butter market during the week as a result of the sentiment that has grown up toward the curtailment of the consumption of butter. Some commission men held their prices fairly firm, but others sent the prices down from 1c to 2c per pound. Apparently the butter market has not struck bottom yet and until it does there will not be a satisfactory market. People have to be educated into the using of butter again. Many people have been getting along without it to quite a considerable extent and it may take some little time for them to get back into the way of using it. Stocks of butter on hand at January 1, 1917, and held by the commission houses of Ontario show a considerable diminution from the same time last year, there being 26,340 boxes this year as compared with 32,030 last year. Creamery prints are now selling at 43c to 47c for the fresh made and creamery solids at 42c to 44c per pound. Dairy prints are down 1c per pound and are quoted at 37c to 39c for the choice and 35c to 36c for second grade. Bakers are also quoted down 1c.

Creamery prints, fresh made	0 43	0 47
Creamery solids	0 42	0 44
Dairy prints, choice, lb.	0 37	0 39
Dairy prints, lb.	0 35	0 36
Bakers	0 33	0 34

DEMAND FOR EGGS SENT PRICE UP AGAIN

Toronto
EGGS.—The sentiment that drove the price of eggs down within recent weeks has operated to send their value to firmer levels. With the decline in price brought about by the increased consumption there was a sagging in price of this commodity. When they reached lower levels a demand sprang up and this has operated to send prices up again. No. 1 storage are consequently quoted 2c per dozen higher than last week, while selects have gone up 1c per dozen. New

laid held steady at the prices quoted last week, this class of eggs coming to the market more freely during the week. At Chicago the price of eggs has taken a big jump upward and they are now selling at such prices there that it would make it necessary to get 51c to 52 per doz. for storage when they are brought into this market. Prospects on the local market are for higher eggs, especially in the storage variety. Stocks in the hands of all storage companies are light. On January 1 of this year there were only 13,973 cases on hand according to reports of sixteen companies in Ontario. This is about sufficient to last until February 1. When these are exhausted supplies will have to be secured in the American market.

Eggs—		
New laid, cartons	0 50	0 55
No. 1 storage, ex-cartons	0 42	0 43
Selects, extra	0 43	0 45

INCREASED INQUIRY FOR CHEESE FOR EXPORT

Toronto
CHEESE.—There has been a better cable inquiry for cheese during the week. The English market has advanced a shilling and the Government is in the market for the New Zealand product. Prices in the Old Land are firm. At the present time New Zealand cheese or butter are not coming to Canada. Formerly considerable quantities were brought to British Columbia and the Prairies, but this market is now being looked after by the Saskatchewan and Alberta butter and by shipments from California. Cheese prices held firm during the week.

Cheese—		
New, large	0 25	Per lb. 0 26
Twins are ¼c higher than new large; triplets ¼c higher than new large, and Stilton 2c above new large.		

CHICKENS, HENS AND ROOSTERS UP 1c POUND

Toronto
POULTRY.—Receipts for poultry have been light during the week. There are still some stocks of turkeys that are being held from the Christmas season and until these are cleaned up there will not be a great deal of snap to the market. There is a better tone noticeable for spring chickens, hens and roosters and the price for these have been advanced 1c per pound for the live birds. Demand for poultry is not heavy at present.

Live Dressed		
Spring chickens	0 16	0 17
Hens, over 4 lbs.	0 16	0 17
Hens, under 4 lbs.	0 13	0 14
Old roosters	0 13	0 14
Young ducks	0 15	0 18
Old ducks	0 12	0 15
Geese	0 13	0 16
Young turkeys (8 and 9 lbs. each)	0 22	0 26
Young turkeys (over 9 lbs. each)	0 23	0 27
Old Tom or hen turkeys	0 20	0 24

Prices are those paid at Toronto by commission men.

INQUIRY FOR HONEY FROM WINNIPEG AND WEST

Toronto
HONEY.—There has been some inquiry for honey from Winnipeg and the

West during the week, which indicates greater interest and demand on the Ontario supplies. In the face of generally firmer prices in nearly all commodities, there is a firmness in honey which seems to indicate higher prices eventually. Stocks in the hands of Ontario beemen are pretty well cleaned out and Quebec is being drawn upon pretty freely now. Normally there are quite a few cars of Ontario honey that go to the West, dealers there anticipating their demands in advance. This year the usual stocks have not been carried in that district, with the consequence inquiry has developed at the present time.

Honey—		
Clover, 5 and 10-lb. tins	0 13½	0 14½
60-lb. tins	0 12½	0 13
Comb, No. 1, doz.	2 40	2 75
Buckwheat, 60-lb. tins	0 09	0 10½

PROVISION PRICES EXPECTED TO DECLINE

Winnipeg
PRODUCE AND PROVISIONS.—The run of hogs last week was fairly good, but the market has been much higher, opening the beginning of last week at 12c, and advancing to 12½c. These prices are considered very high, and it is fully expected that a decline will take place; eventually, however, prices will firm again, and become even higher. When the decline takes place in hogs it is believed there will be a decline in provision prices—probably within the next ten days. Prices on butter and eggs are very high, remaining at the high level reached some time ago. When they stay at a high level like that, it is a pretty safe guess that stocks are light, and that the demand is good. The cheese market remains the same.

Hams—		
Light, lb.		0 26
Medium, per lb.		0 25
Large, per lb.		0 23
Bacon—		
Breakfast, per lb.		0 24
Breakfast, select, lb.		0 27
Backs, select, per lb.	0 26	0 28
Backs, regular	0 22	0 23
Dry Salt Meats—		
Long clear bacon, light		0 16
Barrelled Pork—		
Mess pork, bbl.		30 00
Lard, Pure—		
Tierces		0 20½
20s		4 22
Cases, 6s		12 90
Cases, 3s		43 05
Lard, Compound—		
Tierces		0 16½
Tubs, 50s, net		0 25
Pails, 20s, net		3 37
Butter—		
Fresh made creamery, No. 1, cartons		0 42
Best dairy		0 38
Fresh Eggs—		
New laid	0 45	0 50
Extras, in cartons		0 43
No. 1, candied		0 39
Cheese—		
Ontario, large		0 25½

A. E. McMaster, who for the past six years or so has held important positions with the G. T. P. Railway at Prince Rupert, B.C., Regina, Sask., and Edmonton, Alta., has been appointed secretary for the Canadian Manufacturers' Association in B. C., with offices at Vancouver.



*Armour's
Oval Label—
A Mark
of Quality
and
Service*

*Trade-
Makers
and
Profit-
Producers*

EVERY grocer in Canada should know Armour's Oval Label. This mark identifies a whole family of top-grade food products, backed by a name that stands for highest achievement in food production.

We offer you these famous foods bearing Armour's Oval Label with the assurance that they are produced in Canadian factories by Canadian men and women, and prepared to suit the needs of progressive Canadian merchants.

Armour's Quality Products represent standardized values and regular profits for dealers. The line is so large and varied as to meet a big portion of the demands of your trade. It includes Veribest Ham, Bacon, Leaf Lard, Canned Meats and Fish, Armour's Grape Juice, Butter, Eggs, Sausage, etc.

Armour's *Devonshire Farm Sausage.* A pure all-pork product that sells easily and repeats regularly once your patrons know of its delicious goodness. The ideal breakfast for frosty mornings. Supply it to your customers in the convenient pound cartons (meat or links.)

A big collection of Armour Store Signs and advertising material at your service. Ask the Armour salesman, or write us direct.

ARMOUR AND COMPANY

Hamilton - Ontario - Canada



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

You cannot do without staples

After thirty years intimate acquaintance with its superior quality, thousands of women regard Shirriff's as a staple almost as indispensable as sugar and salt. That's a standard of quality worth having on your shelves, isn't it?

Shirriff's True Vanilla



is fifty per cent. stronger than the Government standard requires, according to the Pure Food Act. There is a steadily increasing demand for Shirriff's, because discriminating cooks so quickly recognize its quality. Put

Shirriff's where it can be seen.

Imperial Extract Co.
TORONTO

EVERY year the California Fruit Growers Exchange spends hundreds of thousands of dollars to increase the consumption of oranges and lemons. The Sunkist advertising campaigns are larger than those of any other perishable product.

But the 8,000 members of the Exchange grow, pack and ship every year about 10,000,000 boxes of oranges and about 2,500,000 boxes of lemons.



So the tremendous sums spent in advertising represent less than 2 1/2c per box on oranges and 4c per box on lemons. The effect of the advertising is an enormous increase in the demand, not only for Sunkist but for all citrus fruits.



We invest money in this advertising because of the necessity for increasing consumption sufficiently to take care of the increase in crop. Without this advertising it would cost

retailers and jobbers much more to sell citrus fruits because consumer demand would be as weak and irregular as it was before the advertising started. Advertising is the most economical way of increasing consumer demand.

Free store cards and window displays that help to sell Sunkist fruit will be sent to dealers from any of our branch offices upon request.

California Fruit Growers Exchange

A Non-profit, Co-operative Organization of 8,000 Growers

MAIN OFFICE: LOS ANGELES, CAL.

Canadian Offices:

- Calgary, Alta. Toronto, Ont.
- Montreal, Que. Vancouver, B.C.
- Regina, Sask. Winnipeg, Man.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. case, weight 10 lbs.	\$ 0 45
4 oz. Tins, 4 doz. to case weight 20 lbs.	0 75
6 oz. Tins, 4 doz. to case weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 20
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 75
16 oz. Tins, 4 doz. to case, weight 65 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 75 lbs.	9 50

ROYAL BAKING POWDER

Size	Less than 10 case lots	or 10 cases and over	Per doz.	Per doz.
Dime	\$0 95		\$0 90
4-oz.	1 40		1 35
6-oz.	1 95		1 90

DOMINION CANNERS, LTD. JAMS.

"Aylmer" Pure Jams and Jellies Guaranteed Fresh Fruit and Pure Sugar Only.

Screw Top Glass Jars 16 oz. glass 2 doz. case.	Per doz.
Apricot	\$2 55
Assorted	2 35
Blackberry	2 45
Blueberry	2 45
Currant, Red	2 45
Currant, Black	2 53
Cherry	2 45
Gooseberry	2 35
Plum	2 20
Plum, Green Gage	2 35
Pear	2 35
Peach	2 35
Raspberry, Red	2 55
Raspberry Black	2 45
Raspberry and Red Currant	2 45
Raspberry and Gooseberry	2 45
Strawberry	2 60

THE BRITISH COLUMBIA SUGAR REFINING CO., LTD.

ROGERS' GOLDEN SYRUP
Manufactured from pure cane sugar.

2 lb. tins, 2 doz. in case.	\$3 80
5 lb. tins, 1 doz. in case.	4 45
10 lb. tins, 1/2 doz. in case.	4 15
20 lb. tins, 1/4 doz. in case.	4 05
Perfect seal glass jars in the case	3 15
Delivered in Winnipeg in carload lots.	

BAKED BEANS WITH PORK.

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.

	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case
1's Baked Beans, Plain, 4 doz. to case
1's Baked Beans, Tomato Sauce, 4 doz. to case
1's Baked Beans, Chili Sauce, 4 doz. to case
2's Baked Beans, Plain, 2 doz. to case
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case
2's Baked Beans, Chili Sauce, tall, 2 doz. to case

Family, Plain, doz.; Family, Tomato Sauce, doz.; Family, Chili Sauce, doz.; 3's Plain, Flats, Aylmer only, doz.; 3's, Tomato Sauce, Flats, Aylmer only, doz.; 3's, Chili Sauce, Flats, Aylmer only, doz.; 3's, Plain, Tall, doz.; 3's, Tomato Sauce, doz.; 3's, Chili Sauce, doz. The above 2 doz. to case, 10's, 1/2 doz. per case, for hotel and restaurant use (gals.), doz.

"AYLMER" PURE ORANGE MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	1 30
12 oz. Glass, Screw Top, 2 doz. in case	1 50
14 oz. Glass, Screw Top, 2 doz. in case	1 75
16 oz. Glass, Screw Top, 2 doz. in case	2 10
16 oz. Glass, Tall, Vacuum Top, 2 doz. in case	2 15
2's Glass, Vacuum Top	3 20
2's Tin, 2 doz. per case	3 25
4's Tin, 12 pails in crate, per pall	0 55
5's Tin, 8 pails in crate, per pall	0 69
7's Tin or Wood, 6 pails in crate	0 91
14's Tin or Wood, 4 pails in crate, per lb.	0 12 1/2
30's Tin or Wood, one pall only, per lb.	0 12 1/2

BLUE

Keen's Oxford, per lb.	.....
In 10-lb. lots or case	.....

CEREALS

WHITE SWAN Per case

Pancake Flour (Self-rising), 2 doz. case, wgt. 50 lbs.	\$2 70
Biscuit Flour (Self-rising), 2 doz. to case, weight 50 lbs.	2 70
Buckwheat Flour (Self-rising), 2 doz. to case, wgt. 50 lbs.	2 70
Diet Flour, 5 lb. bags, per doz.	4 80
Wheat Flakes, per case of 2 doz. 15c packages	2 70
Health Flour, 5 lb. bags, per doz.	3 00
King's Food, 2 doz. to case, weight 95 lbs.	4 80
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 50
Diet Flour, 3 1/2 lbs., 1 doz. to case, per case	4 50
Wheat Flakes, per case of 2 doz., 25 pkgs.	4 50
Health Flour, 5 lb. bags, per doz.	3 60
King's Food, 2 doz. to case	5 50
Wheat Kernels, 2 doz. to case	2 70

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	\$4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 3/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble, bulk, No. 1, lb.	0 22
Soluble, bulk, No. 2, lb.	0 20
London Pearl, per lb.	0 24
(Unsweetened Chocolate)	
Supreme chocolate, 1/2s, 12-lb boxes, per lb.	0 37
Perfection chocolate, 30c size, 2 doz. in box, doz.	1 80

It's all Right



Quick Sales

for Lye are coming. Why not get a good-size parcel of Comfort Lye in (at no cost to you)—along with your next order for Comfort Soap? Read our Premium offer below.



Order 5 boxes, or 10 boxes, or 25 boxes of Comfort Soap and you get 18 or 36 or 132 cans of 10c Comfort Lye.

Makes a handsome extra profit per box of Comfort Soap and the Lye sells as readily as the Soap. All our lines carry Premium feature to public through the coupon that goes with the package.

Send your order in to-day. Get our complete Premium List. It will pay you.

Pugsley, Dingman & Co.,
Limited, Toronto, Canada

Here's a big, extra-profit premium

These figures apply to Ontario and Quebec. For other provinces see list.



We keep Canada clean

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

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.

MIKADO

The best value in Rice being offered on Canadian markets today.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy for Coughs and Colds

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

NATIONAL LICORICE COMPANY
MONTREAL

Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90	CONDENSED COFFEE	Reindeer Brand, "Large," each 24 cans	\$5 00
Sweet Chocolate—Per lb.		Reindeer Brand, "Small," each 48 cans	5 70	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40	Regal Brand, each 24 cans. 4 70		
Queen's Dessert, 6's, 12-lb. boxes	0 40	COCOA, Reindeer Brand, each 24 cans	5 00	
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 37	COFFEE.		
Diamond, 8's, 6 and 12-lb. boxes	0 30	WHITE SWAN SPICES AND CEREALS, LTD.		
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28	WHITE SWAN		
Diamond, ¼'s, 6 and 12-lb. boxes	0 28	1 lb. square tins, 4 doz. to case, weight 70 lbs.....	0 36	
Icings for Cake—		1 lb. round tins, 4 doz. to case, weight 70 lbs.....	0 34½	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00	ENGLISH BREAKFAST COFFEE.		
Chocolate Confections. Per doz.		½ lb. tins, 2 doz. to case, weight 22 lbs.	0 23	
Maple buds, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 20	
Milk medallions, 5-lb. boxes	0 39	MOJA		
Chocolate wafers, No. 1, 5-lb. boxes	0 33	½ lb. tins, 2 doz. to case, weight 22 lbs.	0 31	
Chocolate wafers, No. 2, 5-lb. boxes	0 28	1 lb. tins, 2 doz. to case, weight 35 lbs.	0 30	
Nonpareil wafers, No. 1, 5-lb. boxes	0 33	2 lb. tins, 1 doz. to case, weight 40 lbs.	0 30	
Nonpareil wafers, No. 2, 5-lb. boxes	0 28	PRESENTATION COFFEE.		
Chocolate ginger, 5-lb. boxes	0 36	A Handsome Tumbler in Each Tin.		
Milk chocolate wafers, 5-lb. boxes	0 39	1 lb. tins, 2 doz. to case, weight 45 lbs., per lb....	0 27	
Coffee drops, 5-lb. boxes....	0 39	FLAVORING EXTRACTS		
Lunch bars, 5-lb. boxes....	0 39	WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.		
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 40	1 oz. bottles, per doz., weight 3 lbs.	\$ 1 00	
Royal Milk Chocolate, 5c cakes, 2doz. in box, per box	0 90	2 oz. bottles, per doz., weight 4 lbs.	2 00	
Nut milk chocolate, ¼'s 6, lb. boxes, lb.	0 39	2½ oz. bottles, per doz., weight 6 lbs.	2 30	
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 39	4 oz. bottles, per doz., weight 7 lbs.	3 50	
Nut milk chocolate, 5c bars 24 bars, per box	0 90	8 oz. bottles, per doz., weight 14 lbs.	6 50	
Almond nut bars, 24 bars, per box	0 90	16 oz. bottles, per doz., weight 23 lbs.	12 00	
		32 oz. bottles, per doz., weight 40 lbs.	22 00	
		Bulk, per gallon, weight 16 lbs.	10 00	

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days.

Eagle Brand, each 48 cans..	\$7 20
Reindeer Brand, each 48-cans	6 95
Silver Cow, each 48 cans....	6 40
Gold Seal, Purity, each 48 Cans	6 25
Mayflower Brand, each 48 Cans	6 25
Challenge, Clover Brand, each 48 cans	5 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	5 00
Jersey Brand, Hotel, each 24 cans	5 00
Peerless Brand, Hotel, each 24 cans	5 00
St. Charles Brand, Tall, each 48 cans	5 10
Jersey Brand, Tall, each 48 cans	5 10
Peerless Brand, Tall, each 48 cans	5 10
St. Charles Brand, Family, each 48 cans	4 50
Jersey Brand, Family, each 48 cans	4 50
Peerless Brand, Family, each 48 cans	4 50
St. Charles Brand, small, each 48 cans	2 25
Jersey Brand, small, each 48 cans	2 25
Peerless Brand, small, each 48 cans	2 25

CRESCENT MFG. CO. CRESCENT MAPLEINE

Per doz.

½ oz. (4 doz. case), weight 9 lbs., retail each 15c....	\$1 30
1 oz. (4 doz. case), weight 14 lbs., retail each 30c....	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c....	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c....	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00..	13 25
Pint (1 doz. case), weight 20 lbs., retail each \$3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50..	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

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

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, \$2; 1s, \$3.50; 2s, \$7.50; 6s, \$25; 14s, \$68.	
Roast Beef, ¼s, \$2; 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
Bolled Beef, 1s, \$3.25; 2s, \$7.25; 6s, \$22.	
Jellied Veals, ¼s, \$2; 1s, \$3; 2s, \$4.50; 6s, \$21.	
Corned Beef Hash, ¼s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, ¼s, \$3; 1s, \$3.35; 2s, \$6.25.	

ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum

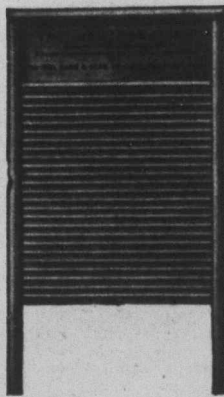


ROYAL BAKING POWDER CO.

NEW YORK



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



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

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

The New All-Canadian board is built for long wear—the rubbing surface being made from specially selected Canadian hardwood. A trial order will prove worth while to you. Send it in to-day.

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

Have you taken advantage of Manness & Bingham's offer

of introducing their

Havana Ribbon

THE FINEST QUALITY 5c CIGAR

See issue of January 5th

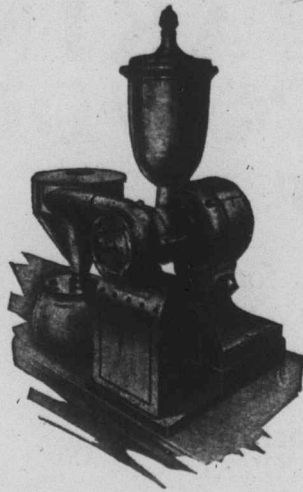
This offer for January only

"HAVANA RIBBON" CIGARS

are backed by 34 years of practical experience. Send us a small order. We want you to convince yourself of its quality. We are confident you will order more:

MANNES & BINGHAM
LIMITED
London, Ontario

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



Serve her from
The Hobart Coffee Mill
 and watch your profits grow

Increased coffee sales, better customer satisfaction and bigger profits are all within your reach if you install this handsome and serviceable little Hobart Coffee Mill.

Coffee without chaff, coffee up to the mark in every way — that's what the Hobart Mill will give your customers. Let us give you particulars.

The Hobart Mfg. Co.
 149 Church St., Toronto

Keep Up The Connection

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

Advertising in CANADIAN GROCER is the medium.

Rate Cards and full particulars on request.

Cambridge Sausage, 1s, \$3.00; 2s, \$5.50.	IMPORTED GINGER ALE AND SODA
Boneless Pigs' Feet, 1/2s, \$1.75; 1s, \$2.75; 2s, \$5.50.	Ginger Ale, Trayders, ca., 6 doz. pts., doz. 1 20
Lambs' Tongues, 1/2s, \$1.85; 1s, \$2.80; 4s, \$15.50.	Ginger Ale, Trayders, ca., 6 doz., splits, doz. 0 95
Sliced Smoked Beef, glass, 1/2s, ...; 1/4s, \$2.25; 1s, \$3.25.	Club Soda, Trayders, ca., 6 doz. pts., doz. 1 15
Tongue, Ham and Veal Pate, 1/2s, \$1.50.	Club Soda, Trayders, ca., 6 doz., splits, doz. 1 05
Ham and Veal, 1/2s, \$1.20.	BLACK TEAS
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/2s, 50c; 1/4s, \$1.	Victoria Blend, 50 and 30-lb. tins, lb. 0 37
Potted Meats, Glass — Chicken, Ham, Tongue, 1/2s, ...	Princess Blend, 50 and 30-lb. tins, lb. 0 34
Ox Tongues, tins, 1/2s, \$3.50; 1s, \$6.25; 1 1/2s, \$9.50; 2s, \$13.	JAPAN TEAS
Ox Tongues, Glass, 1 1/2s, \$12; 2s, \$14.	H. L., ch. 90 lbs., lb. 0 35
Mince-meat, Hermetically Sealed Tins, 1s, \$2; 2s, \$3.25; 3s, \$4.55; 4s, \$6.25; 5s, \$8.	Victoria, ch. 90 lbs., lb. ... 0 25
In Pails, 25 lbs., 13c lb.	COFFEES
In 50 lb. Tubs, 13c lb.	Victoria, Java and Mocha Blend, 1 lb. tin, lb. 0 34 1/2
In 85 lb. Tubs, 12 1/2c lb.	Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
In Glass, 1s, \$2.20.	Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22
Clarke's Peanut Butter — Glass Jars, 1/2, 95c; 1/4, \$1.40; 1, \$1.85.	MUSTARD
50 lb. Pails, 20c.	COLMAN'S OR KEENE'S
Clark's Peanut Butter—Pails 24 lbs., 20c per lb.	Per doz. tins
Clark's Tomato Ketchup, 16 oz., \$3; 1 gal. jars, ...; 5 gal. jars, ... per gal.	D. S. F., 1/4-lb. \$ 1 75
Pork and Beans, Plain Tails, 1s, 95c; 2s, \$1.60; 3s, \$2.40; 6s, \$8; 12s, \$12; 3s, flat, \$2.	D. S. F., 1/2-lb. 3 30
Individuals, 80c doz.	D. S. F., 1-lb. 6 25
Pork and Beans, Tomato Sauce, Tails, 1s, \$1.15; 2s, \$1.85; 3s, \$3; 6s, \$10; 12s, \$14.50; 3s, flat, \$2.45.	F. D., 1/4-lb. 1 10
Individuals, 90c doz.	Per Jar
Pork and Beans, Chili, 1s, \$1.15; 2s, tall, \$1.85; 3s, flat, \$2.45.	Durham, 4-lb. jar, each .. 1 10
Individuals, 90c doz.	Durham, 1-lb. jar, each .. 0 35
Tomato Sauce, 1 1/2s, \$1.75; Chili Sauce, 1 1/2s, \$1.45.	JELLO.
Vegetarian Baked Beans, Tomato Sauce, Tails, \$1.80.	GENESSEE PURE FOOD CO.
Clark's Chateau Chicken Soup, \$1.25.	Assorted case, 4 dozen.....\$ 3 60
Clark's Chateau Concentrated Soups, \$1.15.	Lemon, 2 dozen 1 80
Clark's Chateau Concentrated Soups, No. 1 assorted, \$1.15.	Orange, 2 dozen 1 80
Sphagheti with Tomato and Cheese, 1/2s, \$1.15; 1s, \$1.65; 3s, \$2.65 doz.	Raspberry, 2 dozen 1 80
Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.	Strawberry, 2 dozen 1 80
English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.	Chocolate, 2 dozen 1 80
THE N. K. FAIRBANKS CO. LIMITED.	Peach, 2 dozen 1 80
PRICE LIST ON BOAR'S HEAD LARD COMPOUND TO RETAILERS.	Cherry, 2 dozen 1 80
Tierces \$0 14 1/2	Vanilla, 2 dozen 1 80
Pails 2 93	Weight 4 doz. case, 15 lbs.; 2 doz case, 8 lbs. Freight rate, 2d class.
This price list cancels all previous ones and is effective at once. Subject to change without notice.	JELL-O ICE CREAM POWDERS
All orders received must be shipped within a period of 30 days.	Assorted case, 2 dozen.....\$ 2 50
Advance over tierce basis for small packages:	Chocolate, 2 dozen 2 30
3-lb. tins, 20 to the case, 1c over tierces; 5-lb. tins, 12 to the case, 1/2c over tierces; 10-lb. tins, 6 to the case, 1/2c over tierces; 20-lb. wood pails, 1/2c over tierces; 60-lb. tubs, 1/2c over tierces; half-barrels, 1/2c over tierces; 50-lb. tins, 1/2c over tierces; 20-lb. tins, 1/2c over tierces.	Vanilla, 2 dozen 2 50
LAFORTE, MARTIN, LIMITED	Strawberry, 2 dozen 2 70
Montreal. Agencies	Lemon, 2 dozen 2 50
RASIN DE VICHY WATERS	Unflavored, 2 dozen..... 2 50
L'Admirable, 50 bottles, litre, cs. 8 00	Weight 11 lbs. to case. Freight rate, 2d class.
Neptune 8 50	JELLY POWDERS
San Rival 9 00	WHITE SWAN SPICES AND CEREALS, LTD.
VICHY LEMONADE	CEREALS, LTD.
La Savoureuse, 50 bottles, cs. 11 00	White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 90
NATURAL MINERAL WATER	List Price
Evian, Source Cachat, 50 bottles, cs. 9 50	SPICES
	WHITE SWAN SPICES AND CEREALS, TORONTO
	5c 10c
	Round Oval lith. litho. dredge. 2 1/2 oz. Per doz. Per doz.
	Allspice \$0 45 \$0 90
	Arrowroot, 4 oz, tins, 85c.
	Cayenne 0 45 0 90
	Celery salt
	Celery pepper
	Cinnamon 0 45 0 90
	Cinnamon whole, 5c pkgs., window front, 45c.
	Cloves 0 45 0 90
	Cloves, whole, 5c pkgs., window front, 45c.
	Curry powder
	Ginger 0 45 0 90
	Mace 1 25
	Nutmegs 0 45 0 90
	Nutmegs, whole, 5c pkgs., window front, 45c.
	Paprika 0 45
	Pepper, black ... 0 45 0 90
	Pepper, white ... 0 50 0 95
	Pastry spice 0 45 0 90
	Pickling spice, window front, 90c.
	Shipping weight per case ... 10 lbs. 15 lbs.
	Dozens to case .. 4 4

CALIFORNIA

Navel Oranges

Now Arriving

Very fine Quality

Also

FLORIDA

Oranges and Grape Fruit

PRICES

Very Reasonable

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

GUELPH, ONTARIO

New, Fresh

California Cauliflower and Celery, Florida Head Lettuce in Hampers, Cucumbers, Pineapples and Strawberries.

We import all the delicacies of the season, as well as the more staple lines.

New Jamaica Coconuts, Florida Oranges and Tangerines, Bananas, Sweet Potatoes, etc., etc. Also

Full stocks Fish and Oysters.

WHITE & CO., LIMITED
TORONTO

Mail Orders Featured.

Wholesale
Fruit and
Produce
Merchants

Established
1876

McWilliam & Everist, Limited

Apples,
Bananas,
Citrus
Fruits,
Cranberries,
etc.

25 CHURCH ST.
TORONTO

Big Advent Fish Sales

Stock up with our high-grade first quality fish and every customer will be a satisfied customer, every sale a fore-runner of others.

We can supply you with Lake Superior Herring, both salted and frozen. All kinds of fresh fish, including Georgian Bay Trout, B.C. Halibut and Qualla Salmon.

Whatever your fruit requirements are we can meet them, and meet them satisfactorily. Apples and all kinds of foreign fruits in stock.

Write us.

Lemon Bros.
OWEN SOUND, ONT.

New Crop

"St. Nicholas"
"Queen City"
"Kicking"

are shipped. Get these brands for the best Lemons.

J. J. McCabe
Agent
TORONTO

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

McVitie & Price's IMPORTED BISCUITS

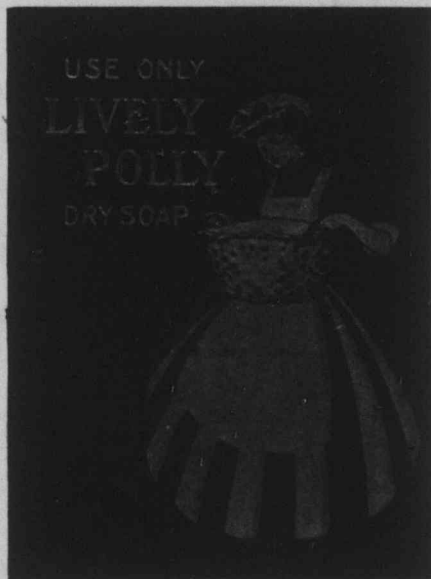
Grocers should stock the following
"best sellers":

Digestive
Bunty Creams
Abernethy
Asstd. Shortbread
Academy Creams
Oatcakes

Prices and quotations from

McVITIE & PRICE of Canada
Limited
10 Vaudreuil Lane
MONTREAL

Importers of McVitie's "DIGESTIVE,"
the "Premier Biscuit of Britain."



Get the thanks of the housewife

Give her the value that will bring her back again by selling her "LIVELY POLLY" SOAP POWDER.

There is no quicker or better medium for washing clothes, dishes, glass, earthenware, paint, floors, etc., and for cleansing and disinfecting drains and closets.

"Lively Polly" cartons are neat and eye-catching. Effective displays are easily gotten up. Try the selling results of one to-day.

J. Hargreaves & Sons Liverpool, Eng.
Canadian Agents: McClellan Import Co., 301 Read Bldg.
MONTREAL

INDEX TO ADVERTISERS

A		M	
Ackerman, H. W.	12	Magor & Son	22
Adam, Geo.	56	Maclure & Langley	12
Armour & Co.	45	Malcolm Condensing Co.	
Atlantic Sugar Refineries ...	22	Inside Back Cover	
B		Mann, C. A.	12
Babbitt's Cleanser	8	Mathieu, J. L., Co.	6
Bain, Donald H., Co.	13	Macnab, T. A.	11
Benedict, F. L.	56	McLellan Import Co.	54
Betts & Co.	Inside Front Cover	Manness & Bingham	49
Borden Milk Co.	1	McKelvie & Stirrett	12
Bowman, J., Co.	56	Millman & Sons	12
C		Mennen Chemical Co.	8
Cane, Wm., & Sons	49	N	
Canada Sauce & Vinegar	6	McVitie & Price	54
Canadian Cereal & Flour Mills	41	McWilliams & Everist	53
Canadian Shredded Wheat Co.	15	National Cash Register Co. ...	5
Canadian Government	7	National Licorice Co.	48
California Fruit Growers' Ex-		O	
change	46	Oakey & Sons	56
Campbell Bros. & Wilson ...	20	P	
Chase & Sanborn	4	Patrick, W. G., Co.	3 and 12
Clark, W., Ltd.	9	Perry, H. L., Co.	13
Climax Baler Co.	4	Pugsley-Dingman Co.	47
Cochran, J. N.	11	Pure Gold Mfg. Co.	Front Cover
Cockburn, F. D.	13	R	
Connors Bros.	52	Red Rose Tea Co.	21
D		Rose & Lafamme	11
Denault Grain & Provision Co.	11	Rock City Tobacco	
Direct Supply Assoc.	56	Inside Back Cover	
Dominion Salt Co.	16	Reed, A. M.	56
Duncan, Jno., Co., Ltd.	19	Royal Baking Powder Co. ...	49
E		S	
Eckardt, H. P., Co.	51	Smith, E. D., & Son	10
Escott, W. H., Co.	13	Smith & Proctor	4
Eureka Refrigerator Co.	21	Specialty Paper Bag Co.	16
F		Spratts	6
Fearman, F. W., Co.	16	Stephenson-Blake	56
Freeman, The W. A.	16	Stevens-Hepner	21
Furnivall-New, Ltd.	14	St. Lawrence Sugar Co.	7
G		Street, C. M.	12
Gagne, G.	11	T	
Gausby, H. G.	56	Tanguay, A.	11
General Sales Co.	4	Thompson, G. B.	13
Grant, C. H.	13	Toronto Butcher's Supply ...	56
Guelph Soap Co.	14	Toronto Salt Works	56
H		Turner & Co.	13
Hamblin-Brereton Co., Ltd. ...	12	Turgeon, E.	11
Hargreaves Bros., & Co.	14	W	
Harper-Presnall Cigar Co.,		Wagstaffe, Ltd.	18
Ltd.	19	Walker, Hugh, & Son	53
Hop Malt Co.	56	Washington Coffee Co.	12
I		Watson & Truesdale	13
Imperial Extract Co.	45	White & Co.	53
Imperial Rice Milling	48	White, Fred J.	12
J		Webster, W. R., Co.	
Japan Tea Co.	17	Inside Front Cover	
L		Western Salt Co.	6
Loggie & Parsons	12	Wetheys	15
Lemon Bros.	53	Woodruff & Edwards	14
Lambe, W. G. A.	12	Woods, Walter	8
Lambert, Mrs. W. A.	56		

Perhaps You Are a Careful and Close Buyer

IT may be an ingrained caution. It may be that you have been "bitten" once or twice, and so are "shy." It may be that it is a developed habit—a measure and method of self-protection. But no matter why you may be a hard man to sell to, is not this true:

That many things bought by you, and now greatly esteemed, were stoutly resisted by you when the salesman brought them to your attention for the first time?

For example, a cash-carrier system, cash-recording system, typewriter, computing scale, plate glass windows, prism lighting, show-cases, loose-leaf systems—and almost everything else in common use nowadays by merchants, are resisted when they are first presented. But later, when they are bought, and when they have been given time to demonstrate their value, why, you could not induce the merchant to do without them.

All this leads up to this point:

Suppose we urge you to read THE FINANCIAL POST each week—to subscribe for it for a year at a cost of \$3.00 (52 issues), there is just a chance that you would resist the suggestion—not so much because of the \$3.00, but because "you don't see it."

Now the regular reading of THE POST will make you see your own and the Nation's Business in a bigger way, and by adding to your power to see things pertaining to Money and Business in a clearer, larger way, you will be a stronger man for the business in which you are engaged now. If you can grow to a stronger business man at a cost in money of \$3.00 a year, the chances are that you will not hesitate to pay the \$3.00.

Nothing that you can read outside the trade paper serving your field of business is so much worth while as the reading of a first-class business paper. The Business Outlook will help you in your business:

Will tell you when to get ready for poor business conditions, when to watch your collections with unusual care, when to buy sparingly, and when to prepare for big business. It will also help you with your banker. Will probably save you money in exchange on your cheques and drafts, because you understand the movements of money.

At any rate, we ask you to take the first necessary step in the direction of the larger business world which lies about you and close up to you and which is vitally connected with your affairs. We ask you to sign and return the form below, confident that you will be glad afterwards.

THE FINANCIAL POST OF CANADA

143-153 University Ave.,

Toronto

.....1916.

THE FINANCIAL POST OF CANADA,
143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I will remit \$3.00 to pay for my subscription on receipt of bill.

Name

Address.....

.....

Buyers' Guide

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED, ON COMMISSION, GOOD SIDE line for Maritime Provinces. A. M. Reed, Middleton, N.S.

YOUNG MAN EXPERIENCED IN GROCERIES and general store business, wishes position as travelling salesman; best of references. Box 205, Canadian Grocer.

MAIL ORDER GROCERY MANAGER seeks larger field than present one. Experienced in buying, operating, and catalog work. Confidential correspondence solicited. Box 206. Canadian Grocer.

OLD COUNTRYMAN, PRACTICAL GROCER and salesman, expert window dresser, ticket writer, solicitor, stockwrapper, buyer, etc., would like position as manager or leading hand, town or country. Box 210, Canadian Grocer.

AGENTS WANTED

FOR NEW BEER EXTRACT HOP-MALT—within prohibition law, no license required, sells everywhere, good commission. Hop-Malt Company, Beamsville, Ont.

FOR SALE

GROCERY STORE WITH RESIDENCE attached, store and fixtures, to close an estate. Good location on the main street of the town. Apply Mrs. W. R. Lambert, Elora, Ont.


FOR SALE—WELL ESTABLISHED GROCERY—two railroads, boat trade and connections on St. Clair River. Stock and goodwill about \$800. Courtright, Ontario. Box 209, Canadian Grocer, Toronto.

ONE OF THE BEST GROCERIES IN Toronto, averaging between seven and eight hundred per week, principally cash. Apply to H. G. Gausby, 109 Fulton Ave., Toronto; Gerrard 1985.

We are now located in our new and more spacious warehouse at
60-62 JARVIS ST.
TORONTO SALT WORKS
GEO. J. CLIFF

OAKLEY'S
KNIFE
POLISH

20102-2115



JOHN OAKLEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

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

TIE-UP PARCELS

Gummed paper tape does it neatly, quickly and cheaply. Your time is valuable, and twine is expensive. Sold in all widths.

GEO. ADAM CO., Dept. C,
410 Chamber of Commerce, Winnipeg

CHIVER'S

JAMS—JELLIES—MARMALADE

Are guaranteed absolutely pure and of the highest quality.

Send us your orders.

Agents:

Frank L. Benedict & Co., Montreal

Toronto Butchers' Supply Co. LIMITED

Cleaners, Importers, and Exporters of Sausage Casings, Packers' and Butchers' Supplies. Outfitters of Meat Markets. Pure Spices a Specialty. Butchers' Coats and Aprons.

49 DUNDAS STREET, - - TORONTO

PORT ARTHUR, ONT. MONTREAL

Fish—Salted Lake Herring

in Kegs or Pails. Ask for prices.

J. BOWMAN & CO.

(Note new address)

66 Jarvis St. Toronto

We are Wholesale Importers of
Peanuts Canned Crab
Oriental and Australian Goods

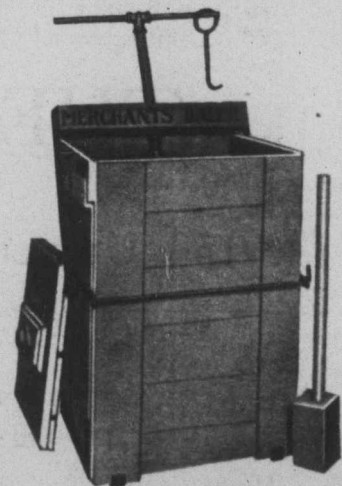
Canadian Distributors of
"WASHCLEAN"
Gold Medal Labor Saver for
Washing Clothes Without Rubbing
(2,000,000 users)

Direct Supply Association
509 Belmont House Victoria, B.C.

One Inch Space
\$1.00 Per Issue
on Yearly Order.

Merchants Baler

MADE IN CANADA



No.	Bale	Weight	Price
2	17x18x31	140 lbs.	\$21.00
3	18x24x33	160 "	25.50
4	18x26x36	175 "	27.75

"f.o.b. Toronto."

Stephenson, Blake & Co.
Manufacturers
60 Front St. West, - Toronto

CANADIAN GROCER



Keep Malcolm's Well Displayed

It will pay you. Every sale of Malcolm's is usually followed by steady "repeats," the kind of sales that bring you bigger business and better profits. Every Malcolm customer gets the unstinted satisfaction that only comes from goods of unimpeachable purity.

Put a display of Malcolm Milk Products on your counter to-day, and watch your profits grow.

We pay freight up to 50c per 100 lbs., and deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED
ST. GEORGE, ONT.

Why You Should Feature

KING GEORGE'S NAVY

HANDLE TOBACCO FOR BETTER BUSINESS

Adding a little tobacco corner to your showcase display will help your business along; it will bring you trade that you would never get otherwise. The men will begin to come in for their tobacco supplies, particularly the chewing fraternity, once they know you are selling

KING GEORGE'S NAVY

This is a line you cannot afford to omit from your displays. Order a good supply now and get King George's Navy working for you. The profits are good.



Handled by
the Wholesale
Trade

Rock City Tobacco Co., Ltd.

A FRUIT WINDOW CONTEST

HERE is another window dressing competition that should prove of wide-spread interest. In all the list of goods stocked in the Grocery Store, no line lends itself more readily to window decoration than fruit. No line brings such a ready response to the suggestion thus offered. If you have not had time to enter our Christmas contest, or even if you came into it, here is another opportunity facing you. Get your window in this contest without fail.

The Natural Decorative Quality of Fruit Makes Experience Unnecessary.

The Effort Will Convince You of the Effectiveness of the Fruit Window.

The Results Gained Will In Themselves Be a Compensation.

The CANADIAN GROCER, with the idea of convincing our readers of the effectiveness of the fruit window, and with the idea of stimulating trade in this line, and encouraging the stocking of a fuller line of fruit, has decided on this new contest. Get into the competition and help to make it a success.

Conditions of the contest are: The window must be decorated entirely with fruits. It may be all of one variety, or a general display as the competitor thinks best. Have the window photographed; about 10" x 7" is the best size. Have the photo as near this size as possible—not necessary to mount it. Mail copy to this office accompanied by a description of the window.

This Contest closes March 15, 1917. Be sure and have your entries in by that date.

The basis of judgment will be:

Selling Power, Attractiveness and Novelty.

PRIZES FOR BOTH TOWNS AND CITIES

The town store will not have to compete against the larger city store. We are making the contest as fair as possible.

THE PRIZES

Towns and Cities over 10,000 Population

1st Prize \$5.00
 2nd Prize 3.00
 3rd Prize 2.00

Centres under 10,000 Population

1st Prize \$5.00
 2nd Prize 3.00
 3rd Prize 2.00

Send photograph with description to

THE CONTEST EDITOR, CANADIAN GROCER

143-153 UNIVERSITY AVENUE

TORONTO