

# CANADIAN GROCER

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

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIV.

PUBLICATION OFFICE: TORONTO, APRIL 23, 1920

No. 17

## WHITTALL CANS

*for*

Meats      Vegetables      Milk  
Syrup      Fish      Paint      Etc.

**PACKERS' CANS**

Open Top Sanitary Cans  
and

**Standard Packer Cans**  
with Solder-Hemmed Caps

**A. R. Whittall Can Company Ltd.**

MONTREAL

*Established 1888*

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



## Introducing "Aladdin"

Not your old friend of boyhood days—but a modern Aladdin. Like the Aladdin of Arabian Nights fame, this one can do wonderful things.

His the unique privilege of making over fabrics. His the remarkable ability to turn things pink or blue or green or yellow.

No ordinary dye, this Aladdin—but

a new and wonderful Dye Soap that colors as it cleans.

Offered to you with our assurance that Aladdin will quickly become a great favorite with

Canadian women.

And to help it attain that Dominion-wide favor and become the quick seller its great merit deserves, we are going to advertise it to the public—*heavily.*

With your first gross of ALADDIN you can have on request a beautiful revolving display stand. This stand holds a gross of ALADDIN SOAP DYE packages—and provides an ideal way of placing it before your customers. This display stand is in itself a wonderful selling factor and an attractive counter novelty.

*To stock Aladdin is to rub a Magic Lamp. Presto! the Sales will come! With good profit to the Dealer who can say "I have it."*

Order the Revolving Display Stand containing one gross, assorted, ready to be placed on your counter. (Stand free with this assortment.) You will not have long to wait for the results.

**CHANNELL CHEMICAL CO. LIMITED, - DISTRIBUTORS  
TORONTO**



*Borden's*

# *Borden's*

MILK PRODUCTS LEAD IN QUALITY

## .... and Lead in Sales

It is a well-known fact that Borden's Milk Products require no sales talk. They sell themselves on their incomparable quality reputation and every sale creates a bond of goodwill between grocer and customer.

Borden's Milk Products are unquestionably the leading sellers in their field—a fact that every aggressive grocer should carefully consider. Stock up from the Borden list of rapid sellers. Your wholesaler will supply you.

SIX CANADIAN FACTORIES

The  
*Borden*  
CO., LIMITED

Leaders of Quality

MONTREAL

VANCOUVER



*Borden's*



## CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

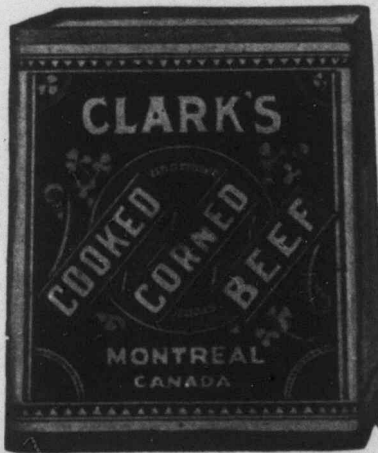
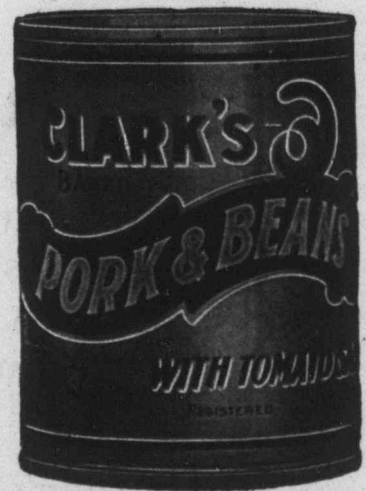
A Ready Summer Seller

Tasty, Nourishing and Reasonable in Cost

## CLARK'S PORK & BEANS

WITH TOMATO CHILI OR PLAIN SAUCE

Just as good as ever ;  
Just as popular, and  
Just the best money maker  
for you.



## CLARK'S CORNED BEEF

THE HANDIEST OF ALL MEATS FOR COLD LUNCH

The sizes No. 1 and No. 2 should be  
in every pantry

The 6-lb. can is excellent for slicing

*Made in Canada* ————— *By Canadians* ————— *For Canadians*

We Appreciate and Cater for Our Home Trade

### W. CLARK, LIMITED

MONTREAL

# SPICES

We offer for prompt shipment from source—documents reading, in transit to Vancouver—also from San Francisco and New York, in bond, the following spices:

## PEPPERS

Singapore Black  
 Singapore White  
 Lampong Black  
 Muntok White  
 Aleppey  
 Tellicherry

## GINGERS

Jamaica  
 African

## PAPRIKA

Spanish  
 Hungarian

*Quotations Upon Application*

**J. ARON & COMPANY, Inc.**  
 NEW YORK

*We can supply your demands in these lines and our following Canadian representatives will gladly quote you upon request*

NICHOLSON-RANKIN, LTD., Edmonton, Alta.	ALEX. F. TYTLER, London, Ont.	HUGHES TRADING CO. OF CANADA, LTD., Montreal, Que.
NICHOLSON-RANKIN LTD., Winnipeg, Man.	J. T. PRICE & CO., Hamilton, Ont.	DASTOUS & CO., REG., Sherbrooke, Que.
NICHOLSON-RANKIN LTD. Calgary, Alberta	LIND BROKERAGE CO. LTD., Toronto, Ont.	SCHOFIELD & BEER, St. John, N. B.
NICHOLSON-RANKIN LTD., Saskatoon.	JAMES KYD, Ottawa, Ont.	O. N. MANN, Sydney, N. S.
NICHOLSON-RANKIN, LTD., Regina.	HENRY M. WYLIE, Halifax, N. S.	A. T. CLEGHORN, Vancouver, B. C.

# LANKA TEA

## Helps in Selling LANKA

THE first and greatest merchandising force is *advertising* Lanka in *Magazines, Newspapers* and *Farm Papers* until the name stands for tea. Your customers will simply ask for *Lanka*.

Especially when they see the Lanka Display Card on your counter and in your window. This is the tie-up between our salesmen-in-print and your salesmanship-in-person, together with the striking Lanka package displayed on your shelves.

Finally we provide the novel little Lanka recipe book which is of unfailing interest to every housekeeper and hostess. It keeps the whole family interested in Lanka Tea, while its wonderful quality proves itself in every new way of using.

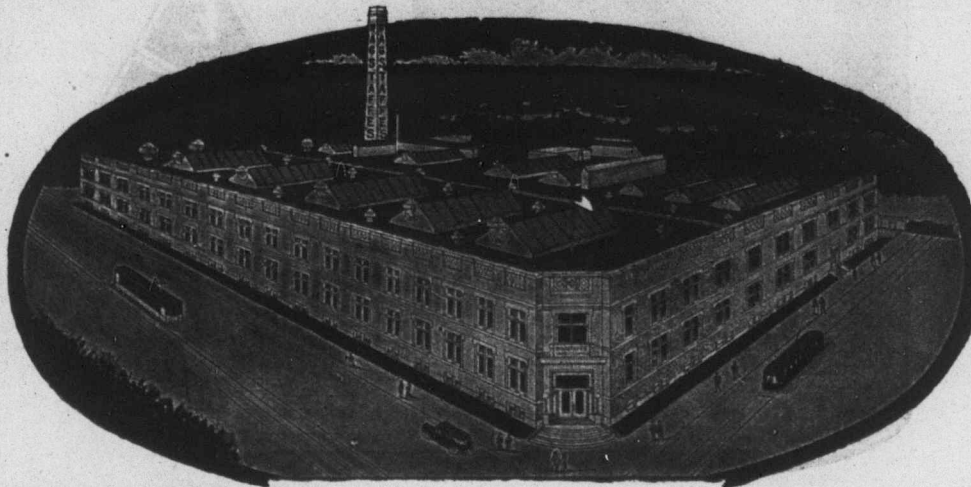
All you need is a stock of Lanka on your shelves—ready to provide your trade with the best the world produces at the popular price of 75 cents a pound.

WM. BRAID & CO., Importers, Teas, Coffees and Spices  
Vancouver, B. C.

Special Agents  
S. H. Moore & Company  
704 Excelsior Life Bldg., Toronto



# WAGSTAFFE'S



New  
Season's  
Seville  
Oranges

just arrived

**WAGSTAFFE LIMITED**  
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED  
PLANT IN CANADA, FOR FRUIT  
PRESERVING, CANDIED PEEL AND  
CRYSTALLIZED FRUITS.

We are now making delivery of our

## New Season's

Celebrated

# Seville Orange Marmalade

All Orange and Sugar, No Camouflage

*Order from Your Wholesale Grocer*

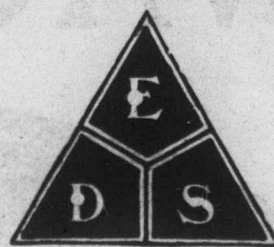
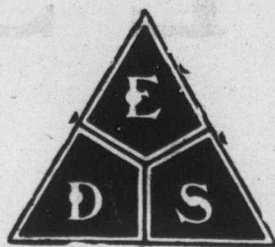
# Wagstaffe Limited

Pure Fruit Preservers

**Hamilton**     - -     - -     **Canada**

Representatives: H. P. Burton, 513 Dominion Bldg., Vancouver, B.C.; Dominion Brokerage Co., Edmonton, Alta.; Dominion Brokerage Co., Calgary, Alta.; W. H. Escott Co., Ltd., Winnipeg, Man.; W. H. Escott Co., Ltd., Saskatoon, Sask.; W. H. Escott Co., Ltd., Regina, Sask.; W. G. Hinton, 89 Marchmont Rd., Toronto, Ont.; H. G. Smith, 386 Beaconsfield Ave., N.D.G.

Montreal, Que.: J. B. W. Smith, 708 Waterloo St., London, Ont.; F. G. Knox, Collingwood, Ont.; W. S. Clawson & Co., St. John, N.B.; H. M. Wylie, Room 6, Union Bank Bldg., Halifax, N.S.; R. M. Fulton 7 Duke St. Truro N.S.; John Rossitor, St. John's, Nfld.



## This 4 Pound Pail makes the most economical and profitable sale

There's a larger profit for you and a greater saving for your customers if you sell them E.D.S. Brand Jams, Marmalades, etc., in four-pound pails.

The consumer always receives in E.D.S. goods, products made from only choice, sound fruit and pure granulated sugar.

# E. D. Smith & Sons, Limited

WINONA, ONTARIO

AGENTS:

Newton A. Hill, Toronto  
W. H. Dunn, Ltd., Montreal

Watson & Truesdale, Winnipeg  
Donald H. Bain Co., Calgary, Alta.

Donald H. Bain Co., Edmonton, Alta.







## ELKHORN CHEESE

IN TINS - 8 VARIETIES

A Cheese that will keep without ice—guaranteed indefinitely in any season or climate. Free from the dust and dirt of marketing abuses.

MR. DEALER—Now is the time to display Elk horn Cheese in Tins on your counter and in your windows. Steady sale every month of the year. Sure profit—quick turnover. Write for samples and full information.

- 8 Varieties
- Kraft
- Pimento
- Chile
- Rarebit
- Roquefort
- Camembert
- Limburger
- Swiss

Sales Representatives

Wm. H. Dunn, Ltd.,	-	180 St. Paul St., Montreal
Dunn-Hortop, Ltd.	-	Board of Trade Bldg., Toronto
J. A. Tilton	-	St. John, N.B.
Pyke Bros.	-	Halifax and Sydney, N.S.
Buchanan & Ahern	-	Quebec, Que.
Richardson, Green Ltd.	-	Winnipeg, Man.
Oppenheimer Bros.	-	Vancouver

Manufactured by

**J. L. KRAFT & BROS. CO.**

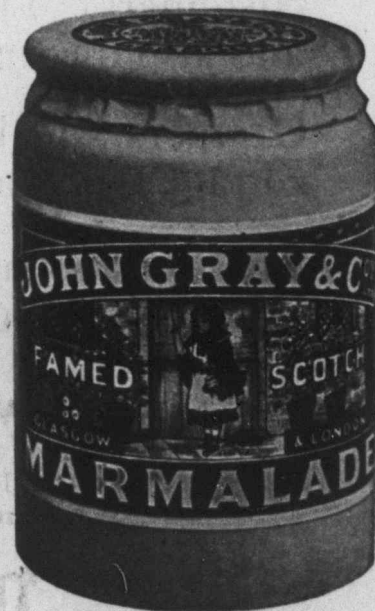
# JAMS MARMALADES PEELS

**John Gray & Co., Ltd., Glasgow**

Established over a Century

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

# CONFECTIONERY MARZIPAN CHOCOLATE



Agents:

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

## DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

### Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton; Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N. B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax; N. S.; C. T. Nelson, Victoria, B. C.

## Dodwell & Co., Ltd.

Importers and Exporters  
VANCOUVER



# HOPS

In Quarter and Half Pound  
Full and Short Weight Packages  
**BUY DIRECT FROM THE PRODUCER**  
**BRITISH COLUMBIA HOP CO., LTD.**

Ranches located at  
Sardis, Agassiz,  
B. C.

Head Sales Office:  
235 Pine Street  
San Francisco,  
California.



## Largest Hop Growers in Canada

Write for Prices—Samples

AGENTS: For Western Canada—Donald H. Bain Co., Winnipeg, Man. Ontario—Raymond & Raymond, London, Ontario. Quebec and New Brunswick—Arthur P. Tippet & Co., Montreal, Quebec. Newfoundland—Globe Trading Co., St. John's, Newfoundland. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

*“The Pink of Perfection”*

# CASCADE SALMON

EVERY TIN IS GUARANTEED

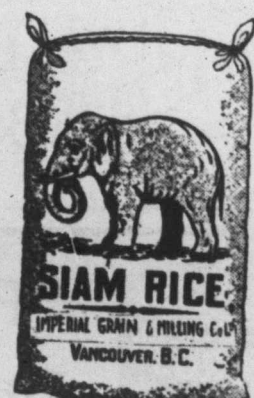
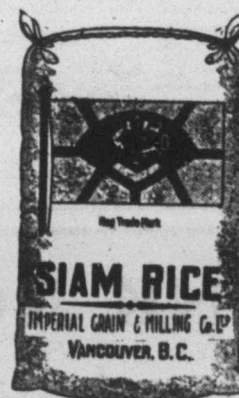


Pounds and Half  
Pounds

British  
Columbia  
Packers'  
Association  
Vancouver, B.C.

## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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



EVERY MORSEL EDIBLE AND DELICIOUS

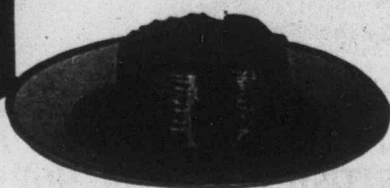
A Customer does not begrudge the money necessary to properly prepare food for her table.

**Albatross Pilchards Are Worth Their Price**

Clayoquot Sound Canning Co., Ltd.  
VICTORIA

AGENTS:

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



*"Yes, send me 'Red Arrow' Biscuits again, I was pleased with the last."*



Mr. Grocer — It invariably works out like this.

Made in  
Vancouver



Made in  
Regina

**It's Only a Matter of a Few Hours**



from the time the Herring is snatched wiggling from the icy brine of the North Pacific, till our cannery has dressed him in the

**Wallace Tartan**

WALLACE FISHERIES LIMITED  
VANCOUVER



**"PINK ROSE"  
BRAND  
Canned Salmon**

Is the best combination of Quality and Value to be found in the Grocery Store. Figure it out yourself. It is cooked in 1/2-lb. and 1-lb. tins.

**READY FOR EATING**



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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

BRITISH COLUMBIA

## Squirrel Brand PEANUT BUTTER

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

**C. T. NELSON**  
Grocery Broker and Manufacturers' Agent  
534 Yates Street, Victoria, B.C.  
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Agent for shippers of Oriental products.  
VICTORIA - VANCOUVER

**PETER LUND & COMPANY**  
Manufacturers' Agents  
Can sell, and if required, finance one or two additional staple lines for  
British Columbia Territory  
Interested manufacturers please communicate.  
505 Metropolitan Bldg., Vancouver, B.C.  
Reference Merchants Bank of Canada, Vancouver, B.C.

ALBERTA

**PACIFIC CARTAGE CO.**  
C.P.R. Carters  
Office: C.P.R. Freight Sheds CALGARY  
Distribution of Cars a Specialty  
Storage and Forwarding Prompt Service

**B. M. Henderson Brokerage, Ltd.**  
Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)  
Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables

**Western Transfer & Storage, Ltd.**  
C.N.R. Carters C.P.R.  
DISTRIBUTION - STORAGE - CARTAGE  
P.O. Box 666, Edmonton, Alta.  
Members of the Canadian Warehousemen's Association

The Advertisers would like to know where you saw their advertisements—tell them.

**JOHN PRITTY, Ltd.** Merchandise Broker and Manufacturer's Agent  
Head Office: REGINA, Sask.  
SALES CONNECTIONS IN ALL THE LARGE CENTRES OF CANADA AND THE STATES.  
Specializing in carlots—Butter (Creamery and Dairy), Eggs, Potatoes, Poultry, etc., etc.  
WE ARE IN DAILY TELEGRAPHIC TOUCH WITH ALL THE MARKETS. LET US SERVE YOU. WE GUARANTEE EVERYTHING WE SELL.

### A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.



### OAKEY'S "WELLINGTON" KNIFE POLISH

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

**John Oakey & Sons, Ltd.**  
Manufacturers of  
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, S.E.1., Eng.

Agents:  
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg  
Sankey & Mason, 839 Beatty Street, Vancouver.

When Writing to Advertisers Kindly  
Mention this Paper

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**THE McLAY BROKERAGE CO.**  
WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS  
*Take advantage of our Service*  
WINNIPEG MANITOBA

**A. M. Maclure & Co.**  
MALTESE CROSS BUILDING  
WINNIPEG  
IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALIES

**Richardson Green, Limited**  
MANUFACTURERS' AGENTS

Calling upon the Grocery, Hardware and  
Drug Trade.

Winnipeg Regina  
Edmonton  
Calgary Saskatoon

We work The Retail Trade

**W. L. Mackenzie & Co., Ltd.**  
Head Office: Winnipeg  
Branches at  
Regina, Saskatoon, Calgary, Edmonton

**C. H. GRANT CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents  
810 Confederation Life Bldg., Winnipeg  
We have the facilities for giving manufacturers  
first-class service.

**Geo. W. Griffiths & Co., Ltd.**

346 Princess Street  
Winnipeg, Manitoba  
*Selling Agents and Brokers*  
Grocery Specialties, Druggists' Sundries  
Pipes, Cigarettes, Tobaccos and  
Smokers' Sundries

**HERALD BROKERAGE CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents.  
We give you the best of service.  
617 McIntyre Bldg. | 16 Board of Trade Bldg  
Winnipeg, Man. | Calgary, Alberta

Why Not Build Up Your Trade in the  
West, by Appointing Us Your Agents?  
**MOWAT & McGEACHY**  
(MANITOBA) LIMITED  
Agents for MOIR'S Chocolates  
Confectionery, Grocery and Drug Trade  
91 Albert St., Winnipeg, Man. and at Saskatoon

## Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Through our chain of branches covering Western Canada from  
the Great Lakes to Vancouver, we are in daily touch with all  
Jobbers in our territory.

Having selling staffs and fully equipped warehouses at each  
branch, we are in an unexcelled position to give service to any  
manufacturer or shipper desiring to enter this market, or who  
wishes to extend his present business.

LET US SHOW YOU.

Head Office : WINNIPEG, MAN.

Branches at:  
REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.  
EDMONTON, ALTA. VANCOUVER, B. C.  
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**  
 Mfrs. Agent and Importer  
 Groceries and Chemicals  
 Headquarters for Dipping Sulphur  
 533-537 Henry Ave., Winnipeg

MANITOBA  
 SASKATCHEWAN

Wholesale Grocery Commission  
 Brokers

ALBERTA  
 WESTERN ONTARIO

## H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

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



### The Largest in Western Canada

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

**Williams Storage Co.**  
 WINNIPEG  
 and  
 Winnipeg Warehousing Co.

### Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
 STORAGE  
 DISTRI-  
 BUTION

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



## CHRISTIE'S BISCUITS and ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.  
Both lines are having big sales.

For the same reason your goods should be  
among the big sellers.

## Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

## C. DUNCAN & SON

Manufs. Agents and Grocery Brokers

Cor. Princess and Bannatyne  
WINNIPEG

Estab. 1899

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

## H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

## W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—  
Commission Merchants

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

### SALES FORCE

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

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

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

WRITE US TO-DAY

HEAD OFFICE

Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask.

Saskatoon, Sask.

Fort William, Ont.

Calgary, Alta.

Edmonton, Alta.

## The Norcanner Brand



of "Brisling" Sardines are packed in Quarter Dingley tins from the finest summer caught Brisling with Virgin Olive Oil. You'll find the price right and the profit good.

## Bravo Brand Sild Sardines

Another brand of high class sardines. In Quarter Dingley and Eighth Size tins. A real delicacy.



Your jobber can supply you

## NORCANNERS, LIMITED STAVANGER, NORWAY

American Headquarters:  
105 Hudson Street, New York

Canadian Agents:

C. B. Hart Reg.  
Montreal

A. S. May & Co.  
Toronto

Donald H. Bain Co.  
Winnipeg



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ONTARIO

**J. K. McLAUHLAN**  
Manufacturers Agent and  
Grocery Broker  
Kellogg's Toasted Corn Flakes  
McLauchlan's Biscuits  
Waddell's Jam  
45 Front St. East, TORONTO.

**MACLURE & LANGLEY**  
LIMITED  
Manufacturers' Agents  
Grocers, Confectioners and Drug  
Specialties  
12 FRONT ST. EAST, TORONTO

**CRUICKSHANK & GUILD**  
Manufacturers' Agents  
32 Front St. West,  
TORONTO and OTTAWA

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



32 Front  
TORONTO St. West  
CANADA

**W. G. PATRICK & CO.**  
Limited  
Manufacturers' Agents  
and Importers  
51-53 Wellington St. W., Toronto

**C. MORRIS & COMPANY**  
Importers Exporters  
Grocery Brokers  
Head Office: TORONTO U. S. Office:  
CHICAGO, ILL.

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

**MANUFACTURERS**  
We are desirous of obtaining the Selling  
Agency of a line of Grocers Specialties for  
Toronto and Eastern Ontario.  
*We cover both wholesale and retail trade.*  
CHADWICK & CO., Commission Brokers  
34 Duke St., Toronto



Because of the correct  
methods used in the  
preparing of

## Marsh's Grape Juice

you will find that it  
will keep its clear,  
bright appearance,  
and not grow cloudy  
with a sediment de-  
posit in the bottom of  
the bottle.

Don't hesitate to buy  
it in quantities—the  
last case you open  
will be in as good  
condition as the first.

**The Marsh Grape  
Juice Company**  
NIAGARA FALLS, - ONT.

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

## "The Grocer's Encyclopedia"

This book gives concisely the  
history of all kinds of food-  
stuffs from A to Z. Well  
illustrated by half tones, many  
of them in color.

Contains 478 pages.  
Is 11 x 9 inches in dimensions  
and 2 in. thick and well bound.

Gives you the information you  
want to know about the  
growth, origin, harvesting,  
etc., of all domestic and for-  
eign goods sold in grocery  
stores.

Will assist you and your clerks  
in buying and selling.

Price is \$10.50  
Sole Agents for Canada

**MacLean Publishing Co., Limited**  
143-153 University Ave., Toronto

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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## QUEBEC

### ROSE & LAFLAMME LIMITED

*Commission Merchants  
Grocers' Specialties*

MONTREAL TORONTO

### Look These Over THEN ORDER

HALL SALMON, EPPS COCOA,  
SYMINGTON'S SOUPS AND GRAVIES,  
MAPLEINE, THUIS SARDINES,  
HERRINGS.

J. C. THOMPSON COMPANY  
MONTREAL, QUEBEC

### AGENCIES WANTED

For Food Products, Confectionery, etc.  
For the Dominion. Best References.

H. S. JOYCE,  
Room 903 Southam Bldg., Montreal

### MANUFACTURERS

Place your merchandise with a modern up-to-the-minute Agency in 1920.

#### O. M. SOLMON

MANUFACTURERS' AGENT, IMPORTER,  
EXPORTER, COMMISSION MERCHANT  
Is open to represent several new progressive  
manufacturers in the New Year.  
4492 St. Catherine St. W., Montreal

### PAUL F. GAUVREAU

Wholesale Broker  
Flour, Feeds and Cereals,  
84 St. Peter Street, Quebec.

I am buyer of flour, feeds, grains of all  
kinds, damaged grain, also cereals. Mail  
samples.

### AGENCIES WANTED

For food products, jams and confectionery  
lines for the Province of Quebec, also for  
Egypt, Roumania, Bulgaria, Turkey, Greece  
and Italy. Good connections and best re-  
ferences. Levant-American Mercantile Co.,  
Ltd., 406 Power Bldg., 83 Craig W., Mont-  
real.

### WANTED

Agencies for food products for the  
City of Montreal, best references.

SILCOX & DREW  
33 NICHOLAS ST., MONTREAL

### AGENCIES WANTED

Our representative cover the Island of Cape Breton  
at regular intervals. No consignments accepted.  
Best references given by letter to interested parties.

INGRAHAM SUPPLY COMPANY, LIMITED  
Wholesale Commission Merchants  
and Manufacturers' Agents  
SYDNEY, N.S.

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

### A. H. M. HAY

General Produce & Lumbermen's  
Supplies

Phone 5311 98 St. PETER ST.  
Residence 6383 QUEBEC

### MARITIME PROVINCES

### GAETZ & CO.

MANUFACTURERS' AGENTS AND  
GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

TELEPHONE MAIN 7143

### ST. ARNAUD FILS CIE

GROCERY BROKER

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

### BRITISH GUIANA

Why not build up your trade in  
British Guiana and the West In-  
dies, by appointing us your Agents?

#### McDAVID & CO.

Manufacturers' Representatives  
41 Robb Street, Georgetown, Demerara,  
British Guiana  
Exporters: Cocoanuts, Coffee, Rice, Cocoa.

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION NAME OF THIS  
PAPER

## TURKISH DELIGHT HAREM BRAND

The only genuine Turkish Delight.  
Packed in 10 lb. Wooden Boxes, 100 lbs. to the Case.  
Plain or with nuts.

Mail us your order.

### DOMINION SALES COMPANY

General Sales Agents

ROOM 412, BIRKS BLDG. MONTREAL, QUE.

## Malt Extract

The New Preparation for Making Beer

Easily made, and selling in many  
Grocery Stores, no Dealer's  
License is required.

We require representatives in every  
Province in Canada. Good proposition.  
Big sales.

CANADIAN MALT EXTRACT CO., REG'D  
298 St. Urbain St., Montreal



# All the Newspapers Carry the Story of MACDONALD'S TOBACCO

172 of Canada's leading newspapers and periodicals tell of the quality of the "Tobacco with a Heart."

The dealer who sells Macdonald's sells an article which has maintained a standard of quality for 60 years—and moreover it is one of the most profitable lines in the Tobacco Trade.

**PLUG SMOKING**  
BRIER  
INDEX  
BRITISH CONSOLS



**PLUG CHEWING**  
PRINCE OF WALES  
CROWN  
BLACK ROD (Twist)  
NAPOLEON

Selling Agents :

Hamilton—Alfred Powis & Son.  
London—D. C. Hannah.  
Manitoba and North-West—The W. L. MacKenzie & Co., Limited, Winnipeg.  
British Columbia—George A. Stone, Vancouver.

Quebec—H. C. Fortier, Montreal.  
Nova Scotia—Pyke Bros., Halifax.  
New Brunswick—Schofield & Beer, St. John.  
Kingston—D. Stewart Robertson & Sons.  
Ottawa—D. Stewart Robertson & Sons.  
Toronto—D. Stewart Robertson & Sons.

**W. C. MACDONALD REGD.**  
INCORPORATED  
**MONTREAL**

# THE BISCUITS OF HUNTLEY & PALMERS, Limited READING AND LONDON

are renowned throughout the whole world as being the finest that are made, and unequalled both for quality and for keeping properties.

Amongst their greatest favourites are the following:—

<b>BREAKFAST</b>	The most perfect type of unsweetened rusk.
<b>DIGESTIVE</b>	Made from selected meal. Short eating, highly nourishing and easily digested.
<b>DINNER</b>	Especially suitable for serving with soup or for use with butter or cheese.
<b>GINGER NUTS</b>	Unique, delicious and unrivalled. As popular now as in the days of our grandfathers.
<b>NURSERY</b>	An excellent food for children and invalids. For many years they have had a large and increasing consumption both in England and abroad.
<b>OSBORNE</b>	Often imitated — never equalled. Slightly sweet.
<b>PETIT BEURRE</b>	Favourites even when our parents were young.
<b>TEA RUSKS</b>	Very delicate and much appreciated at Afternoon Tea.

### *Representatives :*

**NOVA SCOTIA and PRINCE EDWARD ISLAND**

John Tobin & Co.  
Matin Street, Halifax, N.S.

**NEW BRUNSWICK**

Angevine & McLaughlin  
P.O. Box 5, St. John, N.B.

**QUEBEC**

Rose & Lafamme, Ltd.  
500 St. Paul Street West, Montreal.

**ONTARIO**

The MacLaren Imperial Cheese Co., Ltd.  
69 Front Street East, Toronto.

**MANITOBA, SASKATCHEWAN and ALBERTA**

W. Lloyd Lock & Co.  
104 Princess Street

**BRITISH COLUMBIA—  
MAINLAND**

Kelly, Douglas & Co., Ltd.  
Water Street, Vancouver, B.C.

**VANCOUVER ISLAND**

R. P. Rithet & Co., Ltd.  
Victoria, B.C.

**NEWFOUNDLAND and LABRADOR**

P. E. Outerbridge  
P.O. Box 1131, St. John's, N.F.

## HUNTLEY & PALMERS, LIMITED

READING AND LONDON, ENGLAND

# "Let's Clean House"

**J**UST as every good housewife gets busy with her "enemies of dirt" when spring comes, so every good merchant has a thorough store-cleaning at least once a year, when the store takes on a fresh, attractive appearance that is good for the store and for the customers. There is no way to estimate in dollars and cents the advantage of a clean store and clean stock.

## *To Assure Clean, Well Kept Stock To Insure Increasing Sales and Profits*

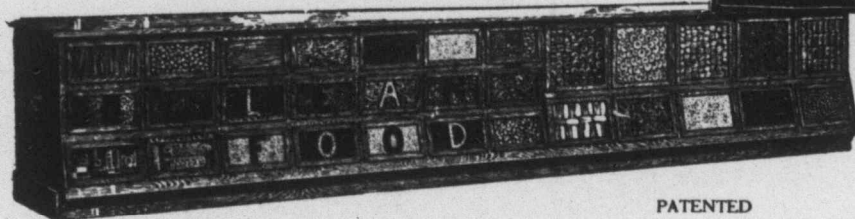
Make your Spring house-cleaning a notable event, by installing in your store—a

# *Sherer Sanitary Grocery Counter*

Holds 2,000 pounds of bulk food. One clerk can do the work of two. It saves waste—makes money for you.

**By the Pound**

Nearly 70,000 of these counters now in use all over America and Canada in stores big and little.



PATENTED

**I**F you don't know this counter and haven't seen it, you should lose no time in finding out about it. It will pay for itself day by day. You need it. All users wonder how they ever got along without it. We take all the risk. Write us to-day! Now! We will explain the plan and tell you all about it.

**To  
Make  
More  
Money**



**Sherer-Gillett Company**  
GUELPH, ONT.

**Sherer-Gillett Co., Dept. 57**  
Guelph, Ont.

Send us particulars and terms.

Name \_\_\_\_\_

Town \_\_\_\_\_

Province \_\_\_\_\_

**Send Us the Coupon with Your Name!**

# 50% MORE PROFIT ON DIAMOND DYES

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

## Have Clerks ask 15c a Package

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

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

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

**WELLS & RICHARDSON CO., Limited**

200 MOUNTAIN ST.

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MONTREAL, P.Q.



**Want More?  
You Bet He Does!**

You will never fill him up  
—but you can watch him  
growing daily in health  
and vigor when you give  
him plenty of

**Wantmore  
PEANUT BUTTER**

Economical for so many dainty eatables—make its use regular on your table. It's good for the whole family.

Your dealer has it, and also  
"Wantmore" Salted Peanuts

**R. L. FOWLER COMPANY LIMITED**  
CALGARY SASKATOON REGINA



**Good profits plus  
rapid turnovers**

Fowler advertising is constantly creating goodwill towards Fowler Products. Over two million readers of Canadian Dailies and Farm Magazines are being told just why "Wantmore Peanut Butter" is "The Best Spread for Bread" and the best buy in the peanut butter market.

The effect of this extensive campaign, coupled with the supreme quality and flavor of this dependable line, is making itself evident with Canadian grocers in the shape of larger sales, increased profits and rapid turnovers.

Send for our free electros, similar to the above cut, to be used in your local advertising. Just mail us a postal card and we will gladly send them.

**R. L. Fowler & Co., Ltd.**

Manufacturers

CALGARY

SASKATOON

REGINA

# Quick, Sure and Often

that's the way profits must come to make "real money." The slow-sellers that were bought to show a "big" profit soon eat that up in interest and in rent for the space they occupy so long on the shelf—Presently, even the imaginary profit has vanished and they become a charge. Then perhaps you try to send them back for your good money again—but you find it can't be done

## DON'T BE MISLED

The only Tea that you can play safe with, turnover the quickest and that will give the greatest satisfaction to all concerned is

# "SALADA"

## Selling Idea No. 2



### APROL

Arrange a nice display in the center of your store

W. J. BUSH CITRUS PRODUCTS CO. Inc.  
NATIONAL CITY, CALIFORNIA, MONTREAL, TORONTO

## A Profitable Five Cent Line for Your Confectionery Dept.

### Kerr's Butter Scotch

—a delicious confection made from the purest of ingredients and packaged in a handy, attractive carton.

You'll find it a good steady seller offering a worth while profit margin. At all wholesalers and confectioners.

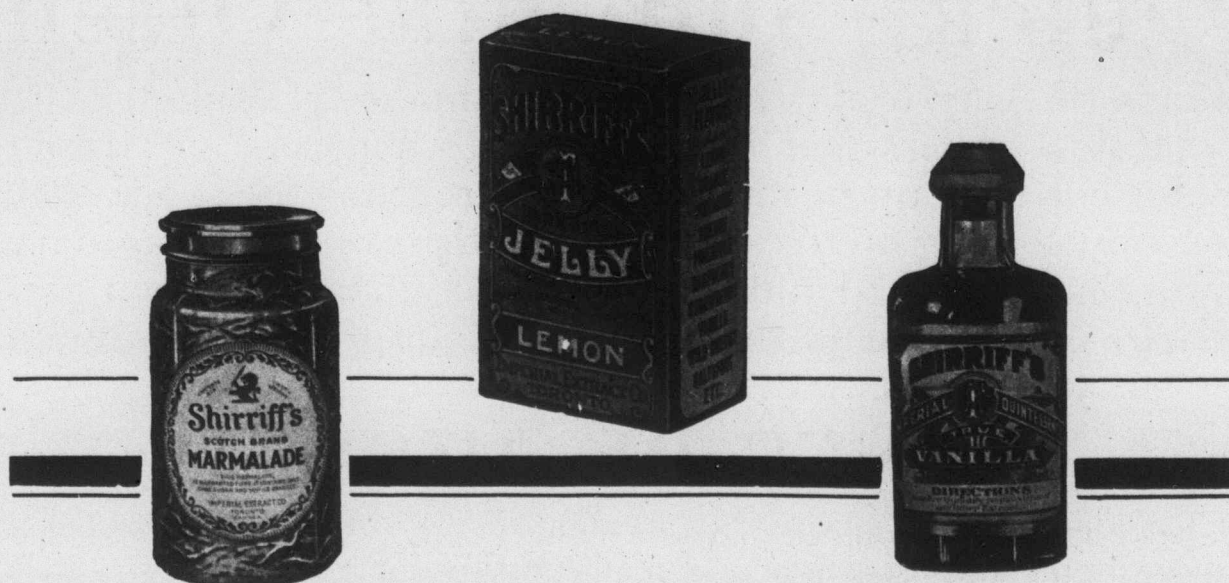
### Kerr Bros.

Toronto, Ontario



Agents:

F. D. Cockburn Co., Winnipeg. David Brown, 167 Cordova St. W., Vancouver, B.C. Stevens & Co., St. Nicholas St., Montreal



## Made to Maintain their Reputation

**A** MERCHANT is known by the quality of goods he sells—a manufacturer by the quality of goods he makes. The enviable reputation of the Shirriff products is the natural outcome of their high quality and skilful preparation. The Shirriff products are made to uphold their own good name, as well as yours. The three featured are steady, all-year sellers and sure repeaters. Quick sales and substantial profits make them a profitable line to handle.

### SHIRRIFF'S MARMALADE

a delicious preserve — made from selected Seville oranges and pure cane sugar. Our large national advertising campaign during 1920 will keep this brand constantly in the public eye. A sure, quick seller with all classes of trade.

### SHIRRIFF'S JELLY POWDERS

are made in all the popular varieties. Their fresh-fruit flavors make them favorites every where. After a single trial most purchasers specify "Shirriff's." It is time now to stock up for the warm weather demand.

### SHIRRIFF'S TRUE VANILLA

is extracted from the real Mexican Vanilla bean. Its fine, rich flavor insures its popularity with those who appreciate quality flavorings. You will find it profitable to carry a complete line of the Shirriff Extracts.

## IMPERIAL EXTRACT COMPANY

TORONTO - ONTARIO

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

# Shirriff's



# Losing Trade to Pedlers?

**Y**OU know some of your customers buy their tea from the pedler. Perhaps if you made a list you would be surprised to find out how much tea trade you are losing.

You might see it would be worth making a strong effort to regain this trade.

Red Rose will help you. It is a tea that the pedler does not sell and cannot match.

Your bulk tea and the pedler's bulk tea look the same to the housewife.

But Red Rose is different. It is a "distinctive" tea—blended by experts — trade-marked — packaged—advertised.

Red Rose will win and hold trade for you.

## T. H. ESTABROOKS CO., LIMITED

St. John

Montreal

Toronto

Winnipeg

Calgary

### MESSRS. GRIMBLE & CO., LTD.

Invite Your Enquiries  
For a Supply of

# MALT VINEGAR

IN BULK OR BOTTLE.

Letters should be sent to

**THE VINEGAR BREWERY**

CUMBERLAND MARKET

LONDON, N.W. 1, ENGLAND

## Do you need a good man?

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

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

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

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

*Send along your ad. to-day.*

## The Canadian Grocer

143-153 University Ave., Toronto

"Keen's" Oxford Blue sells all the year round, but every spring the enquiry is greatly increased.



There's greater satisfaction selling "quality" products like

## Keen's Oxford Blue

Every time you sell this line you can stake your reputation on its peerless quality and feel absolutely certain that it will win goodwill and give complete satisfaction.

Better look over your stock and see that you have plenty for the spring house-cleaning demand.

Canadian Agents:

### Magor, Son & Co., Limited

191 St. Paul Street, Montreal

Toronto Branch: 30 CHURCH STREET

# Abbey's EFFERVESCENT SALT

Makes Life WORTH LIVING

## The Line of Least Resistance.

It is easier to sell a well-advertised article than one not advertised.

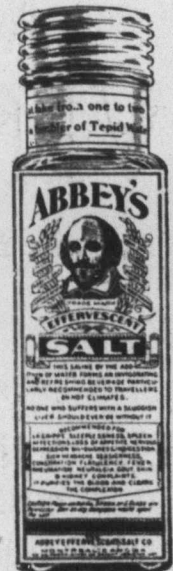
*Abbey's Salt is advertised in newspapers, on the billboards and in the street cars.*

It is easier to sell a well-known article than one which must be "pushed."

*Abbey's Salt has been the favorite family saline for more than a quarter of a century.*

It is easier to sell an article of recognized quality than one of unknown value.

*Abbey's Salt is regularly prescribed by physicians and recommended by druggists.*



The Abbey Effervescent Salt Company, Montreal

# CANADIAN GROCER

VOL. XXXIV

TORONTO, APRIL 23, 1920

No. 17

## "We Consider Mail Order Houses the Fairest Competition We Have"

George R. Bradley, of R. P. Bradley & Sons, St. Catharines, Ont., Does Not Look Upon Them as a Menace—The Bradley Firm Recently Celebrated 21 Years in Business

**C**ELEBRATING their coming of age year recently, R. P. Bradley and Sons, St. Paul Street, St. Catharines, Ont., and Niagara Falls, Ont., have seen their grocery business grow from a very small beginning to the present prosperous concern that it now is. Three stores comprise the Bradley business. Two are situated on St. Paul Street, St. Catharines, and one in Niagara Falls, Ont. While the name of R. P. Bradley, father of George R. and A. E. Bradley, is associated in the firm name, he has had very little to do with the success of the concern. Lending his name to the business at its start, because of the youthful years of his son, George R. Bradley, he has been more or less associated in a nominal way with the store, but the real success of the business has been due to the enterprise and enthusiasm of his son.

### Had Little Experience

When George R. Bradley first entered the grocery field in St. Catharines, on February 15, 1899, he had a minimum of grocery experience, but an abundance of determination and ideas, to make it a success. The fact that he has prospered and grown, through the period of twenty-one years, is due to the perseverance and enthusiasm that he has thrown into his business. At the commencement he was told that there was no room for another grocer, that his term in business would be shortlived, and generally he was making a very big mistake. He was met with the refusal of certain firms to give him goods, and he



could not get the discounts from wholesalers. His initial capital was only \$150, but to-day, in his three stores, he is turning over more than a quarter of a million dollars annually, and the business has gone ahead in leaps and bounds. Mr. Bradley has never failed to introduce methods into his stores that make for the betterment and progress of his business. He has been a constant advertiser in the daily paper of his town since the first day he opened, and the St. Catharines and Niagara Falls papers

from the first, and a special feature has been made of service. R. P. Bradley and Sons were the first to introduce in their town systematic delivery, giving the people four deliveries a day, and the adjoining towns of Merriton and Thorold one delivery each week. "We have met unfair competition by giving values of our own," Mr. George Bradley remarked to CANADIAN GROCER on the occasion of a recent visit.

### Exact Cost Each Month

"We have a system in our stores of telling us the exact cost of doing business, every month," he continued. Each year on January first, we take an inventory, and find the actual results of the past year. We go carefully over them, and gauge our plans for the coming year accordingly.

We have daily cash reports submitted from each store, and from them a monthly report is made out by a disinterested accountant, who keeps a running audit of our books throughout the year. Last year, we were able to keep our cost of doing business down to a minimum, and lower than what is actually considered a necessary percentage to carry on business by the aver-

### *Knows the Cost of Doing Business Each Month, With Present System*

"We have a system in our stores of telling us the exact cost of doing business every month. Each year on January first, we take an inventory, and find the actual results of the past year. We go carefully over them, and gauge our plans for the coming year accordingly. We have daily cash reports submitted from each store, and from them a monthly report is made out by a disinterested accountant, who keeps a running audit of our books throughout the year. Last year we were able to keep our cost of doing business down to a minimum, and lower than what is actually considered a necessary percentage to carry on business by the aver-

age grocer. We have always made the practice of returning the money to a customer if not satisfied, and we do not consider the mail order houses a menace to our business. They are the fairest competition we have, as they publish prices the same as we do. We endeavor to meet their competition. We believe in quantity buying and a close price, in

never appear without the advertisement of R. P. Bradley and Sons. This firm is the third largest retail advertiser in the City of St. Catharines, and much of the success of the concern is attributed to the fact that the Bradleys have gained the confidence of the public through their advertisements. The stores have been run on both a credit and cash basis

order to turn over the goods quickly."

#### The Branch Stores

The Bradley firm opened their store at Niagara Falls, Ont., in September, 1905, and in 1907 a branch was opened at Chatham, Ont., which was dispersed of in 1915. The second store, on St. Paul Street, St. Catharines, was opened in August, 1918. In 1913, A. E. Bradley entered the firm, and has since been associated with it. But in spite of business, both Major George R. Bradley,

senior member of the concern, and Capt. A. E. Bradley found time to serve their country in the great war. From the first declaration of hostilities, Major Bradley served in the militia. At the outbreak he did guard duty for some time on the Welland Canal. In 1915, he was made second in command of the 81st C.E.F. battalion, and was given special mention for his services in England, during a period of three and a half years. Capt. A. E. Bradley served from

1917 to 1919 in the Forestry battalion. Returning from overseas they once more directed their energies to the promotion of their business, and last year witnessed the largest turnover in the history of the firm.

The Bradley stores employ a staff of twenty-five, and every effort is made to give the best possible service. Throughout the year, the Wednesday half holiday is observed, and the stores close Saturday nights at 9.30.

## Computing Margins on the Sale Price: Henry Johnson, Jr., Visits Toronto Grocers

Paul Findlay, of Los Angeles, Cal., as He is Known in Private Life, Talks to Grocers' Section of R.M.A. on the Secrets of Successful Merchandising

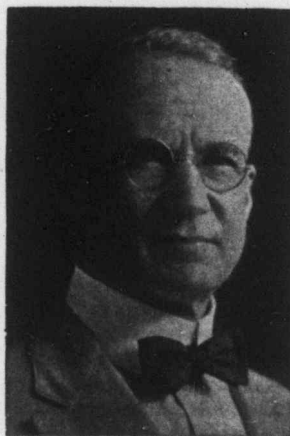
(Staff Correspondent Canadian Grocer)

**T**ORONTO, April 23.—The secrets of successful retailing were shown in "white-on-black" figures last night by Paul Findlay (Henry Johnson Jr.), retail merchandiser of the California Fruit Growers' Exchange, who spoke to a most attentive audience in the rooms of the Retail Merchants' Association, 2 College St., for nearly two hours with a talk replete with facts and statistics on the distribution of foods, particularly fruits and vegetables. He illustrated his figures by a blackboard demonstration. The meeting was under the auspices of the Grocers' Section of the R. M. A.

Himself a graduate grocer of over 36 years' practical experience, Mr. Findlay believes in opening up the machinery of production and wholesale and retail distribution, so that all may see the inside works. "Retailers and their customers will understand each other much better if the customer can be introduced to some of the difficulties and perplexities of the retailer," he declares. He cast a side light on one phase of the grocer's problems when he showed that the average net profit is only about 3 per cent. "Thus, when a customer pays you \$40 for her month's bill of groceries," said Findlay, "she is uncertain just what you get. Back in her head she thinks you get \$40 but your share really is \$1.20, actual net profit on the average. If you are a king-row merchant you may get 5 per cent. net, or \$2.00 net earnings on that bill."

#### Compute Margins on Sale Price

He showed how to compute margins correctly on the sale price, not on cost of the merchandise, because all expenses of the business are spread over the volume of sales. He gave an extended blackboard demonstration of the correct method. He showed that by this method it is impossible to make 100 per cent. He said that "well bought-is-half-sold" is a



HENRY JOHNSON JR.

pernicious maxim because it tends to fix the merchant's mind on buying, whereas the grocer should think of selling; if he is an efficient seller, buying will take care of itself. He showed particularly that short buying was the only safe method to apply to the fruit business.

#### Selling Oranges and Lemons

One of Mr. Findlay's most striking demonstrations related to the surprising potentialities of rapid turn-over in handling oranges and lemons. "Working on the normal margin of 25 per cent. and selling the stock out each week," said Findlay, "you make a clear profit of 5 per cent. That amounts to nearly 350 per cent. on your invested capital each year. Yet the consumer is thus served with merchandise plus tangible expensive service which together costs you 95 cents for every dollar you take in. This shows just why the retail grocer survives. He performs a service so valuable for so modest a return that no more economical agent of distribution has been discovered nor is it likely that any cheaper medium will be found." He dwelt at

considerable length on the display value of oranges and lemons, which by scientific investigation have been shown to be more pleasing to the average person than any other natural colors. The fact that reflection on the glass does not distort the vision as badly when the window is dressed with the yellow fruits as with those of darker tones is another great advantage.

#### Specialize in Fine Food Products

He urged the grocer to specialize continually on one fine food product after another, thus building up trade in the better grade of foods and attracting discriminating customers. He declared that the only merchants who succeed in any line of business are those who bring out their own individuality through specializing. But he also showed that no store in the world is too "high-brow" to derive great benefit from special sales—provided the merchandise is worthy. "It never pays to feature inferior goods," he concluded with emphasis.

#### Increasing Sales of Lemons

A most interesting feature of the talk was Mr. Findlay's account of conditions which favor the increased sale and consumption of lemons. "There exists a strange superstition," he said, "that lemons will sell just as freely at, say, 3 for 10 cents, as at any other figure. But my experience and investigation shows that lemons will go into consumption many times as fast as now if you will follow the wholesale market down as immediately as you now follow it up. It has been shown time and again that if lemons are priced at 19, 23, 25 and 29 cents the dozen, housewives buy dozens. When they are 3 for 10 cents, they buy 3.

"Another point is that when a woman has a dozen lemons, she 'makes lemon pies,' as one dealer reported to me, and

finds many ways to use them. If she has only three she won't even use them. Sell lemons by the dozen. Sell them out each week and buy again. Thus will your customer 'make lemon pies.' Their husbands will like the pies and demand more. Then more will go into consumption. You will make more money and your customers will be better off because of this increased use of healthful food.

"Do not forget, also, that lemons which formerly went over the bar in immense quantities in the form of mixed drinks, are going over the grocer's counter in future to the women if he will merchandise lemons intelligently. If he fails in this, the fruit specialist will not fail, and the grocer will lose another opportunity to retain a valuable line of merchandise in his store." Mr. Findlay's talk was full of snappy anecdotes, bright facts and illustrations which the audience

appreciated keenly and which served to bring out the more serious arguments very graphically. These included a demonstration that it is not good business to buy in excess of current needs, no matter what the prospects of advances in costs may be.

"Buy only as and when you need the goods," concluded Findlay. "Make this a fixed rule, especially as applied to perishables: Sell out each week. Make a moderate margin—just enough to pay expenses and a fair profit. Above all specialize and merchandise, and you will be successful."

#### To Address Ottawa Grocers

Henry Johnson Jr. (Paul Findlay), left Toronto this (Friday) morning for Ottawa, where he will speak to the Ottawa grocers to-night on problems of cost and selling price, etc.

#### MUST USE MORE PINK SALMON

T. Stewart Brand, manager of the salmon department of Dodwell & Co., Ltd., Vancouver, has been a visitor at Toronto and Montreal, during the past week, on a business trip. Mr. Brand says that it is very difficult to gauge in advance the salmon pack this year, so that it is very problematical just what amount of salmon there will be for distribution. Formerly, the salmon packers could expect a heavy run once every four years, but this is not the case any longer as the Fraser River has gone back on them.

Speaking of the relative qualities of sockeye and pink salmon, Mr. Brand stated that sooner or later the world's markets would have to take the pink salmon more seriously, as the production of sockeye was dropping off.

"At any rate," he said, "there is no difference as far as food value of the two varieties is concerned, the only difference being in the color and oil. Sockeye is more oily and rich, and on this account pink salmon is more easily digested. The caroe salmon is a good freezing salmon, so that not so much of it is canned. Chum salmon is also a good variety with high food value."

Mr. Brand is returning to the West by way of Winnipeg. He called with Newton A. Hill, Eastern representative of

## Should Sell Substitutes for Potatoes

A Splendid Opportunity for Grocers to Take Advantage of the Housewives' Endeavor to Force Down the Price of Potatoes—Window Displays and Suggestions Will Help

**P**OTATOES have now reached the highest prices on record, and in consequence housekeepers in all sections of the Dominion are banding together for the purpose of discontinuing the use of potatoes for a certain period in order to force down the cost of this commodity. Other foods, therefore, must take the place of potatoes on the daily menu, foods that contain the same food value and the same bone and muscle-building properties as the potato, and the cost of these substitutes must not be as great, and, if possible should be even less than the potato.

There are many articles in a grocery store that the merchant could suggest to his customers that will readily take the place of potatoes and at the same time bring extra business to the store that takes advantage of this fact. We all know the food value of rice, but how many have ever served rice plain boiled in place of potatoes. It is excellent with any kind of meat, particularly with gravy. Try it, Mr. Merchant, and then suggest it to your customers. Macaroni is another splendid substitute. In fact macaroni is a complete meal, taking the place of both meat and vegetables.

Other substitutes that could be suggested are, beans of all varieties, dried marrowfat peas, canned and fresh vegetables to be cooked plain or used as a salad, artichokes and salsify. Pancakes served with bacon and eggs is also to be recommended. Another good substitute is hominy. The method of preparing in place of potatoes is to cook the hominy like porridge, and when cold slice and fry with chops or steak.

A window display of these substitutes, with a card placed in a prominent place in the window, would create a great deal

of interest and incidentally increase business.

## ABOUT THAT OPEN BACK DOOR; A THIEF MAKING A BIG GETAWAY

Written by a Montreal Grocer

Every back door, unless properly guarded, is a thief, and will steal more profit from a grocer than he is aware of. How often have you seen goods disappear through the back door, and had no money in the cash register to report the sale? It is a very easy matter for someone to take advantage of the grocer's busy time to step in at the back door, take a ham, or anything usually kept in the warehouse, and get away with it. You have seen this, Mr. Grocer, but what are you doing to avoid this loss, which, by the way, may part you from \$100 in a very short time? Even a dog or a cat will slip in unnoticed and make away with a chicken or a piece of meat. Then there is the small boy who takes a few apples in his pocket.

Slam the open back door and have the boy arrested. He is responsible for hundreds of dollars of food being stolen. We think if this criminal was brought before the judge and jury, the open back door would be ordered closed. Thus the grocer would have at least one big thief put out of the way, and the profits that rightly belong to him will go through the cash register instead of the old back door.

When you come to your stock-taking time and you think you have had a wonderful trade during the past year, you say in your own mind, "I have had a nice net profit to put away for a rainy day." In fact, you can see yourself buying a beautiful new car. But wait until you get through stock-taking.

The accountant returns you the figures. "Is that all the net profit you have for my year's work?" you ask.

"That is what your books show," the accountant replies.

"Why, there is certainly something wrong," you maintain. "You have made a big mistake with my books. Think of the big business we have had."

But the figures are correct, and there is no more net profit than the accountant shows.

Mr. Grocer, your lesson is this: Look around you for the leaks. Watch for any waste, and above all keep the back door closed.

# Law in Respect to Canned Goods is Amended

Canners State That It Should Now be Sufficient to Protect the Public—Producers of Canned Foodstuffs Must State on Label Names of Filler and Other Particulars

**A**N ACT to amend the Inspection and Sale Act is now before the House of Commons. This Act is to compel manufacturers and producers of foodstuffs to state on the label or otherwise indicate on the outside of the can, bottle or other container the "initials of the Christian names and the surnames at full length, of the filler or person for whom such container is filled, or, where such container is filled by or for a co-partnership or incorporated company, with the firm name of such co-partnership or with the corporate name of such company, and also with the address of the place of business of such person, co-partnership or company"; and also "that the name of the article or articles of food or other commodities in such container, and the net weight in Dominion standard avoirdupois weight, or the measure in Dominion standard capacity measure, or the numerical count of such food or other commodity."

## Favors Unscrupulous Canner

In an interview with CANADIAN GROCER, Frank Sheridan, of the Canadian Canners Ltd., stated that the enactment of this Act in face of the law in regard to canning that is already in force would, in his opinion, just play into the hands of the unscrupulous canner—if there is such a person.

For instance, take a can of raspberries, the Act now reads that a No. 2 can must contain a minimum of 21 ounces net weight, composed of not less than 12 ounces of solids and the balance 9 ounces of syrup of the degree of density specified under the meaning of heavy or light syrup.

"Now, under the amendment," he asked, "what is to prevent the dishonest party from filling cans with a greater portion of water so long as the weight is there and it so states on the label. The new Act does not say anything about the amount of solid fruit or vegetables the can must contain. All it says is there and it so states on the label? Furthermore," continued Mr. Sheridan, "in regard to the labels, the law as it now stands is very strict. Although the name of the filler does not in every case appear on the label, the name of the association for whom the can is filled does appear, and they are held responsible for the contents and also the name of the factory, and the inspection number of the factory must be stencilled on the case. In regard to canned peas, for instance, canned peas are known to the public and the trade generally as, extra fine sifted, sweet wrinkle, early June and standard, but the canning fraternity only knows peas as two kinds, extra sifted and standard, and in consequence some canners were putting up standard

peas and labelling early June, so the Government stepped in and said that peas must be graded according to size. Size 1, which is called extra fine sifted, must pass through sieves with an opening of 9-32 of an inch; size 2 through an opening of 10-32 in.; size 3 11-32 in.; size 4 12-32 in.

## Computations for Canners

"The Government will allow us to use the words 'sweet wrinkle' and 'early June' providing the words 'trade name' also appears beneath, and we must put the size of the peas also in a prominent place on the label. To explain how strict the Act is in regard to labels, The Canadian Canners Ltd. control the output of many factories and therefore many brands. All labels, before being put on

the cans, must be submitted to the Veterinary-General's Department for approval; and here's another point, if the label for a certain brand is approved by the Department for use in a certain factory and we decide that we will also use it in another factory, then that label will again have to be submitted to the Department for approval before it can be used in another factory, also canned goods must not be removed from one factory to another even in our own conveyances without the approved labels."

W. H. Millman, of W. H. Millman & Co., brokers, who represent several canning factories, stated that he hadn't given the matter much thought as he felt that the amendment would be squashed, as "the law, as it now stands, is sufficient to protect the people."

## Opposed to Tax on Turnover

Ottawa and Perth, Ont., Merchants Think It an Injustice to the Grocer on Account of Small Net Profit

CANADIAN GROCER has received the following letter from an Ottawa subscriber in regard to the suggested tax on sales:

"We are subscribers to CANADIAN GROCER and have been in the grocery business for many years. We enclose a clipping from Toronto 'Saturday Night' and would be pleased to have your opinion on the correctness of the figures shown on the clipping. Do you consider it a fair deal to ask grocers to pay a 1 per cent. turnover tax? Our experience and our yearly statement for the past three years are almost identical with the showing of the Perth grocer. Our business turnover is many times larger but the percentage of net profits is the same.

"Dry goods, boots and shoes, and hardware merchants make about three times the profits on their turnover that grocers do. Is it a fair deal to the grocer that we are to be classed the same?"

The letter in "Saturday Night" referred to was as follows:

Perth, Ontario.

Financial Editor:—

An article in the "Saturday Night" gives some reasons in favor of the proposed tax on turnover. There are some reasons why such a tax is unfair that I feel sure you have not considered or you would not write in favor of such a tax. In fact I feel sure "Saturday Night" would be the first to protest against a "business profits" tax of 20 to 33 per cent. on a net income of less than a thousand dollars, or an income tax that would mean 9 to 12 per cent. on personal income of about \$1,200 to \$1,500. Yet this is what a tax on turnover would be to the average retail grocer. In the retail grocery business we make our

profit by quick turnover rather than by long profits on each item. A tax of say 1 per cent. (which would be paid perhaps once in a luxury line—like jewelry—with one turnover of stock a year) would be paid about 7 times in our business with a turnover seven times a year.

The average net profit in retail grocery business is from 3 to 5 per cent. A 1 per cent. on turnover would mean taking 20 to 33 per cent. of net profits.

We would not pass on the tax. Our average sale is about 40 cents. Many sales are 1 cent, 5 cents, 13 cents, etc. A turnover tax could not be added to the average sale like it could be by a wholesale house or by a retailer of goods which run into dollars quickly.

Lines like sugar, bread, butter, eggs, etc., we are now handling at a loss if cost of doing business is figured. On sugar, for example, we today make 5½ per cent. gross. It costs about 15 per cent. to do business.

A 1 per cent. on turnover in our case would be equal to putting an income tax of from 9 per cent. to 12 per cent. on personal income of less than \$2,000. To make this plain we will give some figures showing how such a tax would have worked out the past three years. The profits shown include the weekly wage withdrawn by the two partners in the business. All goods taken from store are paid for by partner with cash, the same as if he had no interest in the business.

Year	Turn-over	Profits	1% on Turn-over	Equals Personal Income Tax of
1917	\$23,528.05	\$2,374.92	\$235.28	10.0%
1918	26,501.31	2,851.98	265.01	9.3%
1919	33,521.37	3,163.34	335.21	10.6%

Large stores who can buy direct from manufacturers would have an extra 1 per cent. advantage over the man who must buy from a wholesale dealer.

I hope "Saturday Night" will use its influence against this proposed tax rather than in favor of it, for the reasons given above.

F.S.

CANADIAN GROCER would be glad to have the views of others on this question.

# Is Collective Buying the Answer to the Growing Chain Store Problem?

Amazing Recent Expansion of Chains Brings Problem to the Front Again—Rapid Development in Chain Store Situation in Almost Any Town of a Fair Size

(From Printers' Ink)

A DAILY newspaper published in Evanston, a suburb of Chicago—the place President Hough, of Northwestern University, told a London reporter was the intellectual capital of Chicago—had a first page story the other day headed "Local Retailers Condemn the Chain Store."

The article contained interviews with a number of local retailers, mostly grocers, attacking such concerns as the Atlantic & Pacific Tea Co., the Piggly-Wiggly stores, the National Tea Co., Woolworth, and the Federal Bakeries, as forming a menace to Evanston in that they were foreign corporations. "What interest has Woolworth or any of these grocery chains in this town other than exploiting it for all the money they can get out of it?" asked one retailer.

This is the same old familiar argument that in almost any town in this country you can hear against Sears-Roebuck, Montgomery Ward, the National Cloak and Suit Co., and other retail mail-order concerns.

The very same day that the Evanston retailers were so busy "condemning" the chain store there was made public an announcement to the effect that John R. Thompson, the Chicago restaurant king, had established five cash-and-carry grocery stores in Chicago and expected soon to have a thousand in operation in Chicago and its suburbs. At about the same time the Piggly-Wiggly people announced prospective openings in a number of suburban locations, the Atlantic & Pacific and the National Tea stores kept right on dragging in the people.

It was very apparent that the Evanston retailers had plenty to condemn. Evanston is mentioned only because the thing that is going on here is typical of the developments in the chain store situation that are rapidly coming to pass in practically every town of any size in the United States.

Manufacturers and jobbers for twenty years have been studying the retail mail-order problem with the object of helping the retailers meet it. Mail-order competition has been the inspiration—if you want to call it that—behind a great part of the service helps and the selling co-operation given the retailer. This anti-mail-order merchandising, although some of it has been ill-advised, was inspired by the soundest of business considerations. For nobody knows better than the local retailer how much Sears,

Ward and the others have cut in on his business.

The chain store is a thousand times more menacing to the retailer of this country than retail mail-order ever was or ever can be. Let mail-order develop to the absolute ultimate limit, let it squeeze out the last drop of business that its wonderful advertising, its good merchandise and its low prices can bring. Even then it will be getting only a fractional part of the country's retail business. People will continue buying the bulk of their requirements at retail stores because, as "Printers' Ink" has said time and again, this is the only natural and logical way to buy. A thing that is overlooked in quarters both high and low is that the mail-order houses

that the manufacturer and the jobber have been striving to get the independent retailer to adopt—and that, most important of all, gives the unanswerable advantage of price.

Price, after all, is the thing that does the trick. The chain store can camp right alongside an independent retailer, undersell him on standard goods and make money, whereas the same prices, with no change in buying and operating conditions, would drive the independent into the waiting arms of the sheriff.

Centralized buying is generally ascribed as the thing that gives the chain store its power in this direction. But this is so only in part. Efficient, economical operation has fully as much to do with it. If this were not true, the fight of the independent retailer against the chains would be well nigh hopeless.

As it is, the independent retailer—and this, of course, includes the jobber—can survive and prosper if he will pay the price. This has been demonstrated in the contest of the independent variety store against Woolworth, Kresge and the other chains in that line. Time was when the variety retailer would think his death knell had been sounded with the coming of Woolworth or Kresge to his town. The variety man knows to-day that the coming of Woolworth or Kresge, far from being an unmixed evil, can even mean enlarged opportunity for him. Woolworth's advertising and selling methods increase the demand for variety goods and the variety man can, if he will, get his proportionate share of his increase despite the superior buying power of the chains. Chain store competition is an old story to variety retailers. Some have gone broke under its advance, but the cause of their failure was psychological, rather than financial. For the most part the independent variety store has gone right along getting its share of the business. And nobody is going to call Woolworth or Kresge easy competition either.

A survey of the entire situation and a study of its possibilities shows that the chain store is growing at an amazing rate and that quick and positive execution must be done in behalf of the independent. It also shows that this competition of the individual retail store can be met, but the remedy must be ruthlessly and thoroughly applied. No half-way measures will answer. The jobber has got to get in line just as much as does the retailer. If the jobber loses out under the new deal, then it will be simply

The growth of the great chain-store systems in this country since the end of the war has been amazing. Almost every week brings the announcement that some new huge aggregation of capital has entered the field. As a reminder to our readers of the financial strength that is lodged in the chains, we append the authorized capital of just a few of the established systems. The figures show preferred and common stocks combined.

United Cigar Stores .....	\$65,000,000
F. W. Woolworth Co. ....	62,500,000
J. C. Penney Company .....	15,000,000
Great Atlantic & Pacific Tea Co. (common, 250,000 shares) ..	12,500,000
S. S. Kresge Co. ....	12,000,000
American Stores Company (common, 150,000 shares) ...	9,000,000
J. G. McGrory Co. ....	6,250,000
Louis K. Liggett Company ...	6,753,000
Acker, Merrill & Condit .....	5,000,000

But the capital does not always fairly represent the real size of these systems. The number of stores is sometimes a better index to their strength. The Great Atlantic & Pacific Tea Co. has 4,159 stores; United Cigars, 1,100; Woolworth, 1,080; American Stores about 1,100, etc.

have to fight tooth and nail for the business they get. No matter how forceful may be their advertising or how favorable may be their prices they are confronted by the ever-present fact that mail-order buying from the standpoint of the average consumer is a consummate nuisance. If the independent retailer is anything like on the job, he can hold his own against mail-order in very fair fashion.

The chain store has no such handicap. It is sending chills up and down the independent retailer's back to-day because it is fighting him, not with a catalogue, but with a store—a store that is, in most cases, better kept than that of the independent, a store that observes religiously the rules of good merchandising

because he cannot or will not read the handwriting on the wall.

#### The Jobbers' Chance

"Printers' Ink," in a discussion of the packers' dissolution, which appeared in its issue of December 25, stated the case truthfully when it said that the chain store and the mail-order houses formed a greater menace to the grocery wholesaler than did the packers. If the national organization of wholesale grocers had devoted to the chain store proposition some of the work, energy and enthusiasm they have expended in trying to get the Government to force the packers to be meat men only they would be vastly better off to-day. And the retailer would not be scared into any such false moves as "condemning" the chain man as stated in the Evanston newspaper. Condemning isn't going to get a retailer very far these days.

The attitude of the wholesale grocers in trying to make the law fight such an essential part of their battles for them while the chains keep marching off with the business calls to mind a story they used to tell about old Governor Eskridge, a Kansas pioneer editor and politician. Governor Eskridge, who published the Emporia "Republican," which later found it could not survive the competition of William Allen White and his "Gazette," was said to have the world's championship as a writer of resolutions. In the old days, so the story goes, there was fear of an outbreak among some Indians living on a reservation not far from Emporia. The citizens, in alarm, called a town meeting. Governor Eskridge presided and made a speech, the net of which was that the meeting should adopt some strong resolutions condemning, in unmeasured terms, the attitude of the Indians!

While the wholesale grocers were busy trying to get the Government after the packers—the result of which will have just about as much effect on the price situation and the retailer's problem as Governor Eskridge's resolutions would have had upon the Indians—the chain store has reached a point of development and power that is almost beyond belief.

Just look around you a little bit and you will see chain stores large and small invading almost any town of any size and branching out into suburban neighborhoods.

The large chains do not need to put on an advertising campaign to let the independent retailer know they are on the job. The retailer is watching for them, for he knows their coming means trouble for him. But there is another class of chain which the retailer, giving too much attention to the big fellows, is likely to overlook. This is the small local chain of stores, particularly in dry goods, drugs, groceries and variety goods. You can hardly call them chains, yet that name will suffice for want of something better.

There are in this country thousands of comparatively small chains or syndi-

cates operating all the way from three or four up to a dozen or more stores. It is the same old story in these smaller chains—quantity buying, centralized management and good merchandising. Alexander MacLean, of Chicago, started out with one drug store and now has ten; and soon will open more. There are in Chicago three other drug companies operating a number of suburban stores, and for a druggist in Chicago and in other cities to own and operate two or three stores is so common as to call for no comment. You see the same thing in dry goods stores. The McAllister Company established a line of dry goods stores in various moderate-sized Illinois and Wisconsin cities. Turn where you will, and you see grocery companies with all the way from three to half-a-dozen stores. And as for the variety field, this long ago adapted the Woolworth plan to its buying and selling problems. The syndicates in the variety field to-day are more numerous than in any other.

It is hardly proper to say that these small chains menace the retailer. They are retailers themselves. They differ from other retailers in that they have applied to their own needs the modern methods they have been so sternly taught by the experience of late years.

#### Collective Buying Suggested as a Menace

Some thoughtful people who have been giving careful attention to this problem from the standpoint of the retailer, see his ultimate salvation is nothing more or less than an adaptation of the chain-store idea. In other words, the retailer must be enabled to buy to better advantage, and thus be able to compete with the chains on the basis of price. Manufacturers, for obvious reasons, do not wish to see the retail business of the country given over to the large chains. For four or five chains to reign supreme over retailing is one thing. For several thousand smaller and yet prosperous organizations to do the country's retail selling is another.

The other day in Indiana, the writer had occasion to visit a grocer. He seemed willing to talk, and so we had quite a conversation about his experiences. He came clean on a number of things, including an admission that he had boosted prices rather arbitrarily on a few items he sold.

But the main point was that this retailer's gross sales for the year amounted, in round numbers, to \$50,000. He had an investment of around \$4,000, or possibly a little less. His net profit on this satisfactory turnover was not quite \$3,000 a year. The trouble was that he could not buy advantageously enough to make him a satisfactory margin of profit. He is a pretty fair type of retailer—a hard worker, a good storekeeper, and rather an efficient salesman. But if a man can't buy profitably he cannot sell profitably.

"If I could only shave four per cent. more from my buying cost," said this

retailer, "I could make this store worth while. But how am I going to do it? That is the question. My customers continually quote National Tea prices to me. But if I would attempt to meet them, I would have to shut up shop very quickly."

This retailer, like a good many others, was inclined to throw the blame upon the jobber and the manufacturer for his inability to buy at a lower price, and to ascribe to this the entire responsibility for his condition. His stand, of course, is unjust. No producer or jobber is going to be able to give quantity prices unless goods are purchased in quantities. Moreover, the retailer's trouble is not altogether one of buying. He needs to put into effect the efficiency methods and the good store-keeping of his big chain-store competitors.

The retailer, menaced by chain-store competition no matter what line he may be in, can well afford to pause a moment and note what the variety man did to render himself impregnable against Woolworth's competition. He merely applied Woolworth's methods to his own business, and made himself a better storekeeper. Then, in many instances, he branched out so as to have a greater outlet for merchandise, and thus be able to get quantity prices on the things he bought.

#### Stripping For Action

"I was talking this thing over with William O'Connell, a grocer friend of mine," W. J. McDonough, a Chicago business paper publisher, said to "Printers' Ink." "He agreed with me that the thing to do is for grocers generally to form buyers' exchanges, and acquire their goods in quantities. The next thing for them to do is to cut down the size of their stores; have more lines, if possible, but a smaller quantity of each in stock. They should also cut down on the service. The chain management has just as many clerks in a store as the traffic will stand and pay for, and no more. The independent could and should do the same thing. All delivery should be absolutely cut out. You never heard of Woolworth delivering goods. If a customer should want any deliveries made, she should make her own arrangements with the central delivery, and pay the charges for the service. In other words, the merchandise should be delivered f.o.b. the delivery company's truck, and there the retailer's responsibility should cease.

"If the retailer will do this, he can fight the chain store successfully until kingdom come. If he won't do it, then he may just as well prepare to fold up his little tent pretty soon and silently steal away.

"This centralized buying of which I speak has got to be big enough to cut some real figure. It has to be by whole towns, or whole sections of cities. No three or four average retailers are going to be able to get together effectively enough to do much good. The financial



part of such an undertaking is not nearly as formidable as it sounds. Maybe here is a chance for the wholesale grocer to save his own bacon. It is worth while for him to think it over, at any rate."

Mr. McDonough surely is on the right track in his mention of the jobber. Mr. Jobber now has his one big opportunity to justify his existence in no uncertain way. He must do constructive work with the retailer, helping him to plan his buying in connection with that of others, so more advantageous prices can be given.

Unless the jobber does this, then the retailer is going to combine, anyway, as far as he is able, and buy his goods direct from the manufacturer. The latter way will be more difficult, and the

chances are many a retailer will fall in his tracks before the thing is over with. Money is the thing that talks.

The jobber is disposed to frown upon retailers' buying exchange. The thing for him to do, however, is not to fight them but co-operate with them, and help them get away with what they are trying to do. The result will be a better condition of things for manufacturer, jobber and retailer.

Take a town of 20,000, for example, Why, wouldn't it be profitable for a grocery jobber to handle the grocery business of that town having all the transactions with one big organization? The goods could be shipped to a central warehouse operated by the buyers' exchange, and each retailer could draw upon this stock as he needed it. The lower price the jobber would thus be able to make would be an effectual

carrying out of the live-and-let-live policy.

"Printers' Ink" asked the head of a big Chicago jobbing house what he thought of the chain-store problem and its relation to the retailer's future.

"Why," he replied, "there always will be a field for the retailer. Why should we worry? Our business this year has been greater than ever before—greater in actual quantity of goods sold. The alarmists used to tell us that the retail mail-order houses would knock out the retailer. Now they say the chain store will do it. The retail store is going to stay."

The retail store is going to stay. But this jobber will have to change his attitude, or he is not going to get a part in the benefits of the staying. The chain-store proposition is widely different from retail mail order.

## Income Tax as Applied to Retailers

E. M. Trowern, Dominion Secretary of the R.M.A., Prepares a Brief Digest of the Dominion Income Tax—How It Applies in Case of Partnership

**E.** M. TROWERN, secretary of the Dominion Executive Council and Dominion Board of the Retail Merchants' Association of Canada, has prepared a brief digest of the levying of a war tax upon the incomes of retail merchants and others throughout the Dominion. Excerpts from it as follows, will be of interest to the grocery trade:

All persons who reside in Canada must pay an income tax whether they derive their income here or elsewhere, including members of the Senate and the House of Commons of Canada, and officers thereof, members of the Provincial Legislative Councils and Assemblies, and Municipal Councils, Commissions or Boards of Management, Judges of any Dominion or Provincial Court appointed after the passing of this Act, and of all persons whatsoever, whether the said salaries, indemnities or other remuneration are paid out of the revenues of His Majesty in respect of His Government of Canada or any Province thereof, or by any person, except as stated hereunder.

All unmarried persons, widows, or widowers, without dependent children under eighteen years of age, who have an income of one thousand dollars (1000) or over, must make a return to the Inspector of Taxation of the District in which they reside, before April 30th of each year, without being requested to do so.

All persons other than those specified in section (3) who receive two thousand dollars (\$2000) or over, must also make a return to the Inspector of Taxation of the District in which they reside, before April 30th of each year, without being requested to do so.

There shall be assessed, levied and paid upon the income during the preceding year of every person residing in

Canada for six months or more of such year, or who having been resident in Canada has left Canada with the intention of resuming residence in Canada, or who is employed in Canada or is carrying on any business in Canada, except corporations and joint stock companies, the following taxes:

Four per centum upon all income exceeding one thousand dollars but not exceeding six thousand dollars in the case of unmarried persons and widows or widowers without dependent children, and persons who are not supporting dependent brothers or sisters under the age of eighteen years, or a dependent parent or parents, grandparent or grandparents, and exceeding two thousand dollars but not exceeding six thousand

dollars in the case of all other persons, and eight per centum upon all income exceeding six thousand dollars.

Any person carrying on business in partnership shall be liable for the income tax only in their individual capacity; provided, however, that a husband and wife carrying on business together shall not be deemed to be partners for any purpose under this act. A member of a partnership or the proprietor of a business whose fiscal year is other than the calendar year shall make a return of his income from the business, for the fiscal period ending within the calendar year for which the return is being made, but his return of income derived from sources other than his business shall be made for the calendar year.

### New Goods

#### "Superior" Brand Macaroni

A new industry has been opened up in Toronto. This is the Superior Macaroni Company, who occupy a new building situated on Centre Street near Elm Street. Many people are under the impression that macaroni is composed of a number of ingredients, while all that goes into the making of it is pure clean water and "semolina" better known to most of us as "farina," which is the heart of the wheat. These two ingredients are put into a mixer and thoroughly mixed to a dough. It is then turned into the rolling machine—and here is the real secret of making good macaroni—and rolled and rolled, passing from one roller to another

until every particle of the dough is as smooth as a piece of velvet. The dough is then transferred to the press, where it is forced through dies which give the macaroni its shape. It is then hung on racks and passed on to the drying room, where it is dried for seven days with the aid of fans.

Macaroni, vermicelli, spaghetti, noodles, etc., etc., are all made from the same ingredients, the only difference being the shapes which are made by the dough being pressed through the different shaped dies.

The Superior Macaroni Company is placing their product on the market put up in 16 and 8 ounce cartons, packed 30 to a case, under "Superior" Brand and will include strip macaroni, vermicelli, spaghetti, noodles, ready cut, also stars and alphabet. D. Moss, the manager of the company, has had several years' experience in the manufacture of macaroni both in Canada and the United States.

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## "GLOBE" STATEMENTS RETRACTED

**A** GAIN does the Toronto "Globe" get "in wrong" by passing judgment on a case that it did not understand. A few days ago, in referring to the wholesale grocers' investigation at Hamilton, it said that Archibald Jolley—"agent of the Kellogg Company, the price of whose product was under discussion, has also been notified that his services are no longer required."

It based its editorial on this under the heading: "Blind Justice Stumbles"—but retracted the statement when the facts were brought to its attention.

In its correction, it is assured that Mr. Jolley severed his connection with the Kellogg Company voluntarily; that his resignation was not requested nor was any intimation made that it would be welcome; that he resigned because he felt that after what had occurred he would be handicapped, and that the Company he represented would be put to a disadvantage in its dealings with the Hamilton wholesale grocers.

The "Globe" had also to retract the inference that the prices of the Kellogg Company were under discussion during the probe. It now says the Kellogg Company were not involved in the transaction in any such sense. It finds that the price at which its goods were sold permitted—at the customary rate of retail sale—a profit

of a little over 4c a package, to be divided between the wholesaler and the retailer. There was no proposal that the price should be raised.

This is just another instance of the "Globe" endeavoring to rush into popular favor by condemning, without having the facts at hand, anybody at all, so long as it appeared to be playing to the gallery of public opinion.

## PRAISE FOR CANADIAN EGGS

**T**HE high standard of Canadian eggs and their reputation on the markets of the Old Land is strikingly testified to in the following reference that appeared recently in the "English Grocers' Review." Reviewing the provisions trade during 1919, it says:—

"Canadian eggs all round were superior in quality and size; therefore commanded a good sale right through the short season. Prices opened at about 34s to 35s in November, and early in December went to 36s and 37s, finishing up the year at 38s 6d to 40s. Owing to their excellent quality they maintained a price well above that of Americans right through, a much more satisfactory state of things than was the case last season when the Controller fixed the price of both at 40s, so that those dealers who were lucky enough to get Canadian eggs allotted to them had an advantage over their competitors, who had States at the same price."

These prices are for the long 100, which is the unit in the United Kingdom.

A writer in "The Country Gentleman," of Philadelphia, further states: "The sharp-eyed buyer in Liverpool, Glasgow or New York looks over the dealer's stock until he spots a heavily built crate distinguished from its fellows by a three-colored label. It is a circular trade-mark bearing a maple leaf and the words 'Canadian Eggs—Government Inspected.' If he is an experienced buyer, up to the minute on market affairs, he knows that this crate is true to its label, straight goods, the same from top to bottom. Behind this little maple leaf sticker lies the story of a nation's struggle to keep the bad egg where it belongs—back on the farm.

"I say without fear of contradiction that the Canadian standard of egg grades is the best piece of legislation of its kind in the world. The egg industry of our Northern neighbor has passed through the topsy-turvy period of readjustment, and has finally emerged with a clean-cut program.

"The main objective of the Canadian standard is the standardization of good eggs; the regulations are enforced by the Federal Government inspectors and apply to all export shipments of 25 or more cases and to interprovincial shipments of one hundred or more cases."

# Mail Order Houses Accused of Monopolizing the Postal Service

Registration of Parcels Working to Disadvantage of the Merchant  
—Parcel Post Service Undoubtedly Unprofitable—Express Rates Comparisons

ATTENTION has already been directed to the fact that the big mail order houses, by the payment of a five cent registration fee, can secure preferred delivery and preferred service in the handling of any parcel to any point in Canada. Not only is the Post Office Department thus called upon to provide a service which obviously cannot be given at the charge made, but the other departments of the mail service suffer through the fact that parcels, when registered, received prior consideration in the process of transmission. Criticism is, therefore, no doubt, being frequently directed at the post office for delays in delivery of letters and other mail matter when the big stores are monopolizing the service. At the same time the local merchant is placed at a further disadvantage at the expense of the people of Canada.

The situation is aggravated by the fact that although the system of bookkeeping in the post office does not permit the officials to show it, the parcel post service itself is undoubtedly being operated at a loss to judge from the best available contemporary information. When it is further taken into consideration that the parcel post is being operated as a competitor of the express companies and that the Government now has a direct interest in the express business in connection with the National Railways—and will have a much larger interest when the Grand Trunk subsidiaries are finally taken over—it will be appreciated that the parcels post service is being widely utilized for the benefit of a few big concerns at the expense of the nation.

### Cost of Registration

On the basis of information recently compiled with great care by express companies, CANADIAN GROCER is informed, on reliable authority, that the local clerical services alone involved in registration would be between six and seven cents per parcel.

This would not take into consideration any portion of the overhead expenses involved in buildings or facilities—replacement or upkeep charges—nor would it include anything for stationery, etc. Further, it would not take into consideration any special service which might be involved in the transfer of the parcel between the point of despatch and that of destination.

### Cost of Express Service

As is generally known, the parcel post service is based on lower rates than the express services. The following comparative figures are illustrative:

	1-lb.	6-lb.	11-lb.
Victoria — Parcel post .....	12	72	1.32
Express .....	40	1.00	1.60
Calgary — Parcel post .....	12	64	1.14
Express .....	40	80	1.25
Winnipeg — Parcel post .....	10	40	70
Express .....	35	70	1.00
Sudbury — Parcel post .....	10	30	50
Express .....	30	40	45
Brampton — Parcel post .....	5	12	22
Express .....	30	35	50

For an additional 5 cents parcels by post can be registered, giving special protection. Express parcels are insured up to \$50.

As previously stated, there is no information to show the results of the Government's service, but the best available evidence is that the express companies are not making money. In fact, with the outlook that higher wages will shortly have to be paid, the express companies are considering a request to the Railway Commission for permission to make another increase in rates. It is known that during the last three months of 1919—usually the most profitable of the year—the margin was very small, and it is assumed from experience that the results for the first quarter of 1920 will show considerable loss.

### Cost of Railway Service

The present express rates were established by the Board of Railway Commissioners last year after the hearing of an application for a higher scale made by the Express Traffic Association for Canada. At the inquiry a mass of detailed and technical information was submitted as to car haulage and other costs, one principal point being established in the 60 cent basis as the average cost per hundred pounds to cover the express companies' work, apart from transportation.

At this inquiry it was shown by figures submitted by the Canadian Pacific Railway that the cost of operating express cars on the basis of income of other branches of the service was in the neighborhood of 40 cents per express car mile. It is on this basis that the proposal is made that the rate of 17 cents per mail car mile now being paid by the Post Office Department to the railways should be at least doubled.

To raise the rate per mail car mile from the present rate of 17 cents to 35 or 40 cents would mean that the present cost of the mail service, including the parcels post service, would be greatly increased and any loss entailed in handling parcels accordingly swelled.

Under the circumstances, it is difficult to justify the regulation under which the mail order houses can secure the expensive registration service for five cents in addition to a parcels post service rendered on a basis materially below the express companies, which are not making money—particularly when the Government is in both the mail order and the express business.

The Post Office Department is proposing to increase revenue by advancing charges on newspapers and other publications, with a special burden on national periodicals, under a zone system. The result of the adoption of this zone system would be higher subscription rates for class newspapers which are so highly valued by retailers. The latter will be hard to convince that he should bear the burden of increased costs in postal distribution if mail order competitors are to continue to have the benefit of a parcel post service operated on rates much below actual cost.

# CURRENT NEWS OF THE WEEK

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

## MARITIME PROVINCES

Major R. R. Rankine, St. John, N.B., who recently returned from California and last fall from overseas, has commenced business as a manufacturers' agent. Major Rankine represented the Walker Bin and Store Fixture Company, of Kitchener, Ont., in the Maritimes from 1906 until going overseas in 1915 and he has again taken over this line covering the entire Province.

## QUEBEC NEWS

Armand and Emile Chaput, of Chaput Fils & Cie., return on Friday to Montreal from a business trip to New York.

W. J. Vhay, president of the Vhay Fishery Co., Detroit, Mich., was in Montreal in the early part of the week in connection with their fish export business.

The complete stock in the grocery store of John Robertson & Son, 363 St. Catherine Street, Montreal, is being sold by auction April 14 and 15. There is a large stock, but it must be cleared quickly. John Robertson, when approached by the CANADIAN GROCER, declined to give any reason for the sacrifice of the stock, merely saying that it was absolutely unreserved and necessary to dispose of it in its entirety.

## ONTARIO NEWS

J. J. Lunam, Russell, Ont., has opened a general store.

E. J. Buffam, Lanark, Ont., has sold his business to E. J. Tennent and Stanley Gallinger.

The death occurred recently of Martin Griffin, Kemptville, brother of Miss C. V. Griffin, who operates a grocery in Kemptville.

H. J. Dagar, Dominion Food Inspector of the Department of Health, Ottawa, brought action against W. R. Vanderwater, Toronto, a pedlar, for selling maple syrup from house to house which had been adulterated. A fine of \$34 and costs. Peddlars going from door to door have been misrepresenting maple syrup.

The Specialty Sales Co. is name of a new firm of manufacturers' agents and brokers opening up in Toronto on May 1. Their office will be in the De La Salle Bldg., corner Duke and George Streets. A. Eaton, for many years representative of the Rock City Tobacco Co. in Toronto, is the sales manager.

## WEDNESDAY HALF-HOLIDAY

Commencing with the first week in May, Wednesday afternoons will be observed as a half-holiday by the business offices, stores and other concerns of

this city. The holidays will continue until the end of August.

## HALF-HOLIDAY FOR WINGHAM

Following the custom of previous years, the business men of Wingham will observe the half-holiday on Wednesday afternoons, commencing on Wednesday, May 5, and continuing until the last Wednesday in September. When a legal holiday falls in any week the half-holiday will not be observed.

## LONDON HAS "MADE-IN-CANADA" WEEK

For the week of April 19 to 24 all merchants in London, Ont., will exhibit in their show windows only goods made in Canada and will otherwise advertise and sell Canadian-made goods in preference to those made in the U.S. according to the local newspapers. This promises to be an interesting week for London.

## CALENDARS FOR 1920

CANADIAN GROCER acknowledges receipt of a very attractive 1920 calendar from Walter S. Bayley, manufacturers' agent, Front St., E., Toronto. It is almost 3 feet long by about sixteen inches wide. The illustration is of a golf girl painted by Frank H. Desch, in attractive colored golf costume. Sundays and important holidays are printed in red ink.

## WHOLESALE GROCERS AND BROKERS PLAY BALL

Wholesale Grocers and Brokers, of Toronto, played a game of indoor baseball at the Granite Club on Saturday afternoon which resulted in a "riot," as there were several things in dispute when the game was finally called off. But several of the features of the game were Walter Lumbers stealing home on his nose. Bill Charles, the Brokers' pitcher, allowing three runs to be scored while he held the ball in his hand. Harold Beatty's high fly that smashed an electric light. Tom McDonald trying to put the same base runner out twice in the same inning. Frank Morley's bonehead play in trying steal second with men on second and third, Charlie Parsons' 15 foul tips in only once at bat, Jim Lumbers bribing the umpire, Bob Lind's fine coaching and general all around contempt for the opposing side, Arthur Peffard nearly catching a fly ball and his striking out with the bases full and his questionable antics around the home plate, and Dutch Donaldson's and Billy May's running catches a la Ty Cobb.

## CONVENTION OF DOM. R. M. A.

Will be Held in Vancouver on July 22 and 23—Excursionists Will Travel by Special Train

Vancouver.—Further progress toward the completion of arrangements for the forthcoming Dominion convention of the Retail Merchants' Association convention, which meets here on July 22 and 23, was reported at a meeting of the provincial executive which was held last evening. From requests being received for hotel accommodation, the convention will be a record one in the annals of the R. M. A. The Dominion secretary wrote that reduced fares had been arranged for on the basis of \$181 from Halifax and \$125 from Toronto.

The excursionists, who will probably travel by special train, at last from Winnipeg, will be entertained en route by the various provincial organizations, and in the mountains there will be stopovers at Banff and Lake Louise. They will reach Vancouver on July 20. To induce a large attendance of Eastern retailers, Industrial Commissioner J. R. Davison is busy sending out a considerable quantity of publicity literature.

The provincial convention, which will be held in New Westminster in July, was also discussed and a committee of Ross Smith and E. H. Gennis appointed to arrange for the entertainment. There will be educational talks dealing with fire prevention methods, which will probably be illustrated; scientific buying and taxation, the latter subject to be handled by a prominent financial man.

## THE ONLY PAPER WITH COMPLETE REPORT

The Editor,  
Canadian Grocer,  
Toronto.

Dear Sir:—

We wish to express our appreciation of the excellent service you have been affording your subscribers in regard to the enquiry into the grocery trade recently held at Hamilton and Toronto. We have greatly appreciated the very full reports you have been furnishing from week to week. Possibly there are other publications which have furnished equally complete reports; but if so, these have not come within our range of vision.

Yours truly,

(Signed) MacDonald Cooper.  
Limited  
Edmonton, Alberta.

# NEWS FROM WESTERN CANADA

## WESTERN

E. J. LeDain, Boissevain, Man., has removed to his new store and will carry a full stock of groceries and fancy china.

H. P. Pennock & Co., Ltd., have accepted the agency for Western Canada for Grimble & Co., Ltd., London, England, a large and long established manufacturer of pure malt vinegars.

Provincial Secretary Hougham of the R. M. A. accepted an invitation from Nanaimo branch, the pioneer association of the R. M. A. for B.C., to a banquet at Nanaimo on April 19. Mr. Hougham will speak on association matters.

John Pritty, Limited, formerly of John Pritty, Regina, Sask., secured a Saskatchewan charter and are now operating a limited liability company. This change was made on account of the development of their business as merchandise brokers and manufacturers' agents.

Mr. H. B. Gordon, president of the Codville Company, of Winnipeg, was called away this week to Stratford, Ont., owing to the death of his brother, William Gordon. The sympathy of the Winnipeg trade is extended to Mr. Gordon in his bereavement.

L. H. Leigh, of Gavin Bros. & Leigh, manufacturing confectioners, Vancouver, has been appointed British Columbia distributor for Hires Root Beer, manufactured by the Chas. E. Hires Co. at their Toronto factory. A. C. Dexter will be in charge of the British Columbia staff of salesmen.

## Wholesale Row Sees Many Changes

Vancouver Wholesalers are Forced to Vacate Premises to Make Way for Others

**VANCOUVER.** (Special) — While travelling on the water one often watches the games that the gulls seem to play. All along the boat deck, one will often see all the davits decorated with screaming gulls. Then the game seems to be that Mr. Gull on No. 1 davit decides to dislodge the gull on No. 2. He flies forward and hovers over No. 2 and No. 2, evidently recognizing the rules of the game, vacates his perch, and flies forward and flutters over No. 3, who promptly vacates in his favor and puts the same deal over on No. 4. It's a great game of tag.

In Vancouver, however, on Wholesale Row, the game has had a great vogue this last couple of weeks. The new firm, the Footit and Co., Ltd., after getting a bird's-eye view of the available perches obtained a lease and hovered over the premises occupied by Schartz Bros., at 153 Water St. Recognizing the rules of

the game, but not proposing to play it any longer than they could help, Schartz Bros. bought the premises occupied by Rainsford & Co., Ltd. Now "Andy" Littlehails, the manager, although not familiar with the game through experience, observed the shadow fluttering over 133 Water Street, and knew that he was "IT." Gathering several carloads of fruit and vegetables under his wing, he took the air and alighted at 115 Water St. Not being enamored of this form of exercise, Mr. Littlehails vowed "Never Again" and got a deed for the

roost. Now Wm. Scott & Co., had been occupying 115 Water St., they had seen a small speck in the distance rapidly approaching and had instructed all their hens and chickens just what to do in case of an air raid, so with the advent of Rainsford & Co., Ltd., Wm. Scott and all his stock took wing and as they could not find an untenanted perch on the same side of the street, they were forced to set their course for the south side. However, they made a good landing, and are now all oiling down their feathers at 44 Water Street.

## Calgary Grocer Tells Finance Minister His Opinion of Turnover Tax

The following is a copy of a letter sent to the Minister of Finance, Ottawa, by a grocer in Calgary:

"As one who did not know any better, in early life I started into the Retail Grocery business, have struggled for years, working almost night and day to make a living. Possibly 25% of the retail grocers are lucky enough to do this. The other 75% go broke sooner or later. Statistics prove this statement. The average net profit of the retail grocers who stay in business is approximately 1 per cent. on turnover.

In view of this I learn with alarm that your Government requiring revenue no doubt, were considering the advisability of placing a tax of 1 per cent. on the sales of all retailers.

According to the net profits of the various retailers, as given in the reports of the Bureau of Research, Harvard University, the other lines of business that they have investigated, with the exception of retail grocers, can stand this tax, but the writer contends that if it is put into effect it will bankrupt a lot of grocers.

Through your income tax department you can verify the statement that retail grocers barely make a living, and owing to the fact that a majority of the grocers start in business without experience in the line, cannot figure percentages, and do not know what it costs them to do business, they fix their prices so low that they go out of business in time, but while they are in business it causes the legitimate merchant who endeavors to make a legitimate profit and living out of his business to sell on such a close margin that he can hardly do so. Therefore, he cannot raise his prices, even the 1 per cent. to cover this tax.

The other class of merchant, as stated

above, goes broke or sells out, but there are always enough suckers coming forward from somewhere to cause the business to always be unprofitable.

Strange as it may seem, the writer has a turnover of about \$150,000 a year, and his net profits average \$1,000 per year. So you can readily see what a fix it would place him in.

One other feature in connection with it is that the retailer, more so than any other individual, is blamed for the high cost of living, and if he endeavors to get even an average of 1 per cent. more would be even more of a goat.

Another point, in Western Canada fully half the retailers are foreigners, nine-tenths of whom have no idea of honesty, and notwithstanding the law, do not keep books. They would evade the law, and only pay a small portion of what was their share. The honest dealers would pay his in full, that is of course providing he had the money to pay, but would likely be broke attempting to pay it.

Surely to goodness a man should pay according to his ability to pay. Pay on his net income. Fix it at any rate you like, but in the writer's opinion the method you propose is absolutely unfair. Do you propose to charge a professional man 1 per cent. on the volume of his business? Or the manufacturer a certain percentage on his output? Of course you reply, "Everything goes through the hands of the retailer, and that is apparently the only way of taxing everything." While that may be correct, it is absolutely unjust to the retail grocer.

There must be some other fair way of raising the money the writer knows you must have to finance the country.

Yours truly,

"One who is trying to keep his head above water."

# Results

Advertising should make two blades of grass grow where one grew before—

But if it makes orders grow where none grew before — that's mighty satisfactory, isn't it?

For a few months we have been privileged to work with the Maple Crispette Company, Limited, in Montreal, to secure for them a wider market. They advertised two lines which, through CANADIAN GROCER,—one of our specialized business papers—has been more than successful. Sales developed where they had no thought of finding them.

We quote from their letter :

**"It might interest you to know that we received orders direct through one advertisement in your paper, amounting to about \$4,000.00, and since then we have received several repeats from these same customers.**

**"We were under the impression that we had all wholesalers and jobbers on our list of friends and customers, but after our first advertisement appeared we found that there were a number of concerns whom we did not have on our books and from whom we received orders.**

**"While this letter is not solicited by you, we think it only fair to you to let you know the results of our ad. in your paper."**

Instances are many where users of space found markets they had not known existed.

There is perhaps some angle of your merchandising problem on which our thirty-three years close contact with merchants, through MacLean specialized business papers, has fitted us to be of service to you.

# Unexpected Export Trade

"I noticed some years ago in 'Canadian Grocer' time and time again a small advertisement for 'Tanglefoot' sticky fly paper, something I had then never heard of before. Finally, one day I said to myself: 'If that firm can keep on advertising that article, there must be something in it, and if this firm can sell it in Canada we might be able to sell it in the Scandinavian countries.'

"We wrote them asking for samples and quotations, offered it to the trade,—it took and proved to be a good article. We now buy it every year and have done so for seven years, not by the box or by the hundred boxes, but by the carload, and when we have a warm summer, it seems as if we cannot get enough of it.

"Even up to this moment the O. & W. Thum Co., manufacturers of the fly paper, have no idea that they got their Scandinavian trade through advertising in a Canadian trade paper, as I will confess I forgot to mention your paper when I first wrote to them." (Names on request).

There are many markets in addition to our purely home markets which are reached every week by shrewd advertisers in MacLean business papers. They find ready market for the surplus of manufactured articles—markets which increase year by year. MacLean papers are read closely in many countries where wholesalers are on the alert for new Canadian goods that may be sold in their markets. May we not tell you more of this feature by which MacLean papers give added results over and above those naturally expected in advertising?

## The MacLean Publishing Company, Limited

*Publishers of the following specialized trade and technical newspapers:*

*Weekly*

HARDWARE AND METAL  
CANADIAN GROCER  
DRUGGISTS' WEEKLY  
CANADIAN MACHINERY

*Bi-Monthly*

SANITARY ENGINEER  
POWER HOUSE

*Monthly*

BOOKSELLER AND STATIONER  
MEN'S WEAR REVIEW  
DRY GOODS REVIEW  
MARINE ENGINEERING  
CANADIAN FOUNDRYMAN

143 University Avenue

Toronto, Canada

# WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

## THE MARKETS AT A GLANCE

**T**HE markets for general commodities are firm to higher. Some lines have registered advances. Probably the main feature is the recent large advances on sugar. Whether these new high levels will be maintained is very doubtful in view of the ever-increasing cost of raw sugar.

**WINNIPEG**—The main feature of the Winnipeg markets this week was the advance in sugar by Canadian refineries. Previous to this advance, raws were selling in New York at higher prices than refined sugar at Montreal. Even now, with the increased prices for refined, raws in New York are quoted at but a shade less than manufactured product in Canada. The fluctuating clove market is to the fore again this week with an increase of from 4 to 5 cents a pound. Japan chillies are difficult to obtain this year. The switchmen's strike in the United States is having its effect here. Probable results may be an advance in coffee prices owing to delay in shipping from New York, and a shortage of fruit. Scarcity is being felt in canned raspberries and olives, which did not yield a good crop last year.

**MONTREAL**—The Redpath Sugar Refinery has advanced sugar \$2.00 per hundred and the St. Lawrence and Atlantic advanced \$2.50 per hundred. The molasses market remains firm at the new high level and the situation continues strong. There is a good demand for rice and the market is firm. The cereal market is reported dull and there are no changes in quotations. The market, however, is firm. Higher prices are promised in the coffee market in the near future. The cocoa market is holding firm, but on account of the abnormal demand, the supplies of the raw bean are proving insufficient and a shortage is feared. The market in spices is daily getting stronger and the demand is to the limit of supplies on hand; there is very little change in the prices, but the tendency is markedly upward. There is a slight drop in the price of currants and also for dried apples. The reports on the first crop of teas is such as to indicate an advance in the tea market when it reaches here. At the present time prices remain firm at the old basis, but an advance of probably 20 per cent. is predicted. The United States strike is being felt in the vegetable mar-

ket and higher prices have been effected. Hay and grains are strong.

**TORONTO**—Following the recent advances on Acadia and Dominion sugars, other refineries have also registered advances. Redpath, \$2.00 per hundred and Atlantic and St. Lawrence, \$2.50 per hundred. The differentials on gunnies and cartons have also advanced. The situation in the raw sugar market continues upward and these advancing prices on raw are indicative of even higher prices on refined. Lyle's cane syrup has advanced and higher prices on corn syrups are not unlikely in view of the higher cost of corn and containers. Cereals are ruling firm in a quiet market, but the steadily advancing prices of grains, especially corn and oats, is having a firming tendency. Manufacturers of cereals state that the present price of grains warrants an early advance on all oat and corn products. The ever-increasing consumption of tea and the difficulty of transportation is causing a shortage of spot stocks. Shipments that are arriving are mostly of the medium grades and a scarcity of the finer grades and the lower grades is noted. No new developments are manifest in the market for rice. A few small shipments are arriving, but with the big season for rice approaching, it is stated in some quarters that prices will reach even higher levels, due to the short crops and the control of exports in European countries. Canned goods are steady and dried fruits also. Imports of spices have been extremely small and in consequence spot stocks have been steadily dwindling. Local importers are predicting firmer to higher prices in view of the scarcity of certain lines and the keen bidding amongst European buyers. Potato supplies are scarce and quotations are higher. Advances have been registered on washboards, parowax, cigarette papers, condensed milk and Lenox soap.

The produce and provision markets are slightly firmer. Fresh meats have advanced one to two cents per pound. Hams and bacon are quoted higher. Cooked hams are quoted two cents per pound higher. The egg market is firmer, probably due to the fact that storage operations are now under way. The butter market is easier and quotations are one cent per pound down. Cheese, lard and shortening are steady.



## QUEBEC MARKETS

**M**ONTREAL, April 23—The market here this week has been markedly firm with some tendencies to an upward movement. The advance in the price of sugar, predicted by CANADIAN GROCER, was the feature of the market. As a result of this manufacturers of condensed milk announce an advance in their prices. Coffee is very firm and the future looks even stronger. Potatoes are higher and a shortage in spring vegetables with a dearer market seems evident on account of the strikes in the United States. The early reports on the tea crop are such as to augur a very firm price at present values when they reach this market. The opening up of navigation during the next week is hoped to relieve the market to some extent. Currants and dried apples are cheaper. Fresh fruit is a little easier, unless the strike hinders transportation for some time.

### Sugar Firm at Pinnacle Price

Montreal.

**SUGAR.**—As predicted last week by CANADIAN GROCER, the sugar market took a sharp advance of two and two and a half cents a pound, making granulated sugar \$18.50 and \$19.00 per cwt. This advance is due to the exceedingly high cost of the raws. The production, CANADIAN GROCER is informed, is just as good as in other years, but the consumption is far above normal.

Canada Sugar Refinery and Dominion Sugar Refinery are marketing their granulated at \$18.50, the price quoted by them two weeks ago. The St. Lawrence, Acadia and Atlantic Sugar Refineries have, however, set their price at \$19.00.

Atlantic Sugar Co., extra granulated sugar, 100 lbs.	19 00
Acadia Sugar Refinery, extra granulated.	19 00
Canada Sugar Refinery	18 50
Dominion Sugar Co., Ltd., crystal granu.	18 50
St. Lawrence Sugar Refineries	19 00
Icing, barrels	19 40
Do., 25-lb. boxes	19 60
Do., 50-lb. boxes	19 40
Do., 50 1-lb. boxes	20 70
Yellow, No. 1	18 60
Do., No. 2 (Golden)	18 50
Do., No. 3	18 40
Do., No. 4	18 20
Powdered, barrels	19 10
Do., 50s	19 30
Do., 25s	19 50
Cubes and Dice (asst. tea), 100-lb. boxes	19 60
Do., 50-lb. boxes	19 70
Do., 25-lb. boxes	19 90
Do., 2-lb. package	21 00
Paris lumps, barrels	19 60
Do., 100 lbs.	19 60
Do., 50-lb. boxes	19 80
Do., 25-lb. boxes	20 00
Do., cartons, 2 lbs.	21 00
Do., cartons, 5 lbs.	21 00
Crystal diamonds, barrels	19 70
Do., 100-lb. boxes	19 70
Do., 50-lb. boxes	19 90
Do., 25-lb. boxes	21 00
Do., cases, 20 cartons	20 75

### Molasses Market Strong

Montreal.

**MOLASSES.**—The molasses market remains firm at the new high level. Despite the price the demand is great. There has been no change in the prices this week, but the situation as far as molasses is concerned is decidedly strong.

Corn Syrups—	
Barrels, about 700 lbs., per lb.	0 00
Half barrels	0 09 1/2
Kegs	0 09 1/4
2-lb. tins, 2 doz. in case, case	5 90

5-lb. tins, 1 doz. in case, case	6 85
10-lb. tins, 1/2 doz. in case, case	6 55
5-gal. 25-lb. pails, each	2 85
3-gal. 38 1/2-lb. pails, each	4 25
3-gal. 65-lb. pails, each	6 85
White Corn Syrup—	
1-lb. tins, 2 doz. in case, c. se.	6 50
1-lb. tins, 1 doz. in case, case	7 45
0-lb. tins, 1/2 doz. in case, case	7 15
Cane Syrup (Crystal) Diamond—	
case (2-lb. cans)	8 50
Barrels, per 100 lbs.	12 25
Half barrels, per 100 lbs.	12 50
Glucose, 5-lb. cans (case)	6 85

Prices for

Barbadoes Molasses—	Island of Montreal
Punchoons	1 45 1 50
Barrels	1 50 1 53
Half barrels	1 52 1 55
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	6 00
3-lb. tins, 2 doz. in case, case	8 25
5-lb. tins, 1 doz. in case, case	6 80
10-lb. tins, 1/2 doz. in case, case	6 65

### Some Grades of Rice Easier

Montreal.

**RICE.**—There is a good demand for rice and the prices remain firm. Some grades, however, are a little easier. Rangoon B and CC are 1/2 and 3/4 c. a lb. lower. This does not indicate, however, that the market in higher grade rice is at all relieved, in fact the market is very strong.

RICE—	
Carolina, ex. fancy	19 00 21 00
Do. (fancy)	18 00
Rangoon "B"	14 00
Rangoon "CC"	13 75
Broken rice, fine	10 00
Tapioca, per lb. (seed)	0 12 1/2 0 13 1/2
Do. (pearl)	0 12 1/2 0 13 1/2
Do. (flake)	0 11 0 12 1/2

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

### Package Goods Quiet

Montreal.

**PACKAGE GOODS.**—There is the usual demand for package goods. As the summer season is coming on the trade falls off in this line, especially in package cereals. The prices, however, remain firm and wheat products are especially strong.

#### PACKAGE GOODS

Breakfast food, case 18	2 85
Cocoanut, 2 oz. pkgs., doz.	0 78 1/2
Do., 20-lb. cartons, lb.	0 38
Corn Flakes, 3 doz. case	3 50 3 65 3 50
Corn Flakes, 36s	4 15
Hot Flakes, 30s	5 40
Rollt oats, 20s	6 50
Do., 18s	2 42 1/2
Do., large, doz.	3 00
Oatmeal, fine cut, pkgs., case	6 75
Puffed rice	5 70
Puffed wheat	4 25
Pa-ma, case	2 35
Hominy, pearl or granu., 2 doz.	3 65

Health bran (20 pkgs.), case	2 60
Scotch Pearl Barley, case	2 60
Pancake Flour, case	3 60
Pancake Flour, self-raising, doz.	1 50
Wheat food, 18-1 1/2s	3 25
Buckwheat Flour, case	3 60
Wheat flakes, case of 2 doz.	2 95
Oatmeal, fine cut, 20 pkgs.	6 75
Porridge wheat, 36s, case	7 30
Do., 20s, case	7 50
Self-raising Flour (8-lb. pack.) doz.	3 05
Do. (4-lb. pack.), doz.	6 00
Corn starch (prepared)	0 12 1/2
Potato flour	0 16
Starch (laundry)	0 10 1/4
Flour, Tapioca	0 15
Shredded Krumbles, 36s	4 35
Cooked bran, 12s	2 25

### Cereals Slow, But Firm

Montreal.

**CEREALS.**—This market is rather dull at the present time. There have been no price changes during the past week. The prices are very firm, although there are differences in rolled oats, prices varying from \$5.30 to \$5.75, according to the grade.

CEREALS—	
Cornmeal, golden granulated	5 50
Barley, pearl (bag of 98 lbs.)	8 00 8 25
Barley, pot (98 lbs.)	7 25
Barley (roasted)	6 25
Buckwheat flour, 98 lbs. (new)	6 00
Hominy grits, 98 lbs.	6 50
Hominy, pearl (98 lbs.)	6 25
Graham flour	6 00
Do., barrel	13 25
Oatmeal (standard, granulated)	6 00 6 75
Rolled Oats (bulk), 90s	5 30 5 75

### Coffee Market is Strong

Montreal.

**COFFEE.**—The market promises higher prices in coffee in the near future. This week, although there is no distinct change in prices, the market is very firm on the limit quoted last week.

**COCOA.**—There is a heavy demand on cocoa and the market is holding firm to the old prices. On account of the abnormal demand on this product, the supplies of the raw bean are proving insufficient and a shortage is feared.

COFFEE—	
Rio, lb.	0 33 1/2 0 35 1/2
Mexican, lb.	0 49 0 51
Jamaica, lb.	0 46 0 48
Bogotas, lb.	0 49 0 52
Mocha (types)	0 49 0 51
Santos, Bourbon, lb.	0 48 0 50
Santos, lb.	0 47 0 49
COCOA—	
In 1-lbs., per doz.	6 25
In 1/2-lbs., per doz.	3 25
In 1/4-lbs., per doz.	1 70
In small size, per doz.	1 25

### Spices Are Very Firm

Montreal.

**SPICES.**—The market in spices is daily getting stronger and the demand is to the limit of supplies at hand. There is very little change in the prices, but the tendency is markedly upward. Chicory is higher now, being quoted at 30c per lb. Paprika is also up ten cents a lb., being priced at 80c a lb.

Allspice	0 23
Cassia (pure)	0 33 0 35
Cocoanut, pails, 20 lbs., unsweetened, lb.	0 48
Do., sweetened, lb.	0 36
Chicory (Canadian), lb.	0 30
Cinnamon—	
Rolls	0 35
Pure, ground	0 35 0 40
Cloves	0 35 0 40
Cream of tartar (French pure)	0 75 0 80
American high test	0 80 0 85
Ginger (Jamaica)	0 40
Ginger (Cochin)	0 35
Mace, pure, 1-lb. tins	1 00



Cauliflower, Am., doz. dble crate	7 00
Do., single crate	3 75
Cabbage (Montreal), barrels	6 00
Carrots, bag	1 75
Garlic, lb.	0 50
Horse radish, lb.	0 60
Lettuce (Boston), head, crate	6 00
Leeks, doz.	4 00
Mint	0 69
Mushrooms, lb.	1 00
Onions, Yellow, 75-lb. sack	10 00
Do., red, 75 lbs.	9 00
Do., crate	3 00
Do., Spanish, case	8 00
Oyster plant, doz.	0 50
Parsley (Canadian)	0 75
Peppers, green, doz.	0 50
Parsnips, bag	1 75
Potatoes, Montreal (90-lb. bag)	5 50
Do., New Brunswick	5 50
Do., sweet hamper	3 50
Canadian Radishes, doz.	1 00
Spinach, barrel	6 00
Turnips, Quebec, bag	2 00
Do., Montreal	1 50
Tomatoes, hothouse, lb.	0 40
Florida lettuce (hamper)	6 00
American parsley, doz.	2 00
Florida Celery (4-doz. crate)	9 00
Watercress (per doz.)	0 75
Lettuce (curly), 3 doz. in box	5 50
Parsley (American)	1 50
Tomatoes (Florida), crate	8 00
New Cabbage, Florida, crate	8 50

**Hay Market Still Strong**

Montreal.

**HAY AND GRAINS.**—The hay market continues very firm at the high prices that have prevailed. The better weather should open up the roads, so that relief may come from the country, thus the high prices should be somewhat reduced. The quotations have, however, remained firm throughout the week.

All wheat feeds are at a premium at the present time.

Some dealers are unable to quote prices for stated shipments, except in small lots in assorted cars.

<b>Hay</b>	
Good, No. 1, per 2,000 lb. ton	28 00
Do., No. 2	27 00
Do., No. 3	24 00
Straw	15 00
<b>Oats (bulk)</b>	
No. 2 C.W. (34 lbs.)	1 22
No. 3 C.W.	1 18
Extra feed	1 18
No. 1 feed	1 17
No. 2 feed	1 15
Tough 3 C.W.	1 16
<b>Barley</b>	
No. 3 C. W.	....
No. 3	....
No. 4 C.W.	....
Feed barley	1 60

Prices are at elevator.

**Flour Market Strong**

Montreal.

**FLOUR.**—A change in the flour market this week could hardly be expected. The market is, however, very firm at the new advanced level. The opinion is expressed that the recent advance was barely enough to cover the present cost of milling and that if the present crisis in wheat is not shortly relieved, the 15c advance will prove quite insufficient. The market is at present very strong and another break would not be surprising.

Winter wheat flour has firmed during the week.

<b>Standard Wheat Flours</b>	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	13 40
Per bbl., in (2) cotton bags, 98 lbs.	13 60
Small lots, per bbl. (2) jute bags, 98 lbs.	13 70
Winter wheat flour (bbl.) Jute bags	....

**ONTARIO MARKETS**

**TORONTO, April 23**—Redpath has advanced sugar \$2.00 per hundred and Atlantic \$2.50 per hundred, and further advances are not unlikely in view of steadily advancing raw market. Lyle's cane syrup has advanced and corn syrups are likely to follow. Cereals are standing firm in a quiet market. Tea and coffee markets are ruling firm. Rices are standing pat. Shelled nuts are strong and dried fruits are steady. Potatoes are in scant supply and fresh fruits also, especially the Southern stuff.

**Sugar Again Advances**

Toronto.

**SUGAR.**—Following the recent advances on Acadia and Dominion sugars, other refineries have also registered advances as follows:

Redpath, \$2.00 per hundred; Atlantic and St. Lawrence, \$2.50 per hundred. The differentials have also advanced, on 50 pound sacks, now 25 cents; gunnies, 5-20s, 40c; gunnies 10-10s, 50 cents; cartons 20-5s, 60c; cartons 50-2s, 55c. The situation in the raw sugar market continues upward. Some sales for May and June delivery have been made at 17 3/4 cents f.o.b. Cuba. These advancing prices on raws indicate that refined will also be higher.

St. Lawrence, extra granulated, cwt.	19 21
Atlantic, extra granulated	19 21
Acadia Sugar Refinery, extra granulated	18 71
Dom. Sugar Refinery, extra granulated	18 71
Canada Sugar Refinery, granulated	18 71
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 6c; gunnies, 5/20s, 40c;	

gummies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons, 50/2s, 70c. Yellows same as above.

**Sugar Syrup Advances**

Toronto.

**SYRUP.**—Lyle's syrup in No. 2 tins has advanced to \$4.90 per dozen. This is due to the recent advances in the cost of sugar. The high price of sugar is causing an increase in the consumption of corn syrups, but whether this will have the effect of advancing this commodity, manufacturers do not state, but they do say that corn, cans and boxes are costing more and if this is any indication then higher prices can be expected on corn syrup.

**Corn Syrups**

Barrels, about 700 lbs., yellow	0 09
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.	

Cases, 2-lb. tins, white, 2 doz. in case	6 50
Cases, 5-lb. tins, white, 1 doz. in case	7 45
Cases, 10-lb. tins, white, 1/2 doz. in case	7 15
Cases, 2-lb. tins, yellow, 2 doz. in case	5 90
Cases, 5-lb. tins, yellow, 1 doz. in case	6 85
Cases, 10-lb. tins, yellow, 1/2 doz. in case	6 55
<b>Cane Syrups</b>	
Barrels and half barrels, lb.	0 08
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over	
Cases, 2-lb. tins, 2 doz. in case	7 00
<b>Molasses</b>	
Fancy, Barbadoes, barrels, gal.	1 45
Choice Barbadoes, barrels	....
West India, bbls., gal.	0 56
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 00
Tins, 2-lb. table grade, case 2 doz., Barbadoes	7 75
Tins, 3-lb. table grade, case 2 doz., Barbadoes	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95
Tins, 10-lb., 1/2 doz. to case, Barbadoes	8 60
Tins, No. 2, baking grade, case 2 doz.	4 20
Tins, No. 3, baking grade, case of 2 doz.	5 50
Tins, No. 5, baking grade, case of 1 doz.	4 60
Tins, No. 10, baking grade, case of 1 1/2 doz.	4 25
West Indies, 1 1/2s, 48s	4 60

**Package Cereals Firm**

Toronto.

**PACKAGE GOODS.**—There is a very quiet market for package cereals reported by the manufacturers insofar as sales are concerned; but every indication point to higher prices, due especially to the advancing market on grains.

**PACKAGE GOODS**

Rolled Oats, 20s, round, case	6 50
Do., 20s, square, case	6 50
Do., 36s, case	4 85
Do., 18s, case	2 42 1/2
Corn Flakes, 36s, case	3 90
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 80
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb. cartons	0 12 1/2
Do., No. 2, lb. cartons	0 11
Laundry starch	0 10 1/2
Laundry starch, in 1-lb. cartons	0 12 1/2
Do., in 6-lb. tin canisters	0 14 1/2
Do., in 6-lb. wood boxes	0 14 1/2
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	6 75
Cornmeal, 24s	3 65
Farina, 24s	2 90
Barley, 24s	2 60
Wheat flakes, 24s	5 60
Wheat kernels, 24s	4 50
Self-rising pancake flour, 24s	3 70
Buckwheat flour, 24s	3 70
Two-minute oat Food, 24s	3 75
Puffed wheat, case	4 60
Puffed Rice, case	5 79
Health Bran, case	2 60
F.S. Hominy, gran., case	3 65
Do., pearl, case	3 65
Scotch Pearl Barley, case	2 60

**Business Quiet on Cereals**

Toronto.

**CEREALS.**—Cereals are standing firm in a very quiet market. The steadily advancing market for grains, especially oats and corn, is having the effect of firming cereals. Manufacturers state that the present price of grains warrants an early advance on oat and corn products.

Single Bag Lots F.o.b. Toronto

Barley, pearl, 98s	8 50
Barley, pot, 98s	7 25
Barley Flour, 98s	4 50
Buckwheat Flour, 98s	6 25
Cornmeal, Golden, 98s	5 50
Do., fancy yellow, 98s	6 50
Hominy grits, 98s	5 50
Hominy, pearl, 98s	6 25



are predicting firmer to higher prices in view of the scarcity of certain lines and the keen bidding amongst European buyers.

Allspice	0 23	0 35
Cassia	0 85	0 40
Cinnamon	0 55	0 55
Cloves	0 85	0 90
Cayenne	0 35	0 37
Ginger	0 35	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 38
Pickling spices	0 22	0 30
Mace	0 80	0 90
Peppers, black	0 39	0 41
Peppers, white	0 50	0 52
Paprika, lb.	0 80	0 85
Nutmegs, selects, whole 100s.	0 55	0 55
Do., 80s	0 68	0 68
Do., 64s	0 75	0 75
Do., ground	0 40	0 50
Nutmegs, ground	0 48	0 50
Mustard seed, whole	0 20	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 35	0 45
Fumeric	0 28	0 28
Curry	0 40	0 45
Curry Powder	0 40	0 45
Cream of Tartar— French, pure	0 80	0 85
American high-test, bulk	0 80	0 85
1-oz. packages, doz.	1 75	1 75
1-oz. packages, doz.	2 75	3 00
1-oz. tins, doz.	5 75	5 75

**Potatoes Are \$6.00 Per Bag**

Toronto.

VEGETABLES.—Stocks of potatoes continue light and prices are \$6.00 to \$6.25 per bag. Owing to the switchmen's strike Southern vegetables are rather scarce and prices are firm. California asparagus is quoted at \$10.00 per case. Cucumbers at \$4.00 to \$4.25 per dozen. New beets and carrots are quoted at \$3.25 per hamper.

Carrots, per bag	1 50	1 75
Parasnips, per bag	2 75	2 75
Radishes, Cal., doz.	0 75	0 75
Onions, Yellow Danvers, per lb.	0 08 1/2	0 10
Spanish Onions, large case	6 00	6 00
Onions, white, large sacks	8 50	8 50
Celery, Florida	7 50	8 50
Cauliflower, Cal., standard crate	6 50	6 50
Potatoes— Ont., 90-lb. bags	6 00	6 00
Quebec, 90-lb. bags	6 00	6 00
Jersey Sweet, hamper	3 50	3 75
Turnips, bag	1 00	1 25
Mushrooms, 4-lb. basket	4 00	4 00
Lettuce, Cal., head, 4 to 5 doz. cr.	4 50	5 00
Do., leaf, doz.	0 30	0 40
Cabbage, Florida, large crate	6 00	6 00
Do., Florida, bbl.	6 50	6 50
Do., Cal., case, 80 lbs.	6 00	6 00
Green Onions, doz., bunches	0 50	0 65
Green Peppers, doz.	1 00	1 00
Rhubarb, doz., bunches	1 25	1 25
Parsley, imported, per doz.	1 00	1 25
Do., domestic, per doz.	0 40	0 50
Florida Tomatoes, case	6 00	7 00
Mexican Tomatoes in lugs	7 00	7 00
Cucumbers, per doz.	4 00	4 25
New Carrots, hampers	3 25	3 25
Asparagus, Cal., per case	10 00	10 00
New Beets, hampers	3 50	3 50

**Strawberries Are 25 Cents**

Toronto.

FRUIT.—A car of Porto Rico pine-apples are due to arrive this week and the price will be around \$8.00 to \$8.50 per case. The first shipment of Louisiana strawberries have arrived and are quoted at 25 cents for full pint boxes. Oranges, navels, valencias and seedlings are in active demand and the price somewhat stiffened.

Cal. Navel Oranges— 80s, per case	4 50	4 50
100s, per case	5 00	5 00
126s, per case	6 25	6 25
150s, per case	7 50	7 50
176s, 200s, 216s, 250s, per case	8 25	8 50
Oranges, Valencias— 126s, 150s, 176s	6 00	7 50

Do., Seedlings	7 00	7 25
Bananas, Port Limons	0 08 1/2	0 08 1/2
Lemons, Cal., 300s, 360s	4 00	4 50
Do., Messinas, 300s	4 50	4 50
Grapefruit, Florida— 36s, 46s, 54s	4 25	5 00
64s, 70s, 80s, 96s, 126s	5 25	5 75
Grapefruit, Cuban— 54s, 64s, 70s, 80s, 96s	3 50	4 25
Apples, Nova Scotia— Baldwins	6 00	8 00
Starks	6 00	7 50
Fallawatus	6 00	7 50
Russetts	7 50	8 50
Apples, Ontario— Spys, No. 1, bbl.	11 00	11 00
Do., Nos. 2 and 3	6 50	9 00
Baldwins	6 00	8 00
Box, all sizes, per box	5 50	5 50
Tangerines, Cal.	4 00	4 00
Cranberry, Cape Cod, 1/2 bbl., cs.	6 00	6 00

**Japanese Beans in Demand**

Toronto.

BEANS.—The demand for beans is not very active, particularly on the Ontario variety, the Japanese, however, are moving fairly well. Good samples of this last variety are to be had and the prices quoted are around \$1.00 per bushel less than the Ontario variety.

Ontario, 1-lb. to 2-lb. picke's, bus.	5 00	5 50
Do., hand-picked, bus.	6 00	6 00
Marrowfats, bus.	6 00	6 50
Japanese Kotosashi, per bus.	4 50	5 00

Rangoons, per bus.	3 00	3 50
Limas, per lb.	0 16	0 17
Madagascars, per lb.	0 14	0 15

**Flour Business Quiet**

Toronto.

FLOUR.—The increase in the price of flour last week has had very little effect upon stimulating the flour business. Some mills are running about half time while others are barely operating at all. It was intimated to CANADIAN GROCER that this small advance on flour is just the beginning and that higher prices would surely follow.

Ontario winter wheat flour, in carload shipments, on tracks, per barrel, in jute bags	11 70	11 70
Ontario spring wheat flour, in jute bags, per barrel	13 60	13 60

**No Change in Mill Feeds**

Toronto.

MILLFEEDS.—Supplies of millfeeds are still scarce and at the present time millers cannot see any relief for some time to come.

MILLFEEDS— Bran, per ton	51 00	51 00
Shorts, per ton	58 00	58 00

**WINNIPEG MARKETS**

WINNIPEG, April 23—Following closely on the advance of Acadia Sugar, other refineries have increased prices \$2.00 to \$2.50 per hundred. Indications point to higher prices on syrups. Cereals are firm, but no price changes have been effected. The spice market is firm. Cloves have advanced 4 to 5 cents per pound. A shortage of certain lines of canned fruits is noted and prices are firm. The tea and coffee markets are both firmer and quotations expected to be higher.

**Sugar Prices Advance**

Winnipeg.

SUGAR.—Effective April 15, sugar prices in Winnipeg were increased from \$2 to \$2.50 per hundredweight. Even at this price, refined sugar is selling but slightly higher than raws in New York. Raws are still advancing rapidly in New York. Some Canadian refineries have withdrawn from the market. Two were closed down as a result of the switchmen's strike in the United States. Following closely on the heels of the jump in Acadia came another rise in the price of this grade.

Redpath granulated	19 55	19 55
St. Lawrence granulated	20 05	20 05
Lantic	20 05	20 05
Acadia	20 20	20 20
Yellow sugar	19 55	19 55
Powdered sugar in 50-lb. boxes 65 cents less per hundred over granulated in 100-lb. bags.		
Loaf sugar, \$1.15 less on same basis.		

**Syrups Continue Strong**

Winnipeg.

SYRUP.—Indications point to a further advance in syrup within a short time, due to the advances of sugar this week. Corn syrups remain very strong.

CANE SYRUP— Rogers, 2s.	7 85	7 85
Do., 5s	9 35	9 35
Do., 10s	8 00	8 00
Do., 20s	8 75	8 75
CORN SYRUP— Cases, 2 lb. tins, white, 2 doz. in case	6 80	6 80

Cases, 10 lb. tins, white, 1 doz. in case	7 80	7 80
Cases, 10 lb. tins, white, 1/2 doz. in case	7 55	7 55
Cases, 2 lb. tins, yellow, 2 doz. in case	6 20	6 20
Cases, 5 lb. tins, yellow, 1 doz. in case	7 20	7 20
Cases, 10 lb. tins, yellow, 1/2 doz. in case	6 95	6 95
MOLASSES— 2-lb. tins, 2 doz. case	7 85	7 85
3-lb. tins, 2 doz. case	11 05	11 05
5-lb. tins, 1 doz. case	9 00	9 00
10-lb. tins, 1/2 doz. case	8 75	8 75

**Package Goods Firm**

Winnipeg.

PACKAGE GOODS.—Advances in the prices of cartons are expected to boost prices of package goods, but in the meantime prices are unchanged.

PACKAGED GOODS Rolled Oats, 20s, round cartons	5 35	6 50
Do., 36s, case	4 85	4 85
Do., 18s, case	2 42 1/2	2 42 1/2
Corn Flakes, 36s, case	3 60	4 25
Cooker Package Peas, 48s, case	6 00	6 00
Do., 36s, case	3 75	3 75
Cornstarch No. 1, lb pkts., per lb.	0 11	0 11
Laundry Starch in 1-lb. cartons, lb.	0 11 1/2	0 11 1/2
Do., in 6-lb. tin canister		
Do., in 6-lb. wood boxes		
Gloss Starch, 1-lb. pkt., 40 in case. per lb.	0 11 1/2	0 13 1/2
Do., 6-lb. tins, 8 to case, per lb.	0 14 1/2	0 14 1/2
Celluloid Cold Starch, 1s, 45 in cs.	4 95	4 95
Potato Flour, 12 oz., 2 doz. case. per case	3 80	3 80
Cornmeal, 2 doz. case, per case	4 00	4 00
Wheat Flakes, 3 doz. case, per case	5 00	5 00
Puffed Wheat, 3 doz. case, case	4 60	4 60

Cereals Are Unchanged

Winnipeg.

CEREALS.—Cereals are firm, but no changes in price are effected.

Table listing cereal prices: Cornmeal, golden, 49-lb. sacks, per sack; Do., 10-lb. bags, 10 in bale, per bale; Barley, pearl, 98-lb. sack, per sack; Do., pot, 98-lb. sack, per sack; Buckwheat, Gritz, 100-lb. sacks; Rye Flour, 98-lb. sacks; Rolled oats, 80-lb. sack; Rolled wheat, 98-lb. sack; Linseed Meal, 100-lb. sacks, per lb.; Whole Yellow Peas, 60-lbs., per lb.; Do., green, 36 case, per case; Split Peas, 98-lb. sack, per sack.

Nutmegs Are Scarce

Winnipeg.

SPICE.—Black pepper from the source is slightly easier. White is firmer. In the last ten days it has advanced about one cent per pound.

NUTMEGS, particularly, the larger sizes, are very scarce. Ginger is higher. Good grades of cassia are scarce. Cloves, which have been fluctuating greatly within recent times, have gone up again from 4 to 5 cents a pound. Japan chillies are scarce this year. Their color is very poor. New York prices are from 30 to 32 cents a pound, compared with prices of last year at from 20 to 24 cents a pound.

SPICES—

Table listing spice prices: Allspice, in bulk, per lb.; Do., 5-lb. boxes, per lb.; Cassia, 1 oz. bundles, per doz.; Do., 5-lb. boxes, per lb.; Cloves, per lb.; Do., 1-lb. tins, per tin; Do., 5-lb. boxes, per lb.; Ginger, Jamaica, per lb.; Do., 5-lb. boxes, per lb.; Nutmeg, 5-lb. boxes, per lb.; Do., in bulk, per lb.; Do., pkts., per doz.; Pastry spice, 5-lb. tins, per lb.; Black pepper, per lb.; White pepper, per lb.; Cayenne pepper, per lb.; Turmeric, per lb.; Japan chillies.

Raisins Are in Demand

Winnipeg.

DRIED FRUIT.—Few lines of raisins are available for the trade in Winnipeg, and what quantities do come up are quickly bought up.

Table listing dried fruit prices: Evaporated apples, per lb.; Do., Apricots, per lb.; Currants, 90-lb., per lb.; Do., 50-lb., per lb.; Do., 8 oz. pkts., 6 doz. to case, per pkt.; Dates, Hallowee, bulk, per lb.; Do., Tunis, per lb.; Figs, Spanish, per lb.; Do., Smyrna, per lb.; Do., Black, cartons, per carton; Do., Smyrna, table quality, box of 35; Loganberries, 4 doz. in case, pkt.; Peaches, Standard, per lb.; Do., choice, per lb.; Do., fancy, per lb.; Do., Cal., in cartons, per carton; Do., unpitted, per lb.; Pears, extra choice, per lb.; Do., Cal., cartons, per carton; PRUNES—40-50s, per lb.; 50-60s, per lb.; 60-70s, per lb.; 70-80s, per lb.; 80-90s, per lb.; 90-100s, per lb.; In Cartons, per carton; Raisins—Cal. pkg., seeded, 15 oz. fancy, 86 to case, per pkt.; Cal. bulk, seeded, 25-lb. boxes, per lb.

Table listing seedless products: Cal. pkg. seedless—11-oz., 36 to case, per pkg.; 9-oz., 48 to case, per pkg.; Cal. bulk, seedless, 25-lb. boxes, per lb.; Cal. Bleached Sultanas—25-lb. boxes, bulk (fancy), lb.; 50-lb. boxes, choice, fancy, lb.

Canned Fruits Scarce

Winnipeg.

CANNED GOODS.—A shortage of certain lines of canned fruits, particularly raspberries, has developed this week. Otherwise the market is unchanged. There has been no further advance in jams, which went up to 15 per cent. recently.

CANNED FRUITS

Table listing canned fruit prices: Apples, 6 tins in case, per case; Apricots, 1s, 4 doz. case, per doz.; Blueberries, 2s, 2 doz. case, case; Cherries, 1s, 4 doz. case, per doz.; Gooseberries, 2s, 2 doz. case, case; Lawtonberries, 2s, 2 doz. case, case; Peaches, 2s, 2 doz. case, per case; Do., 2 1/2s, 2 doz. in case, case; Do., sliced, 1s, 4 doz. case, doz.; Do., halved, 1s, 4 doz. case, doz.; Pears, 1s, 4 doz. case, per doz.; Do., 2s, 2 doz. case, per case; Pineapple, 2s, 2 doz. case, per case; Plums, green gage, 2s, 2 doz. case, per case; Do., Lombard, 2s, 2 doz. case, per case; Raspberries, 2s, 2 doz. case, case; Strawberries, 2s, 2 doz. case, case.

CANNED VEGETABLES

Table listing canned vegetable prices: Asparagus tips; Beans, Golden Wax; Beans, Refugee; Corn, 2s; Hominy, 2 1/2s; Peas, standard, 2s; Do., Early June, 2s; Sweet Potatoes, 2 1/2s; Pumpkin, 2 1/2s; Sauer kraut, 2s; Spaghetti, 1s; Spinach, 2s; Tomatoes, 2 1/2s; Do., 2s.

CANNED FISH

Table listing canned fish prices: Shrimps, 1s, 4 doz. case, per doz.; Finnan Haddie, 1-lb., 4 doz. case; Do., 1/2-lb., 8 doz. case; Herrings (Can.), 1s, 4 doz. case, per case; Do. (imported), 1/2s, 100 to case, per case; Lobsters, 1/4s, 8 doz. case, per doz.; Do., 1/2s, 4 doz. case, per doz.; Mackerel (imported), 6-oz. tins, 100 to case; Oysters, 1s, 4-oz., 4 doz. case, doz.; Do., 2s, 8-oz., 2 doz. case, doz.; Pilchards, 1s, tall, 4 doz. case, cs; Do., 2s; Deep Sea Trout, 1/2s, flat, 8 doz. case, per case; Salmon—Fancy Pink, 1s, tall, 48 in case; Do., 1/2s, flat, 96 in case; Cohoe, red, 1s, tall, 48 in case; Cohoe, red, 1/2s, flat, 96 in case; Sockeye, red, 1s, tall, 48 in case; Do., 1/2s, flat, 96 in case; Chum, 1s, tall, 48 in case; Kippered, 1s, tall, 48 in case.

Nuts Remain Firm

Winnipeg.

NUTS.—The nut market remains firm, and prospects are for higher prices.

NUTS—

Table listing nut prices: Pecans, in shells, per lb.; Peanuts, in shells, roasted, lb.; Do., green, per lb.; NUTS, SHELLED—Salted Peanuts, 10-lb. tins, tin; Spanish Valencia Almonds, lb.; Jordan Almonds, per lb.; Walnuts, Manchurian, per lb.

Strike Affecting Coffee

Winnipeg.

COFFEE.—There is a congestion of coffee supplies at New York. Local supplies are running very low. There will

be a probable advance in prices if strike continues. Mexican coffee is very scarce. One shipment ordered last July was only received this week by a local firm.

COFFEES—

Table listing coffee prices: Santos, per lb.; Bourbon, per lb.; Maracaibo, per lb.; Jamaica, per lb.; Mexican, per lb.

Tea Market is Firmer

Winnipeg.

TEA.—Tea is becoming firmer. Strong tone in London market. The Indian market is closed, as its products have been sold for the season. Only the Ceylon and Java markets are open. Both are firm. Business is very good.

INDIAN AND CEYLON—

Table listing tea prices: Pekoe Souchongs; Pekoes; Broken Pekoe; Broken Orange Pekoe; Japans, bulk tea; JAVAS—Pekoe Souchongs; Pekoe; Broken Pekoe; Broken Orange Pekoe.

Bean Market is Weak

Winnipeg.

BEANS.—The bean market has developed a very weak tone, but holders express their opinion that this is temporary and prices will again be firmer.

Table listing bean prices: White Beans, hand picked, 100-lb. bag, per bag; Do., fancy picked, 100-lb. bags, per bag; Lima beans, 80-lb. sacks, per lb.

Rice Supplies Limited

Winnipeg.

RICE.—It is possible rice prices may go much higher than existing quotations. Supplies continue to be limited. Market is unchanged.

RICE—

Table listing rice prices: No. 1 Japan, 50-lb. sack, lb.; No. 1 Japan, 100-lb. sack, lb.; Siam Elephant in 50-lb. bags, lb.; Do., in 100-lb. bags, lb.; Ground, medium, per doz.; Do., No. 1, per doz.; Do., 100s, per lb.; Do., 50s, per lb.; Do., 10 x 8 lb. bags, per bag.; Sago, sack lots, 130 lb. 150 lb., per lb.; Do., in less quantities; Tapioca, pearl, per lb.

Fruit Shortage Likely

Winnipeg.

FRUIT.—The market for fruit is fair and the demand is good. It is not however as good as it might be on account of colder weather. There is a probability that a scarcity may ensue if the switchmen's strike in the United States continues. Prices are unchanged.

Navel Oranges—

Table listing navel orange prices: 80s, per case; 100s, per case; 126s, per case; 150s, per case; 176s, per case; 200s, 216s, and smaller, per case; Cal. Blood Oranges, 176 and smaller, per case; Lemons, Cal., per case; Bananas, red, per lb.

Olive Supplies Are Low

Winnipeg.

OLIVES.—Olives are firm. The local

Continued on page 48

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 23.—The markets this week have been most unsteady, except in evaporated fruits, which maintain a steady level. New Zealand onions are due to arrive in two weeks and will sell at \$12.00 per crate. Advances have been recorded on Keen's and Reckett's blue, Cowan's chocolate and cocoa, condensed milks, Lenox soap, canned fruits, Smith's and Wagstaff's jams. The Northwest Biscuit Co. announce a reduction of one cent per pound on bulk soda biscuits.

Beans, small white, Japans, bus.	5 40
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	14 75
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, granulated, Western	17 94
Do., Eastern	18 20
Cheese, No. 1, Ontario, large	0 30½
Butter, creamery	0 67
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 50
Eggs, new laid	0 45
Tomatoes, 2½s, standard case	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 60
Apples, gal.	3 25
Apples, evaporated, per lb.	0 26
Strawberries, 2s, Ont., case	9 75
Raspberries, 2s, Ont., case	9 75
Peaches, 2s, Ontario, case	7 85
Plums, 2s, case	5 00
Salmon, finest Sockeye, tall, case	18 80
Salmon, pink, tall, case	11 25
Peaches, Cal., 2½s	7 00
Potatoes, bushel	2 00 2 75

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 23.—B. C. sugar soap ETAOIN SHRDLU MFWYP P has advanced \$2.00 per hundred; Lenox soap, 25 cents per box; condensed milk, 50 cents per case; fine salt, 30 cents per barrel; shaker salt, 10 cents per case; blended jams, 4s, now quoted \$9.00; Japan rice, 15½ cents per pound. Sago is lower, quoted at 11 to 13 cents per pound. Raisins have advanced, bulk seedless now 29 cents per pound, 11 ounce packages 21 cents. Local potatoes have advanced to \$110.00 per ton.

Flour, 96s, per bbl.	12 95
Beans, B.C.	8 00 8 50
Rolled oats, 80s	5 00
Rice, Siam	12 75 13 50
Japan, No. 1	15 50 17 00
Tapioca, lb.	9 10½ 0 12
Sago, lb.	0 11 0 13

Sugar, pure cane, granulated, cwt	18 92
Cheese, No. 1, Ont., large	0 27½ 0 30
Butter, creamery, lb.	0 70 0 74
Do., dairy, lb.	0 55 0 60
Lard pure, 3s	18 90 19 20
Eggs, new laid, local, case	13 50
Tomatoes, 2½s, standard, case	4 50 4 75
Corn, 2s, case	4 00 4 45
Peas, 2s, standard, case	4 20 4 75
Strawberries, 2s, Ontario, case	10 30
Raspberries, 2s, Ontario, case	10 30
Cherries, 2s, red, pitted	9 00 9 50
Apples, evaporated	0 22½ 0 25½
Do., 25s, lb.	0 26¾
Peaches, evaporated, lb.	0 25¾
Do., canned, 2s	7 50
Prunes, 90-100s	0 18
Do., 70-80s	0 19
Do., 50-60s	0 20
Do., 30-40s	0 30
Do., 20-30s	0 33
Raisins, bleached Sultanias	0 27
Do., bulk, seedless	0 29
Do., package, 11 oz.	0 21
Philatras Currants, lb.	0 26
Salmon, pink tall, case	10 25
Do., Sockeye, tall, case	17 50
Do., halves	18 00 19 00
Potatoes, Alta., per ton	110 00
Lemons	7 50
Oranges	6 00 8 00
Grapefruit	7 00 7 50

## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, April 23.—Markets in general staples holding steady. Sugar has advanced again, now quoted at \$19.10. Fish eggs are becoming more plentiful, now selling at 47 to 48 cents per dozen. The lard market is higher, now quoted at 31 to 31½ cents per pound. American clear pork has declined. Potatoes are holding firm at \$8.00 per barrel.

Flour, No. 1 patents, bbls., Man.	15 10
Cornmeal, gran., bags	6 25
Cornmeal, ordinary	4 40
Rolled oats	12 50
Rice, Siam, per 100 lbs.	15 00
Tapioca, 100 lbs.	13 50 15 00
Molasses	1 40 1 45
Standard, granulated	16 60
Sugar—	
No. 1, yellow	18 60
Cheese, New Brunswick	0 30½ 0 31
Cheese, Ont., twins	0 47 0 48
Eggs, fresh, doz.	0 47 0 51½
Lard, pure, lb.	0 31 0 31½
Lard, compound	0 30 0 30½
American, clear pork	52 00 55 00
Tomatoes, 2½s, standard case	4 25
Reef, corned, 1s	4 00 4 20
Breakfast bacon	0 42 0 45
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 56 0 58
Raspberries, 2s, Ont., case	4 00 4 45
Peaches, 2s, standard, case	7 30 7 40
Corn, 2s, standard, case	3 80
Peas, standard, case	4 15
Apples, gal., N.B., doz.	4 75 5 00
Strawberries, 2s, Ont., case	9 00
Salmon, Red Spring, flats, cases	19 50
Pinks	11 00 11 50
Cohoos	15 00 15 50
Chums	9 00
Evaporated Apples, per lb.	0 22½ 0 23
Peaches, per lb.	0 27½ 0 28
Potatoes, Natives, per bbl.	8 00
Lemons, Cal., case	6 00 6 50
Grapefruit, Cal., case	6 50 7 50
Apples, Western, box	4 75 5 50
Bananas, per lb.	0 09 0 10

## WINNIPEG PROVISIONS

Continued from page 50

Herring, Lake Superior, 100-lb. sacks, new stock	0 17
Halibut, cases 300 lbs., chicken	8 50
per bbl.	0 18
Halibut, broken cases, chicken	0 10
Jackfish, dressed	0 13
Pickeral, case lots	0 20½
Salmon, Cohoe, full boxes, 300 lbs.	0 21½
Do., Cohoe, broken cases	0 23½
Do., Red Spring, full boxes	0 24½
Do., Red Spring, broken cases	0 09½
Soles	0 09½
Baby Whitefish or Tulibeas	0 12½
Whitefish, dressed, case lots	0 13½
Whitefish, dressed, broken cases	0 13½

## SMOKED FISH

Bloaters, Eastern National, case	2 60
Do., Western, 20-lb. boxes, box	2 40
Haddies, in 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 14
Kippers, East. Nat., 20 count, per count	2 40
Do., Western, 20-lb. boxes, box	2 30
Fillets, 15-lb. boxes, box	0 20

## SALT FISH

Steak Cod, 2s, Seely's, lb.	0 16
Acadia Strip Cod, 30-lb. boxes, lb.	0 16
Acadia Cod, 12-2s, wood boxes, lb.	0 16
Acadia Cod, 20-1s, tablets, lb.	0 16
Holland Herring, Milkers, 9-lb. pails, per pail	1 35
Do., Mixed, 9-lb. pails, per pail	1 25
Labrador Herring, 100-lbs. bbls.	

## Poultry is Unchanged

Winnipeg.

POULTRY.—The poultry market is about same, and prices remain unchanged.

POULTRY—

Turkey, live weight, lb.	0 23 0 28
Geese	0 15 0 19
Duck	0 16 0 18
Chickens	0 19 0 22

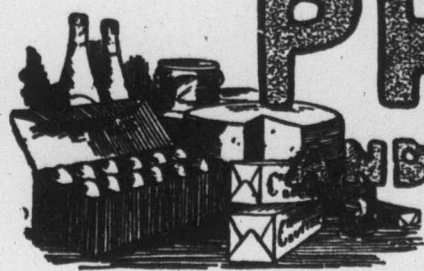
## OXWELDED DEVICE COMBATS

H. C. OF L.


This is the day of H. C. of L., plus—but it is also the day of new and crafty ways of sidestepping the onslaughts of the ugly ogre. The latest device to enlist on the side of the people is the detachable broom handle.

At first thought the broom handle seems inconsequential. Isolated and individually it is. Multiply it by some fifty millions or more, which probably approximates the number of brooms sold yearly in the United States, and you have something quite different.

The detachable broom handle is a brand new idea, and it is "taking." At the present time there is a factory in Vermont devoted exclusively to manufacturing brooms with this type of handle. The handle is of wood fitted into an oxywelded metal holder that clamps easily onto the brush of the broom. The metal part is light but very strong, being securely welded by the oxy-acetylene process, which not only makes it rigid but allows the entire piece to be neatly finished.



# PRODUCE AND PROVISIONS



## Many Grocers Oppose Margarine Regulation

General Storekeepers, Too, in Country Places Would Like to See the Manufacture and Sale of Oleomargarine Continued—Many Farmers Are Buying It

**I**N VIEW of the probability, according to present plans, that the sale of oleomargarine, and likewise the manufacture of the same, must cease by end of July of this year, W. C. Miller, secretary of the Retail Merchants' Association of Ontario, has undertaken to secure the opinions of grocers, and general merchants handling the same, in regard to the matter. With exception of a minimum of replies to the contrary, the voice of the grocers has been in support of a movement to have the law prohibiting its manufacture rescinded.

In a circular letter, widely disseminated, Secretary Miller points out that oleomargarine was introduced into Canada two years ago as a War Measure, and he draws attention to the fact that Canadian housewives now consider oleomargarine as being not only a factor in keeping down household expenses, but a product which has fully demonstrated its value as a food.

In spite of the ever increasing popularity of oleomargarine, the letter continues, its permanent sale in Canada is by no means assured. Unless at the next session of the Dominion Parliament this matter is again brought forward in the form of a bill permitting the continuance of the manufacture, importation and sale of oleomargarine, one of the most beneficial legislative measures introduced in recent years will automatically cease by expiration of the present statute.

The Retail Merchants of Canada are sufficiently interested, in view of the high market prices prevailing at the present time, to express their opinion in no uncertain manner on this question, and their voice in favor of a continuance of the Act should be sufficiently powerful to exert a real influence when the Government meets, to secure the co-operation and passage of a bill, which will rescue this much needed product from its

present uncertain position and ensure its permanent establishment throughout the Dominion.

As stated above, the replies that have been received have been almost wholly in favor of the continuance of the sale of margarine. This is true not only in regard to the larger centres, but the general stores in the small country places have expressed their approval of the movement to have the Government

change its policy in this matter. That farmers have been buyers of margarine to a very large extent is evidenced by the action of these general store merchants whose customers largely comprise farming communities. The action of the Ontario R. M. A. will be followed with interest, and the treatment it receives at the hands of Parliament, and its final outcome with more or less concern.

## The Dried Egg Industry is Developing in Vancouver, B.C.

**VANCOUVER.**—The prepared egg industry in the Tien Tsin district, China, was started several years ago and was in a flourishing condition up to 1918, when it was severely affected by the food laws and war restrictions of various importing countries, particularly the U.S. In 1917 over 5,000,000 pounds of egg albumen and yolk, dried and moist, were exported, and in 1918 only 2,000,000 pounds. On the other hand exports of fresh eggs increased in 1918 by 472,000 dozens over that of 1917. The total export of eggs in 1918 amounted to 5,344,000 dozens.

When the dried egg industry was first promoted in the Far East all plants were equipped with trays and drums for drying purposes made of zinc, which resulted in a metal content in the product. A new method was then introduced by means of spraying or blowing the egg in a fine spray into a heated chamber. The resulting product is free from metal, and the various egg-drying plants in the interior, which are largely in the hands of Chinese, are gradually converting their establishments into spray plants. The initial cost of whose installation amounts to about \$20,000.

There is, however, a greater demand for moist eggs, not only in Europe, but

also America, where the consumer does not take kindly to powdered albumen. Although there is in America a good demand for the powdered yolk, local manufacturers cannot be expected to sell the yolk without at the same time disposing of the albumen. The result has been an increase in the exportation of moist albumen and moist yolk and of fresh eggs. Frozen eggs are not shipped from this port as yet owing to the fact that no refrigerator steamers ply to and from Tien Tsin. An American company is building a plant in Tien Tsin and will soon have a steamer with cold-storage equipment operating between here and San Francisco for the transportation of frozen meat and eggs.

There are 13 albumen factories located in this district, 11 of which are Chinese and three foreign. The Chinese concerns, with the exception of the Ching Sing Egg Company, are of the usual type of egg product factory and have no machines, but the foreign companies, which are managed by American and French, have installed American drying machinery for the manufacture of their products. These companies have passed the purely experimental stage and are doing well.



# An Opportunity to Learn About Canada's Fisheries

National Convention of the Canadian Fishing Association Will be Held in Vancouver on June 2, 3 and 4—British Columbia Fishing Concerns Would Like to See East Well Represented

**V**ANCOUVER, April 20.—What do you know about Canada's fisheries?

Here's your opportunity to learn.

The national convention of the Canadian Fishing Association will be held in Vancouver June 2, 3 and 4. It promises to be one of the biggest and best organized conventions that have ever been staged in this city of many conventions. Everything in connection with the catching and packing of fish will be shown to the visitors. Steamers have been chartered to take the delegates and their wives to the fishing grounds and to the many points of interest adjacent to Vancouver. There will be gathered together, according to the local officials, a greater number of experts and authorities on fishing, hatcheries, canning and marketing than has ever been at-

tracted at any previous gathering of the kind. The Hon. Mr. Ballantyne, Minister of Fisheries, is expected, also W. A. Found, Superintendent of Fisheries. Hon. Mr. Sloan as well as the Premier will be present. The Governor of the State of Washington, the Assistant Secretary of the State, and also the well-known authority, Dr. Smith, will represent Washington, besides the many packers and exporters interested. The fish and game commissioner of California has expressed his wish to be present. Officials from the Department of Inland Fisheries, Alberta, have been invited, and in fact every official and authority on fish and fisheries on both sides of the line is expected.

As Mr. Burke, of the Wallace Fisheries, Ltd., says: "I would be glad to see the wholesalers and brokers from the East, the Maritimes, and the Prairies at

this convention. There is no doubt that anyone interested in fish would find the convention very informative. They would all be pleased to meet the people with whom they are doing business, and, although one could correspond for years, there would never develop the cordiality and mutual understanding that a couple of days' association could engender. We can assure all a splendid time—an instructive convention—and incidentally a most enjoyable holiday in a beautiful country in a splendid season. We have made reservations at the Vancouver Hotel and would urge those contemplating the trip to send in their names for accommodation."

As the national convention of the Canadian Manufacturers' Association takes place in Vancouver on the following 7th, 8th, and 9th, it affords a splendid opportunity to attend both the conventions.

## SALMON WILL SOON BE IN THE CAVIAR CLASS!

ASTORIA, April 8.—By far the highest price in the history of the industry on the Columbia River will be paid for Chinook salmon during the season which opens on May 1, if the demands of the fishermen, presented to-day, prevail.

The Columbia River Fishermen's Protective Union has set the price at 14 cents a pound for small, or cannery fish, those weighing less than twenty-three pounds each, and 16 cents a pound for large or cold-storage fish, those weighing twenty-three pounds each or over. This is an advance of 2 3-4 cents a pound for small fish, and 4 3-4 cents a pound for large fish over last year's figures.

## VANCOUVER FRUIT MEN ELECT OFFICERS

That there is a considerable increase in the number of retail stores opening up in Vancouver was indicated in the report of Secretary R. D. Dinning, of the Vancouver Wholesale Fruit and Produce Association, whose annual meeting was held last night at the Little Brown Inn. It was pointed out in the report that last year the association was called upon to rate three times as many accounts as in the previous year, indicating that many new businesses were opening up. The necessity of paying closer attention to credits was dealt upon.

Mr. Thomas Scott of Hayward & Scott was elected to the chief executive position, succeeding "Ernie" L. Fraser

of Oscar Brown & Co. The new vice-president is A. Littlehailes of Rainsford & Co., and the directors are as follows: C. B. Balfour of A. P. Slade & Co., J. L. Bamford of P. Burns & Co., J. Drysdale, E. L. Fraser, C. P. Wood of F. R. Stewart & Co. Mr. Dinning was re-elected secretary.

In presenting his annual report Mr. Fraser referred feelingly to the passing of Mr. John McMillan, who had been elected to the presidency at the last annual meeting. He told also of his recent visit to Ottawa, touching upon the Egg Marks Act and the grading of potatoes and onions.

The meeting decided to give all the travellers a holiday from Saturday, August 14, to Monday, August 23, and expressed the hope that the wholesale grocers would do the same.

## RE SALE OF FLAVORING EXTRACTS

R. D. Dinning Interviews the Attorney-General

VANCOUVER.—Manager R. D. Dinning, of the Canadian Credit Men's Trust Association, returned last night from Victoria, where, on behalf of the Extract Manufacturers' Association, he interviewed Attorney-General Farris with respect to the proposed amendments to the British Columbia Prohibition Act. In connection with the sale of essences, which, under an amendment, will be confined to 4-ounce bottles, Mr. Dinning asked for an extension of six months in

which to dispose of present stocks of the larger sized bottles.

The Attorney-General informed Mr. Binning that instead of making that section of the amendment effective immediately, he would introduce a further amendment giving the trade until June 1 to sell their stocks. The credit man was informed that the amendments would probably pass the House this week.

## NOT GOOD TIME TO MARKET CANNED SALMON IN EUROPE

Not Enough Profit Allowed to be Attractive

VANCOUVER—H. O. Bell-Irving, who returned recently from visiting England and France, reports conditions in the Old Country very unfavorable for marketing British Columbia salmon at the present time, due to Government control. There is little inducement to ship this commodity to Great Britain owing to the narrow margin of profit governing the transaction.

## A SPECIALIZED APPEAL GETS ATTENTION

One retailer wrote a series of advertisements, each addressed to some particular class of readers—Artists, Bankers, Merchants, Policemen, etc. He found that the specialized appeal made a greater impression than an advertisement more general in character.

# Special Boxes Used for Delivery

George Graham, Montreal, Uses Collapsible Boxes for Delivery Purposes, Each Order Being Placed in an Individual Box—Helps in Assembling 'Phone Orders

( By Staff Correspondent )

**B**Y THE adoption of a delivery system in which specially made boxes are employed, the drivers in the service of George Graham, grocer of 572 St. Catherine Street W., Montreal, are materially assisted in the carrying out of their duties, and, as this lessens the possibilities of the many little mistakes that crop up again and again in any delivery service, it is a system the successful grocer would be well advised to consider.

In the first place, the above-mentioned store is a very busy one catering to the better class trade. Nowadays, a very considerable portion of the day's business is transacted over the telephone. Whether or not this is a satisfactory way of shopping, from the point of view of the buyer, is neither here nor there. Sufficient that a vast number of people are satisfied to shop in this way, with the result that the grocer is faced with the problem of providing an efficient delivery service, for in nearly all cases the telephoned order is required to be quickly delivered.

While on this matter it would be well to consider that the order taken over the telephone is as important as the one taken over the counter. This is the view taken by Mr. Graham, and to that end all possible care is taken to give complete satisfaction to the customer, who has, to a great extent depended upon the good taste and judgment of the grocer. He could if he wished to ruin his trade and reputation, deliver inferior articles but he would probably only do it once. The modern customer knows

there is enough competition in this field for her to demand and get the very best service.

The progressive grocer also recognizes this fact. In consequence every attention is given to the assembling of the 'phone order. The success of paying strict attention to these details is reflected in this large and very prosperous store, and, as Mr. Gaffney (the manager) remarked to CANADIAN GROCER, "The success of a modern grocery business depends upon a reliable and efficient delivery system."

## Collapsible Delivery Boxes

As each order is "put up" by the clerk it is placed in an individual box. This obviates the worry commonly occasioned the driver who has a number of small packages for the same house. The jolting of the wagon is apt to upset things very considerably no matter how carefully the order was placed in position in the rig. By confining the order for one house in one box this possibility is done away with. Any mistake then lies with the man who put up the order and not the driver, who, in so many cases, is forced to accept the blame for anything that merits censure. These boxes are specially made for the purpose, and are collapsible. When not in use they take up very little room in the store or delivery wagon. Not only does their collapsible nature conserve space, but it also overcomes the possibility of some small article being left in a corner. One occasionally hears that a driver left a small parcel in a corner of the box and

took it away with him, but in this case the driver is required to collapse the box before leaving the house, thus ensuring that nothing remains.

## A Saving of Paper and String

Another advantage is the very considerable saving on wrapping paper and string. Large orders require a deal of paper, and paper is a very expensive commodity these days. String is also very high and when one takes consideration that it costs about three cents for the necessary wrapping of a 7 lb. order of sugar, one can arrive at some idea of the saving on a parcel that would require several times as much paper and string. Of course there are many things it is necessary to wrap, but there are also many more that can be placed in the box in just the same condition as they come to the store in the first place.

Another advantage of this special system of delivering orders is the help it gives to the driver. All the different parcels for the one house are contained in the box and all that is required of him is that he deliver to where the box is addressed. This is of very great assistance to him, not only in that it saves him a deal of unnecessary trouble but it also saves the time so often lost in searching the rig for a parcel that may have shifted under something else during transit.

These boxes are made to one size and pattern, and are, in the opinion of their users, the only things for the building up of an efficient and considerably cheaper delivery system.

## GENERAL MARKETS

Continued from page 44

and general Canadian supplies are running out. This is due to the fact that last year the crop ran to large sizes mainly.

## Vegetables in Active Demand

Winnipeg.

**VEGETABLES.**—Vegetables are on the market in good quantities and the demand is fair. The prices have not changed since last week to any great extent.

Potatoes, per bushel	3 50	4 00
Turnips, per cwt.		3 00
Beets, per cwt.		4 00
Carrots, per cwt.		4 00
B.C. onions, per cwt.		8 00
Cabbage, per cwt.		8 00
B.C. apples, box		3 50
Ontario apples, box		3 50
Tomatoes, Mex., per lug, 30 lbs.		5 00
Cauliflower, per case		4 50
Fresh rhubarb, lb.		0 27
Head lettuce, per case		5 50
Do., per dozen		1 50
Y-f lettuce, dozen		0 70
Celery, per crate		14 50

## VANCOUVER

### Australian Marmalade

Vancouver.

**MARMALADE.**—A fine quality of orange marmalade has made its appearance in Vancouver. It is manufactured in Australia. It sells to the retailer at \$4.25 per case of 24 No. 2s, about 17 cents per pound. It is said that this is 25 per cent. less than any other sized tins on the market. A shipment of 500 cases made up the consignment.

### English Chocolates Again

Vancouver.

**CHOCOLATE.**—The first shipment of English chocolate since Christmas is being distributed along Water Street, Vancouver, this week.

### Jams Have Advanced

Vancouver.

**JAMS.**—Wholesalers in Vancouver report an advance of \$1 per case on local compound jam and 1 cent per pound on bulk.

## Package Cereal Arrives

Vancouver.

**PACKAGE GOODS.**—For the last several weeks Shredded Wheat has been off this market, but a shipment has just been distributed along the row at the new price of \$4.90 per case. The shipment was quickly absorbed by the wholesalers.

## Vegetables Are Scarce

Vancouver.

**VEGETABLES.**—The railway strike in the U. S. is responsible for shortage of green stuff on the street. They refuse to accept shipments of perishables. The high prices asked for head lettuce has caused dealers to rebel and they are turning to leaf lettuce, which, from being a drug on the market has experienced a good demand and jumped from 75 cents to \$1.56 per crate. Tomatoes also jumped \$1 a crate, now selling at \$6.50 against the \$5.50 rate which has prevailed for weeks. Cucumbers have declined \$1 with freer arrivals, and now stand at \$4 per dozen.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, April 23—The markets here in produce are very firm with whisperings of higher prices in early vegetables before the week is out. The strikes in the United States have been instrumental in keeping the market very strong with a tendency to a shortage in some more perishable lines. The price of live hogs has gone up one cent a pound this week and with it the price of pork throughout the list of meats. Both frozen mutton and lamb are on the list of increases. The fresh supply of lake fish has not begun to come in yet, but on account of the dull market in that line the prices have suffered a slump. The prices of lard are firm, but shortenings are priced a little lower. Eggs are very firm again on account of the demand for shipping and packing.

### Higher Prices on Pork

**Montreal.**  
**FRESH MEATS.**—A jump in the price of live hogs this week has been the signal for higher prices in all forms of pork. Live hogs are worth \$21.00 per cwt., an advance of from ½ to 1c per lb. Leg of pork is now worth 33c; trimmed loins, 40c; trimmed shoulder, 31c. This is all an advance of 5 and 6c per lb. over the prices quoted last week.

**BEEF.**—The market is very firm this week and the prospects are that an advance will be announced in the near future. Beef steaks are probably a little higher, already 33c per lb. being asked.

Frozen lambs are quoted at 30c and fresh lambs are worth 40c, an advance of two cents per lb. over last week's prices.

#### FRESH MEATS

Hogs, live (selects)	21 00
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	30 00
Fresh Pork—	
Legs of pork (foot on)	0 33
Loins (trimmed)	0 37
Loins untrimmed	0 37
Bone trimmings	0 24
Trimmed shoulders	0 31
Untrimmed	0 28
Pork Sausage (pure)	0 24
Farmer Sausages	0 18
Fresh Beef—	
(Cows)	(Steers)
\$0 19 \$0 22 ..Hind quarters..	\$0 30 \$0 33
0 12 0 14 ..Front quarters..	0 15 0 20
0 27 ..Loins	0 45
0 22 ..Ribs	0 35
0 12 ..Chucks	0 18
0 18 ..Hips	0 26
Calves (as to grade)	0 22 0 28
Lambs, 50-80 lbs. (whole carcass), lb., frozen	0 30
Do., fresh	0 40
No. 1 Mutton (whole carcass), 45-50 lbs., lb.	0 20

### Big Demand for Eggs

**Montreal.**  
**EGGS.**—This week makes a strengthening in the egg market. Prices are exceedingly firm at 52c. This season of packing and export is on and is responsible for the stiffening in prices. The production is still all that can be expected, but the demand for packing has been greatly increased.

### Slump in Shortenings

**Montreal.**  
**SHORTENING.**—The market is very slow in this line and the prices have taken a slight decline. Probably a cent and a cent and a half a lb. is the measure of the slump.

#### SHORTENING—

Tierces, 400 lbs., per lb.	0 27½
Tubs, 50 lbs., per lb.	0 26¼
Pails, 200 lbs., per lb.	0 27½
Bricks, 1 lb., per lb.	0 28½

### Fish Market Lower Priced

**Montreal.**  
**FISH.**—The first car of Pacific fresh fish arrived in Montreal this week. Along with this shipment is the first fresh spring salmon. There is a general falling off in fish prices this week. The lake fish have not yet begun to come

in. The oyster season is completely done. There are good supplies of salt and smoked fish coming in and the prices are on the downward trend.

#### FRESH FISH

Haddock	0 07
Steak cod	0 11
Market cod	0 07 0 07½
Mackerel	0 18
Flounders	0 10 0 12
Prawns	0 50
Live Lobsters	0 50
Salmon (B.C.), per lb., Red	0 33
Skate	0 12
Shrimps	0 40
Whitefish	0 20
Shad, roes, lb.	0 40
Do., bucks, lb.	0 30
Halibut	0 27

#### FROZEN FISH

Gaspereaux, per lb.	0 06 0 07
Halibut, large and chicken	0 16 0 17
Halibut, Western, medium	0 20 0 21
Haddock	0 07 0 08
Mackerel	0 15 0 16
Doree	0 14 0 15
Smelts, No. 1, per lb.	0 17 0 18
Smelts, extra large	0 25
Smelts (small)	0 09 0 10
Pike, headless and dressed	0 10 0 11
Market Cod	0 06 0 06½
Whitefish, small	0 12 0 13
Sea Herrings	0 06 0 07
Steak Cod	0 08½ 0 09
Gaspe Salmon, per lb.	0 24 0 25
Salmon, Cohoes, round	0 19 0 20
Salmon, Qualla, hd. and dd.	0 12½ 0 13
Whitefish	0 15 0 16
Lake Trout	0 19 0 20
Lake Herrings, bag, 100 lbs.	4 00
Alewires	0 07½ 0 08

#### SALTED FISH

<b>Codfish—</b>	
Large bbls., 200 lbs.	18 00
No. 1, medium, bbl., 200 lbs.	15 00
No. 2, 200-lb. bbl.	14 00
Strip boneless (30-lb. boxes), lb.	0 18
Boneless (24 1-lb. cartons), lb.	0 18
Ivory (2-lb. blocks, 20-lb. boxes)	0 16
Shredded (12-lb. boxes)	2 40 2 50
Dried, 100-lb. bbl.	15 00
Skinless, 100-lb. boxes	16 50
Pollock, No. 1, 200-lb. barrel	13 00
Boneless cod (2-lb.)	0 18

## ONTARIO MARKETS

**T**ORONTO, April 23—The markets for produce and provisions are slightly firmer. Fresh meats have advanced one to two cents per pound. Hams and bacon are higher, also cooked hams are quoted two cents per pound up. The egg market is firmer, due to the fact that storage operations are now under way. The butter market is easier and quotations are one cent per pound down. Cheese is steady, also lard and poultry.

### Fresh Meat Prices Hold

**Toronto.**  
**FRESH MEATS.**—The market for fresh meats is firm with higher prices quoted on some pork cuts. On some cuts beef quotations are one to two cents per pound higher. Spring lamb is scarce and quotations are from \$14.00 to \$18.00 each.

#### FRESH MEATS

<b>Hogs—</b>	
Dressed, 70-100 lbs., per cwt.	25 00 26 00
Live off cars, per cwt.	20 75
Live, fed and watered, per cwt.	20 50
Live, f.o.b., per cwt.	19 50
<b>Fresh Pork—</b>	
Legs of pork, up to 18 lbs.	0 36½
Fresh hams	0 38
Loins of pork, lb.	0 41
Tenderloins, lb.	0 60
Spare ribs, lb.	0 25
Picnics, lb.	0 25
New York shoulders, lb.	0 29½

Boston butts, lb.	0 33½
Montreal shoulders, lb.	0 30½
<b>Fresh Beef—from Steers and Heifers—</b>	
Hind quarters, lb.	0 26 0 28
Front quarters, lb.	0 16 0 18
Ribs, lb.	0 28 0 32
Chucks, lb.	0 15 0 17
Loins, whole, lb.	0 35 0 38
Hips, lb.	0 23 0 25
Cow beef quotations about 2c per pound below above quotations.	
Calves, lb.	0 24 0 26
Spring lamb, each	14 00 18 00
Yearling lamb, lb.	0 32 0 34
Sheep, whole, lb.	0 16 0 20
Above prices subject to daily fluctuations of the market.	

### Ham and Bacon Higher

**Toronto.**  
**PROVISIONS.**—Ham and bacon have advanced one to two cents per pound on some lines. Supplies of ham are short, and quotations are two cents per pound higher. The best hams are quoted at

40 to 42 cents per pound. Boneless and skinned back bacon at 54 to 57 cents per pound and breakfast bacon ranges from 42 to 52 cents per pound according to trim.

<b>Hams—</b>		
Medium	0 40	0 42
Large, per lb.	0 33	0 34
Heavy	0 29	0 30
<b>Bacon—</b>		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 54	0 57
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 42	0 47
Breakfast, fancy, per lb.	0 48	0 52
Roll, per lb.	0 30	0 31
Wiltshire (smoked sides), lb.	0 34	0 36
<b>Dry Salt Meats—</b>		
Long clear bacon, av. 50-70 lbs.	0 27	
Do., av., 80-90 lbs.	0 25	
Clear bellies, 15-30 lb.	0 27	
Sausages in brine, keg, 35 lbs.	7 35	
Fat backs, 16-20 lbs.	0 30	
Out of pickle prices range about 2c per pound below corresponding cuts above.		
<b>Barrel Pork—</b>		
Mess pork, 200 lbs.	42 00	
Short cut backs, bbl. 200 lbs.	50 00	
Picked rolls, bbl., 200 lbs.—		
Heavy	50 00	
Lightweight	60 00	
Above prices subject to daily fluctuations of the market.		

**Cooked Hams Advance**

**Toronto.**  
COOKED MEATS.—Cooked hams have advanced two cents per pound; now quoted at 56 to 59 cents per pound. Head-cheese is also quoted one-half cent per pound higher. Business is reported excellent on these lines.

Boiled hams, lb.	0 56	0 59
Hams, roast, without dressing, lb.	0 57	0 60
Shoulders, roast, without dressing, lb.		
Head Cheese, 6s, lb.		0 14
Choice jellied ox tongue, lb.	0 55	0 60
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

**Egg Market is Firmer**

**Toronto.**  
EGGS.—The situation in the egg market is firm. Storage operations are now underway and is taking care of any surplus that reaches the markets, consequently the price has stiffened. Quotations this week are about one cent per dozen higher.

<b>EGGS—</b>		
Fresh	0 51	
Fresh selects in cartons	0 53	
Prices shown are subject to daily fluctuations of the market.		

**Butter Has Declined**

**Toronto.**  
BUTTER.—The butter market has developed an uncertain feeling and quotations on creamery are one cent down from last week. Very little dairy butter is being offered and most of that is of uncertain quality.

<b>BUTTER—</b>		
Creamery prints	0 66	0 68
Dairy prints, fresh, lb.	0 59	
Dairy prints, No. 1, lb.	0 56	

**Cheese Continues Steady**

**Toronto.**  
CHEESE.—The market for cheese is steady. Some export business has materialized which has had the effect of steadying the market. Quotations are as follows:

<b>CHEESE—</b>		
Large, old	0 30	0 31

Do., new	0 27½	0 29
Stilton	0 32	0 34
Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.		

**Margarine is Unchanged**

**Toronto.**  
MARGARINE.—There is a normal demand for margarine and prices are unchanged.

<b>MARGARINE—</b>		
1-lb. prints, No. 1	0 36	0 37½
Do., No. 2		0 35
Do., No. 3		0 30
Nut Margarine, lb.		0 31½

**Shortening Rules Steady**

**Toronto.**  
SHORTENING.—The market for shortening remains steady. Quotations range from 27 to 29 cents on the tierce basis.

<b>SHORTENING—</b>		
1-lb. prints	0 30	0 30½
Tierces, 400 lbs.	0 27	0 29

**Lard Market Easier**

**Toronto.**  
LARD.—The lard market is somewhat easier. Quotations are 28 to 28½ cents per pound tierce basis.

Tierces, 400 lbs., lb.	0 28	0 28½
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

**Fish Prices Hold**

**Toronto.**  
FISH.—Very little business is noted in the fish market these days. Stocks are small but prices hold.

<b>FRESH SEA FISH.</b>		
Cod Steak, lb.	0 11	0 13
Do., market, lb.	0 4½	0 07
Haddock, heads off, lb.		
Do., heads on, lb.	0 09	

Halibut, chicken	0 15	0 17
Do., medium		0 19
Fresh Whitefish		
Fresh Herring		
Flounders, lb.	0 09	0 10

**FROZEN FISH**

Salmon, Red Spring	0 24	
Do., Cohoe	0 20	0 22
Halibut, chicken		0 12
Do., Qualla	0 10	0 11
Do., medium	0 18	0 19
Do., jumbo	0 18	0 19
Whitefish, lb.		0 13
Herring		0 09½
Mackerel	0 12	0 13
Flounders	0 10	0 11
Trout	0 17	0 18
Pickrel, dressed	0 14	0 17
Smelts	0 15	0 25
Spanish Mackerel		0 36
Pike, round		0 05
Do., headless and dressed		0 05

**SMOKED FISH**

Faddies, lb.	0 13
Fillets, lb.	0 19
Kippers, box	2 41
Bloaters, box	2 27
Ciscoes, lb.	0 20

**Poultry Business is Fair**

**Toronto.**  
POULTRY.—There is a fair demand for poultry and prices are well maintained. Fish supplies are arriving in sufficient quantities to meet the demand.

Prices paid by commission men at Toronto:			
	Live	Dressed	
Turkeys, old, lb.	\$0 30	\$0 35	
Do., young, lb.	0 40	0 45	
Roasters, lb.	0 30	0 35	
Fowl, over 5 lbs.	0 40	0 38	
Fowl, 4 to 5 lbs.	0 35	0 35	
Fowl, under 4 lbs.	0 30	0 30	
Ducklings	0 40		
Geese	0 20	0 25	
Guinea hens, pair	1 25	1 50	
Spring chickens, live	0 30	0 35	

Prices quoted to retail trade:—			
	Live	Dressed	
Hens, heavy		0 42	
Do., light	0 28	0 40	
Chickens, spring	0 28	0 40	
Ducklings	0 40	0 45	
Geese	0 25	0 30	
Turkeys	0 45	0 55	

**WINNIPEG MARKETS**

WINNIPEG, April 23—The hog market shows evidence of being very steady next week. Receipts were light during the week. There is a scarcity of dairy butter still. Egg receipts are slow and there has been an increase in the price of creamery butter.

**Hog Receipts Are Light**

**Winnipeg.**  
HOGS.—The hog receipts on the market this week are very light, with the result that the market kept firm. The prospects are for a steady market.

<b>HOGS—</b>		
Selected, cwt.	20 00	
Heavy, cwt.	18 00	
Light, cwt.	17 50	18 00

**Egg Receipts Are Slow**

**Winnipeg.**  
EGGS.—Receipts are slow. Market has been stronger during the last few days. The market is expected to become stronger as a result of colder weather and prices will advance. Quotations are 44 to 45 cents per dozen.

**Creamery Butter Higher**

**Winnipeg.**  
BUTTER.—Creamery butter is selling at 72 cents per pound to the trade, an

increase of 2 cents over last week. Dairy butter is still scarce. In fact it is impossible to obtain further supplies at present.

<b>BUTTER—</b>	
Finest creamery	0 72
Margarine, 1s	0 38

**Cheese Market Steady**

**Winnipeg.**  
CHEESE.—The cheese market was steady this week, while prices were unchanged.

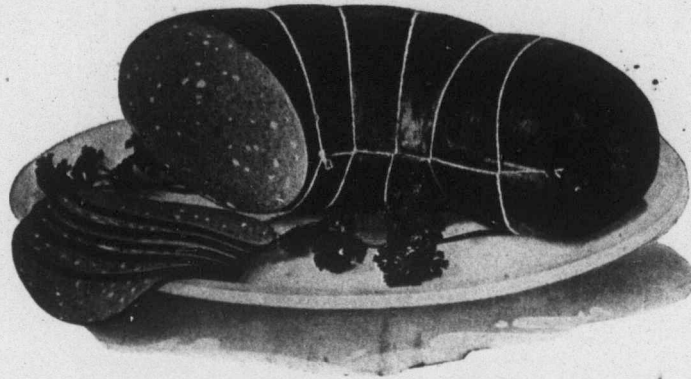
<b>CHEESE—</b>		
Ontario, large, per lb.	0 31	
Do., twins, per lb.	0 31½	
Manitoba, large, per lb.	0 29	
Do., twins, per lb.	0 31	

**Fish Supplies Plentiful**

**Winnipeg.**  
FISH.—Fish prices remain steady, with supplies good.

<b>FRESH FROZEN FISH</b>		
Black Cod, lb.	0 14	
Brills, lb.	0 09½	

Continued on page 45



## Seasonable ! Delicious !

You will find Davies Quality Bologna an excellent selling line to feature on your provision counter during the summer months.

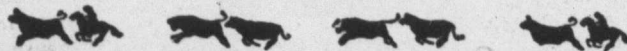
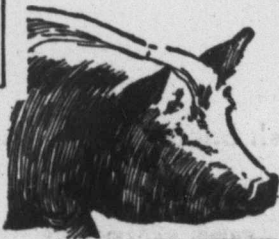
We guarantee all our bologna to contain **no artificial coloring whatsoever**. The appetizing appearance of the product is due solely to its being smoked over hickory fires, which process adds also to the appetizing delicacy of its flavor.

Davies Quality Bologna is manufactured under Government inspection, and is a product which will help you to maintain a steady, even trade during what would otherwise be a "slack" season.

You can obtain a special price if you send us your standing order for weekly shipments, and this price will remain the same until August. Here is a profitable offer on a real high grade product.

Write us for particulars—or if our salesman calls, ask him about it.

THE **DAVIES** COMPANY  
WILLIAM **DAVIES** LIMITED  
TORONTO -- MONTREAL



# Brunswick Brand



## Sea Foods

have behind them a quality reputation that spells quick turnovers for Brunswick dealers—a reputation that is the result of years of concentrated effort in the perfecting of high-grade, wholesome Fish Foods.

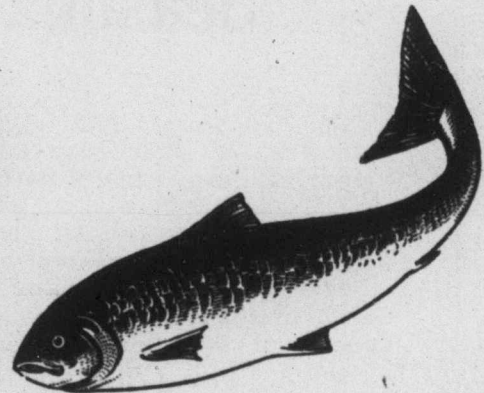


The success of our efforts may be judged from the confidence of the public in the reliability of sea foods bearing the Brunswick Brand trade-mark, a confidence that is building better business for the dealers featuring these popular quality products.

Ideal location and best possible equipment are two big factors in producing the big sales

which are so characteristic of Brunswick Brand lines. Our plant (which is one of the finest on the Atlantic coast), is so situated that we never fail to secure the very choicest pick of the season's catches. Our methods of processing and packing the fish eliminate all possibility of customer-dissatisfaction, and make firm friends of first purchasers.

Get the Brunswick line on your shelves and let Brunswick Brand reputation build up your fish food sales.



1/4 Oil Sardines  
 1/4 Mustard Sardines  
 Finnan Haddies  
 (Oval and Round Tins)  
 Kipperd Herring  
 Herring in Tomato Sauce  
 Clams

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

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



# *Armour's*

## *Veribest*

### *Square Sandwich Boiled Ham*

The rind, surplus fat and bone is removed. The ham is then wrapped in cheesecloth which has first been sterilized. It is then pressed into a sanitary metal container, in which it is cooked. This container draws the meat firmly together.

When placed in the slicing machine, it is not necessary to press down on the meat to hold it firmly in position, while the knives are operating. Thus every slice comes away without any breakage whatsoever of the texture of the meat. There is absolutely no waste as the meat may be sliced and used from one extreme to the other.



**ARMOUR AND COMPANY**

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**Branch Offices:**  
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Sydney, N.S.      Montreal  
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**“The Greatest Seller of Its Kind in the World”**

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**THE BOWES COMPANY, LTD.**  
Toronto and Ontario  
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**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec

## Pumpkin Pie Without Eggs

Canned Pumpkin is one of the cheapest canned foods on the market.

Sale has been restricted owing to the popular opinion that pumpkin pie requires eggs.

A first-class *Pumpkin Pie* can be made *without eggs* with the following recipe:—

1 Can Pumpkin  
1 Cup Milk  
 $\frac{3}{4}$  Cup Sugar  
1 Tablespoon Flour mixed with the milk  
Salt and Spices to taste.

ASK FOR DOMINION BRAND CANNED PUMPKIN

Every tin guaranteed by

**DOMINION CANNERS LIMITED**

HAMILTON, CANADA



**Your customers are buying H.P.—SOMEWHERE**

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business.

Try a bottle on your own table and you will see why it's selling so freely.

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

**H.P. SAUCE**

**Have No Hesitation**

in choosing

**'Bluenose' Butter**

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

SOLE PACKERS.

SMITH & PROCTOR : HALIFAX, N.S.



**SMITH  
AND  
PROCTOR**

SOLE PACKERS

Halifax - N.S.

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Heinz Pickles in bottles are especially cultivated cucumbers, cured when fresh from the vines and preserved in fine old Heinz vinegar.

A half century of pickling experience is embodied in every bottle of Heinz Pickles.

**H. J. HEINZ COMPANY**  
 Pittsburgh Toronto Montreal

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57

**"FISH"**

We have a full stock of Lake Superior herring in kegs and other pickled fish, also a quantity of frozen Georgian Bay trout, B.C. halibut and qualla salmon.

**LEMON BROS.**

Owen Sound, Ont.

**TOMATO PASTE**

MADE WITH SELECTED FRESH, RIPE TOMATOES HEAVILY CONCENTRATED, AND HAS EIGHT TO TEN TIMES THE STRENGTH OF CANNED TOMATOES. Packed in 12-ounce tins—100 tins per case. Samples and quotations submitted upon request.

**P. PASTENE & CO., LIMITED**

340 ST. ANTOINE STREET . . . MONTREAL, QUE.

# WHITTALL CANS

for

**Meats  
Syrup**

**Vegetables  
Fish Paint**

**Milk  
Etc.**

**PACKERS' CANS**

**Open Top Sanitary Cans**

and

**Standard Packer Cans**

with Solder-Hemmed Caps

## A. R. Whittall Can Company Ltd.

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Sales Office:  
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## Royal Acadia



In 2 and 5-lb. cartons;  
10, 20 and 100-lb. bags;  
half-barrels and barrels.

The name of the World's Finest Sugar  
—an absolutely pure, highly refined  
sugar that you can recommend to your  
customers with every assurance that its  
superior sweetening properties will  
turn casual orders to constant repeats.

Royal Acadia comes in 2 and 5-lb. car-  
tons, 10, 20, 100-lb. bags, half-barrels  
and barrels.

Let your next order be "Royal Acadia."

The  
**Acadia Sugar Refining Co., Limited**

HALIFAX, CANADA



*"It has the Nip"*

*The well-known  
"made in Canada"*

## White Swan Mustard

Why pay more for imported mustards, Mr. Grocer, when you can buy this better mustard at a better price.

White Swan Mustard is made from the finest English seed in our own Canadian factory, and its superior flavor and greater strength have made it the leader in its line.

White Swan Mustard is attractively packaged in:—

¼ pounds ..... \$2.25  
½ pounds ..... 4.00

**White Swan Spices & Cereals  
Limited**

Toronto - - - - - Canada



**Two Popular Favorites**

## Junket

MADE with MILK

The housewife's economical answer to all dessert problems. "Junket" is delicious, wholesome and highly nutritious and its wide variety of uses makes it an excellent seller. It is sold in a 10-tablet package, retailing at 15 cents, with an excellent profit.

## Junket Powder (Nesnah)

is a Junket in powdered form—made in a jiffy. It comes in four flavors in attractive packages, retailing for 15 cents. Its great economy and deliciousness will appeal to your customers. Try a sample order of those two favorites.

**Chr. Hansen's**  
Canadian Laboratory  
Toronto, Canada

SELLING AGENTS FOR CANADA:  
**LOGGIE, SONS and Co.**  
32 FRONT ST. WEST, TORONTO



# Enquiry Department

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

### CARPENTERS' MAGAZINE

Could you give me any information as to a paper or magazine relative to the carpenter's trade that is published in Canada?—F. Russell Phillips, Mantario, Sask.

Answer.—The only ones we know of, published in Canada, are: "Canadian Builder," care of Commercial Press, 51 Wellington St. W., Toronto; "Contract Record," and "Canada Lumberman and Wood Worker," published by Hugh C. Maclean Publishing Co., 347 Adelaide St. W., Toronto, Ont.

### STENCILS FOR SHOW CARDS

Can I get such things as stencils for decorating and figuring show cards? If so, would you kindly send me name and address of anyone supplying same? Thank you.—Geo. Parrett, Messrs. Donaldsons Ltd., 555 Sixth St., Brandon, Man.

Answer.—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Mfg. Co., 93 Church St., Toronto, Ont.; Toronto Stamp & Stencil Co., 137 Church St., Toronto; Hamilton Stamp & Stencil Works, Hamilton, Ont.; Montreal Stencil Works, Montreal, Que.; Walker & Campbell, Montreal, Que.

### PAPERS FROM BOARD OF COMMERCE

Do all lines of business such as dry goods and drug stores receive paper from Board of Commerce like the retail grocers?—O. L. Krechner, Niagara Falls, Ont.

Answer.—Only those lines of business which are being subjected to investigation by the Board of Commerce or which are likely to be subjected will receive papers from the Board of Commerce.

### SYRUP PAILS

Can you advise us where we can obtain syrup pails?—The Dominion Molasses Co., Ltd., Halifax, N.S.

Answer.—We would refer you to Whittall Can Co., Montreal, and American Can Co., Hamilton, Ont.

### RAYO LAMP CHIMNEYS

Where can I buy Rayo lamp chimneys?—Thos. W. Sword, Maple Lake Station, Ont.

Answer.—You would be able to buy Rayo lamp chimneys from Rochester Lamp Co., Church St., Toronto, Ont.; Gowans Kent Co., Toronto, and Knight Bros. & Rant, Richmond St. E., Toronto.

### PRODUCE DEALERS IN TORONTO

Is there any paper published in Toronto giving the advertisements of the principal produce dealers of that city, and general produce review? A paper that supplies the

same need in Toronto as the "Trade Bulletin" does in Montreal.

If there is none where can I get a list of the principal produce dealers in Toronto? Any information will greatly oblige.—H. E. Harmer Estate, Thamesville, Ont.

Answer.—There is no paper published in Toronto giving the advertisements of the principal produce dealers and general produce review.

Following is a partial list of the principal produce dealers in Toronto: Bowes Co., Limited, Wellington St. E.; John J. Fee, 64 Front St. E.; The Harris Abattoir Co., Ltd., St. Lawrence Market; Gunns Limited, 78 Front St. E.; W. T. McDonnell, 90 Colborne St.; Marshalls Co., Ltd., 68 Front St. E.; Canadian Packing Co., Ltd., Bathurst St.; Swift Canadian Co., Ltd., West Toronto; The Wm. Davies Co., Ltd., 521 Front St. E.; I. W. Steinhoff, 32 Church St.; Stronach & Sons, Church St.; R. B. Bond, 167 Bay St.; Whyte Packing Co., Ltd., 64 Front St. E.; Puddys Limited, 60 Paton Road; MacIver Bros. Co., Foot of Cherry St.; J. S. Hawley Co., Ltd., 215 Church St.; Skillings Limited, 11 Myrtle Ave.

### MORE BALED WASTE PAPER

Can you advise us about what price we can obtain for baled waste paper or with whom we can correspond about the matter?—J. D. Ells & Son, Kingsport, N. S.

Answer.—For prices on baled waste paper and with whom to correspond about same. We have mailed advertisements of E. Pullan & Co., and Climax Baler Co., from CANADIAN GROCER, which will give some information, also the following list of firms: E. Pullan, Maud St., Toronto; J. H. Walker & Company, Montreal, Que.; Canada Waste Paper Company, Montreal, Que.; Factory Waste & Metal Company, Montreal, Quebec; Toronto Mill Stock & Metal Co., Montreal, Que.; H. Gray & Co., Montreal, Que.; N. Grief & Co., Montreal, Que.; The Quebec Bag and Metal Co., Quebec, Que.

### POTATO BROKERS

I have a few carloads of potatoes which I would like to ship to Toronto or Montreal. You would greatly oblige by putting me in touch with dealers or brokers to whom I could safely ship these two cars of potatoes.—H. D. Chaisson, Lamoque, N.B.

Answer.—Regarding where you could ship a few carloads of potatoes in Toronto or Montreal, we suggest that you write the following firms: White & Co., Toronto, Ont.; Hugh Walker & Son, Guelph, Ont.; Geo. Vipond & Co., Montreal; Bell-King Co., Montreal, Que.; Stronach & Son,

Church St., Toronto; Wm. J. Patterson, 86 Colborne St., Toronto; A. A. McKinnon, 74 Colborne St., Toronto; W. J. McCart, Toronto.

### USED TIN CANS

Are used tin cans of any value; if so who buys same and what price per ton are they?—South End Grocery, 960 Sixth St., Brandon, Man.

Answer.—We find from some of the tin-ware manufacturing concerns here that there is hardly any market for them, as they would have to be perfectly clean to be of any use and the cleaning and repairing would not pay them, Whittall Can Co., Montreal, or the Macdonald Mfg. Co., Spadina Ave., Toronto, might give you some information regarding clean scrap tin if you care to write to them.

### BODIES FOR FORD TRUCKS

Please give me information on the following: Commercial bodies for Ford Trucks.—P. H. Reed, Middleton, N.S.

Answer.—For commercial bodies for Ford trucks, we would refer you to the following firms: Acason, Galusha & Rudd, Walkerville, Ont.; Wm. Gray & Sons, Chatham, Ont.; Guy Matthew Co., Oshawa, Ont.; Hutchinson & Son, Toronto, Ont.; Toronto Auto Top & Body Co., 137 Simcoe St., Toronto; Dowell, Daniel, Montreal, Que.; Le-deaux Carriage Co., Montreal, Que.; Robt Elder Carriage Works, Soho St., Toronto, Ont.

### DUTCH SETS

I would like the address of an advertiser of Dutch Sets onions which appeared in CANADIAN GROCER in March, April or May, 1919.—John H. Laird, 110 Main St., Galt, Ont.

Answer.—The address of advertiser, who had Dutch sets for sale in May, 1919, is J. Gascho & Son, Zurich, Ont.

We would also refer you to White & Co., Toronto; H. J. Ash, Church St., Toronto, Ont., and Hugh Walker & Son, Guelph, Ont.

### CARDS FOR WINDOW DISPLAY

Please give us a list of firms that make small sign cards for window display.—James Crawford, 182 Princess St., Kingston, Ont.

Here is a list of firms we believe you could purchase small sign cards for window display: Ad. Specialty, Box 419, Antigonish, N.S.; Frank G. Schuman, 168 North Michigan Ave., Chicago, Ill.; Day Sign Co., 149 Victoria St., Toronto, Ont.; Lamb & Wyatt, Gerrard and Yonge Sts., Toronto, Ont.; Toronto Sign Co., 115 Bay St., Toronto, Ont.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

.....

.....

.....

.....

**Are You Selling Robinson's  
PURE CAKE, ICE CREAM CONES?**

If so write us for some of our Beautiful Decal-  
omania Transfer Signs for your windows.

Our National Advertising for these Cones has  
started and by having some of these Beautiful  
signs in your windows you will double your sale for

**ICE CREAM CONES**

*Write to-day to*

**MAPLEX CRISPETTE CO., LIMITED, MONTREAL**

Exclusive Sales Agents for British Columbia and East of the Great Lakes

Jobbers please write us for a supply of these signs.

*No other individual or concern authorized to sell or take orders for ROBINSON'S CONES*

**A Good Investment**

Do you want a clerk or store manager?

Do you want a traveller?

Do you want a position as clerk or  
travelling salesman?

Do you want an agent?

Do you want an agency?

Do you want to sell or exchange your  
business?

Do you want to buy a grocery busi-  
ness?

Do you want to buy or sell any store  
equipment?

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

The cost?

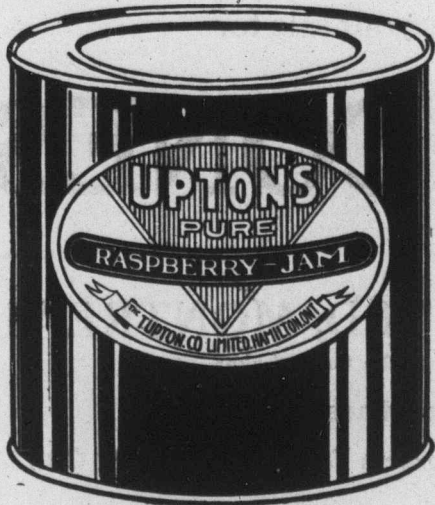
Trifling! Three cents per word for first insertion and two cents per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of five cents extra per insertion is made when Box Number is required. In this way the advertiser's name is, if desired, kept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

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

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

# UPTON'S PURE JAMS AND MARMALADES

Just made of fruit and pure granulated sugar. Upton's have been making good Jams and Marmalades for more than twenty-five years. Your customers will appreciate their goodness and come back for more.



## Upton's Advertising

is covering Canada every week. It is making new customers every day. Stock Upton's goods and cash in on the demand. Write for store cards and recipe books.



## THE T. UPTON COMPANY HAMILTON, CANADA

### Selling Agents:

S. H. MOORE & CO.  
Toronto

GAETZ & CO.  
Halifax, N.S.

P. H. COWAN & CO.  
St. John's, Nfld.

ROSE & LAFLAMME, LTD.  
Montreal

SCHOFIELD & BEER  
St. John, N.B.

SCOTT-BATHGATE CO.  
Winnipeg, Man.



## Count on these three for profit and customer satisfaction



Made-in-Canada  
By An  
All-Canadian  
Condensed Milk  
Company

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and pre-pay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

## THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.



# BRODIE'S XXX SELF-RAISING FLOUR

will please your Customers for making Cakes, Pies, Muffins, Etc. You will find Brodie's XXX Self-Raising Flour does the work "Satisfactorily".

*Recommend Brodie's to Your Trade*

**BRODIE & HARVIE, LIMITED**  
MONTREAL

## BUSY! BUT YOU WON'T MIND

Push your flour sales by selling Purity Flour, milled from good, strong Western wheat. Purity Flour makes a grocer work hard because increasing flour sales increase the sale of goods used in baking flour, whose name is legion.

# PURITY FLOUR

*(Government Standard)*

makes customers for your sugar, your butter, your eggs, baking powder, shortenings and about a hundred other lines. Build your business on the popular, well-advertised Purity Flour.



**Western Canada Flour Mills Co., Limited**

Head Office - - - TORONTO

[Branches at : Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.]



## “McCormick’s Jersey Cream Sodas, please”

Every merchant knows the steady demand for McCormick’s Jersey Cream Sodas.

The wide-awake merchant will stock up with goods which are in the greatest demand.

The consumer always demands quality. That is why McCormick’s enjoy a national demand.

*Always Crisp      Always Fresh*

The sealed package is the secret of that just-out-of-the-oven crispness. Quality goods means bigger sales.

Bigger sales mean bigger profits for the merchant.

**The McCormick Manufacturing Co., Limited**  
LONDON - - CANADA

BRANCHES:—Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port-Arthur,  
St. John, N. B.



# Just To Show How It Pays To Use The "Wanted" Page Of Canadian Grocer

W. R. McCaw, Galley and Roncesvalles Ave.,  
Toronto, had a coffee mill for sale.

Mr. McCaw says that after putting an advertisement in the daily papers and receiving no results, he tried Canadian Grocer for two insertions. He not only sold his coffee mill, but could have sold it "three times over." He had several replies.



Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Ave.  
TORONTO



## Scotch Snack Idea No. 1

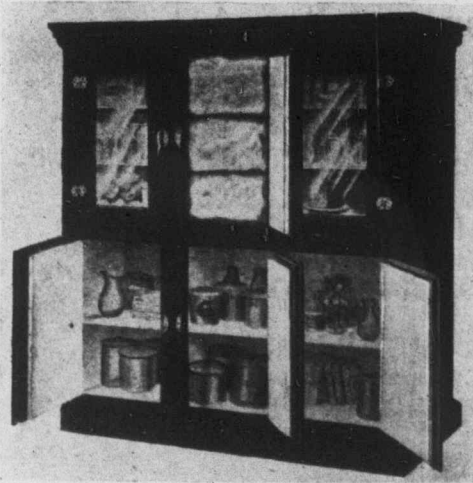
*Make a display on your Counter*

and have a nice ticket or card telling about Scotch Snack, how good it is for making Sandwiches, Salads, Croquettes, etc.

You can increase your sales by trying this plan. Many Grocers are making a success of this simple plan. Scotch Snack will win trade and make you money. See that you carry all the sizes in stock.

**ARGYLL BUTE, Reg., Montreal, Que.**

### HANSON'S GROCER OR INSTITUTION REFRIGERATORS



#### Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries.

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

### The Megantic Broom Mfg. Co., Ltd.

*Manufacturers of Brooms and Clothes Pins*



#### Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



## RICE

## RICE FLOUR

## RICE MIDDINGS

### Mount Royal Milling and Mfg. Coy., Limited

MILLS AT MONTREAL, QUE.  
VICTORIA, B.C.

**D. W. ROSS COMPANY**  
Agents  
MONTREAL



# Master Mason

*The Plug Smoking Tobacco which  
MAKES AND HOLDS  
CUSTOMERS*

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason** — the peer of "Joy Smokes."

## Rock City Tobacco Co.

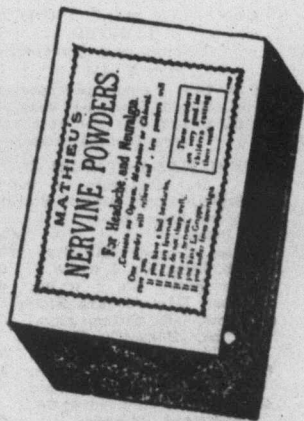
Limited

QUEBEC and WINNIPEG

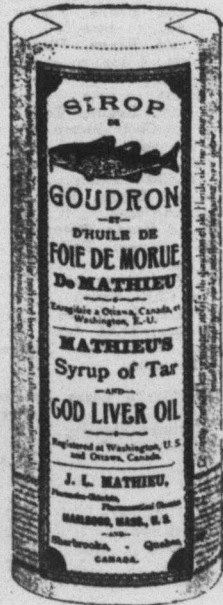
### The Mathieu Lines are always in demand

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.



J. L. Mathieu Co.

Proprietors

SHERBROOKE, QUE.

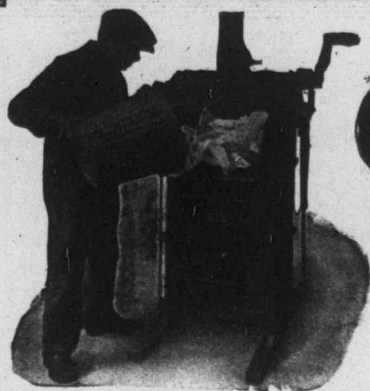


### Good Pencils Attractively Displayed

mean considerably more business without a proportionate extra bother on your part.

Send for your first order of Cane's Pencils to-day and watch the counter display earn you profits.

**Wm. Cane & Sons Co., Ltd.**  
NEWMARKET, ONT.



ALL STEEL  
**CLIMAX**  
FIREPROOF

**Paper Baler**

Made in Canada  
12 sizes

**Climax Paper Balers earn good profits and reduce fire risk**

Wise grocers have been quick to realize the value of climax Balers as a steady profit earner. With waste paper to-day selling at from \$25 to \$35 per ton, the "Climax" baler will soon pay for itself and net a good substantial, yearly profit. Write to-day for "Free Booklet" tells how to turn your waste into real money.

**CLIMAX BALER CO.**

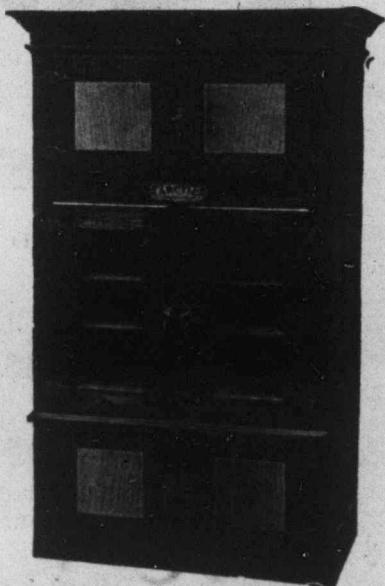
Factory and Office: Cor. Emerald and Burton St.  
HAMILTON, ONT.

**ARCTIC REFRIGERATORS**

**Scientifically Perfect**

In its even distribution of cold, dry air to every corner; in its air-tight construction and choice of materials, the Arctic Refrigerator is scientifically perfect. And fifty years of constant service prove this to be true.

Write to-day for beautifully illustrated catalogue **FREE.**



**JOHN HILLOCK & CO., Ltd.**

Office, Showrooms and Factory, 154 GEORGE ST., TORONTO  
AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B. C.

**QUOTATIONS FOR PROPRIETARY ARTICLES**

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

**JAMS**

DOMINION CANNERS, LTD.  
Halton, Ont.

"Aylmer" Pure Jams and Jellies, Guaranteed Fresh Fruit and Pure sugar only.

Screw Vac. Top Glass Jars, 16 oz.	
Strawberry .....	\$6 15
Currant, Black .....	5 05
Pear .....	4 40
Peach .....	4 40
Plum .....	4 20
Apricot .....	4 50
Cherry .....	4 85
Gooseberry .....	4 50

**"AYLMER" PURE ORANGE MARMALADE**

	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case .....	3 25
16 oz. Glass, Screw Top, 2 doz. in case .....	3 95
16 oz. Glass, Tall, Vacuum, 2 doz. in case .....	3 95
2's Tin, 2 doz. per case .....	6 15
4's Tin, 12 pails in crate, per pail .....	1 00
5's Tin, 8 pails in crate, per crate .....	1 25
7's Tin or Wood, 6 pails in crate .....	1 74
30's Tin or Wood, one pail in crate, per lb. ....	0 24

**PORK AND BEANS "DOMINION BRAND"**

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case .....	\$6 85
1's Pork and Beans, Flat, Plain, 4 doz. to case .....	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case .....	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case .....	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case .....	0 97½
1½'s (20 oz.), Plain, per doz. ....	1 25
Tomato or Chili Sauce .....	1 27½
2's Pork and Beans, Plain, 2 doz. to the case .....	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to the case .....	1 52½
2½'s Tall, Plain, per doz. ....	2 00
Tomato or Chili Sauce .....	2 25
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

**OATSUPS—In Glass Bottles**

	Per doz.
½ Pts., Aylmer Quality .....	\$1 80
12 oz., Aylmer Quality .....	2 55
	Per jug
Gallon jugs, Aylmer Quality .....	\$1.65
	Per doz.
Pints, Delhi Epicure .....	\$2.75
¼-Pints, Red Seal .....	1.25
Pints, Red Seal .....	1 00
Qts., Red Seal .....	2.40
Gallons, Red Seal .....	6.45

**BORDEN MILK CO., LTD.**

180 St. Paul St. West, Montreal, Can.

**CONDENSED MILK**

Terms—Net 30 days.

Eagle Brand each 48 cans .....	\$11 50
Reindeer Brand, each 48 cans .....	11 00
Silver Cow, each 48 cans .....	10 50
Gold Seal, Purity, ea. 48 cans .....	10 35
Mayflower Brand, each 48 cans .....	10 35
Challenge Clover Brand, each 48 cans .....	9 85

**EVAPORATED MILK**

St. Charles Brand, Hotel, each 24 cans .....	\$7 15
Jersey Brand, Hotel, each 48 cans .....	7 15
St. Charles Brand, tall, each 48 cans .....	7 25
Jersey Brand, tall, each 48 cans .....	7 25
Peerless Brand, tall, each 48 cans .....	7 25
St. Charles Brand, Family, 48 cans .....	6 25
Jersey Brand, Family, each 48 cans .....	6 25
Peerless Brand, Family, each 48 cans .....	6 25
St. Charles Brand, small, each 48 cans .....	3 30
Jersey Brand, small, each 48 cans .....	3 30
Peerless Brand, small, each 48 cans .....	3 30

**CONDENSED COFFEE**

Reindeer Brand, large, each 24 cans .....	7 00
Reindeer Brand, small, each 48 cans .....	7 00
Cocoa, Reindeer Brand, large, each 24 cans .....	6 25
Reindeer Brand, small, 48 cans .....	6 50

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

Wheatgold Breakfast Cereal. Packages, 25-oz., 2 doz. to case, per case .....

98-lb. jute bags, per bag .....	\$5 30
98-lb. jute bags, with 25 3¼-lb. printed paper bags enclosed, per bag .....	7 00
	7 50

HARRY HORNE & CO., Toronto, Ont.

	Per case
Cooker Brand Peas (3 doz. in case) .....	4 20
Cooker Brand Popping Corn (3 doz. in case) .....	4 20

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

	Per doz. tins
D.S.F., ¼-lb. ....	\$2 00
D.S.F., ½-lb. ....	5 30
D.S.F., 1 lb. ....	10 40
F.D., ¼-lb. ....	

Durham, 1-lb. jar, each ... \$0 60  
Durham, 4-lb. jar, each ... 2 25

**CANADIAN MILK PRODUCTS, LIMITED,**

Toronto and Montreal

**KLIM**

8 oz. tins, 4 dozen per case .....	\$12.50
16 oz. tins, 2 dozen per case .....	11.50
16 lb. tins, 6 tins per case .....	25.00

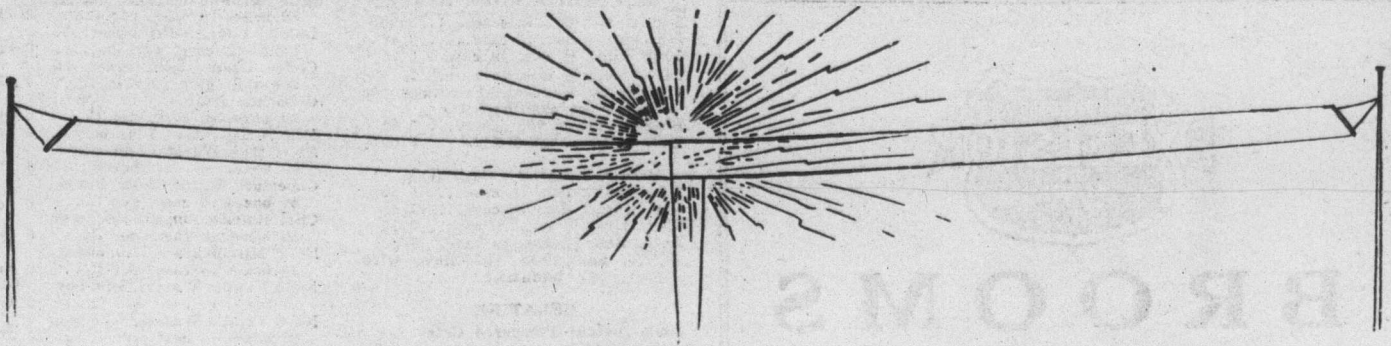
Prices f.o.b. Toronto.

**THE CANADA STARCH CO., LTD.**

Manufacturers of the Edwardsburg Brands Starches Laundry Starches—

	Boxes	Cents
40-lb., Canada Laundry .....	\$0 10½	
100-lb. kegs, No. 1 white .....	0 11½	
200-lb. bbls., No. 1 white .....	0 11½	
40 lb., Edwardsburg Silver Gloss, 1-lb. chrome pkgs. ....	0 12½	
40 lb., Benson's Enamel, (cold water), per case .....	3 50	
Celluloid, 45 cartons, case .....	4 95	
	Culinary Starch.	
40 lb., W. T. Benson & Co.'s Celebrated Prepared .....	0 12½	
40 lb., Canada Pure or Challenge Corn .....	0 11	
20 lb., Casson Refined Potato Flour, 1-lb. pkgs. ....	0 16	

(20-lb. boxes, ¼ higher, except potato flour.)



# GET QUICK ACTION

**I**T is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

**T**HOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

**T**HIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

- |                          |                                |
|--------------------------|--------------------------------|
| <b>Position Wanted</b>   | <b>Store Fixtures For Sale</b> |
| <b>Position Vacant</b>   | <b>To Buy Store Fixtures</b>   |
| <b>Business For Sale</b> | <b>Goods For Sale</b>          |
| <b>To Buy Business</b>   | <b>To Buy Goods</b>            |
| <b>Agents Wanted</b>     | <b>Salesman Wanted</b>         |
| <b>Agencies Wanted</b>   | <b>Miscellaneous</b>           |

You would like to know what it is going to cost. Well, here is how it figures out:

3c per word first insertion and 2c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

**SEND IN YOUR WANT AD TO-DAY**

# CANADIAN GROCER

143-153 University Ave.

Toronto



# BROOMS

**No. 1 Carpet Broom  
Rex Broom  
I X L Broom**

Our lines of high-grade brooms for the house

**No. 1 and No. 2 and Extra**  
Our good grade house brooms

Warehouse, Deck, Toy Brooms and Whisks

**J. C. SLOANE CO.**  
Owen Sound Canada

## Looking Ahead

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the QUALITY in a 5 Cent purchase that leads to a 5 Dollar sale.

You may be sure that's one reason why the growing Grocery Stores sell

# OCEAN BLUE

In Squares and Bags

Order from your Wholesaler.

**HARGREAVES (CANADA) Limited**

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

Western Agents: Hargreaves (Canada), Ltd., c/o H. L. Perry & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary, and Edmonton. For British Columbia and Yukon: Hargreaves (Canada), Ltd., c/o Johnston Storage Co., Vancouver, B.C.

**LILLY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case....\$5 90  
5-lb. tins, 1 doz. in case.... 6 85  
10-lb. tins, 1/2 doz. in case.. 6 55  
20-lb. tins, 1/4 doz. in case.. 7 10  
(Prices in Maritime Provinces 10c per case higher)  
Barrels, about 700 lbs. .... 0 09  
Half bbls., about 350 lbs.... 0 09 1/4

**CROWN BRAND CORN SYRUP**  
2-lb. tins, 2 doz. in case.... 6 50  
5-lb. tins, 1 doz. in case.... 7 45  
10-lb. tins, 1/2 doz. in case.. 7 15  
20-lb. tins, 1/4 doz. in case.. 7 20  
(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**  
Cox's Instant Powdered Gelatine (2-qt. size), per doz.... \$1 75

**INFANTS' FOOD**  
**MAGOR, SON & CO., LTD.**  
Robinson's Patent Barley— Doz.  
1-lb. .... \$4 00  
1/2-lb. .... 2 00  
Robinson's Patent Groats—  
1-lb. .... 4 00  
1/2-lb. .... 2 00

**BLUE**  
In cases, 12 12-lb. bxs to case. 0 25  
Keen's Oxford, per lb. .... 0 24

**NUGGET POLISHES**  
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each .....\$1.25

Doz.  
White Cleaner (liquid).....\$2.00  
Card Outfits—Black, Tan, Toney Red, Dark Brown ..... 4.80  
Metal Outfits — Black, Tan, Toney Red, Dark Brown.... 5.60

**IMPERIAL TOBACCO CO. OF CANADA, Limited**  
**EMPIRE BRANCH**

Black Watch, 10s, lb. .... \$1 20  
Bobs, 12s ..... 1 13  
Currency, 12s ..... 1 13  
Stag Bar, 9s, boxes, 6 lb.... 1 08  
Pay Roll, thick bars ..... 1 30  
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 25  
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs.... 1 25  
Great West Pouches, 9s, 3-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 30  
Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44  
Forest and Stream, 1/4s, 1/2s, and 1-lb. tins ..... 1 50  
Master Workman, 2 lbs. .... 1 25  
Master Workman, 4 lbs. .... 1 25  
Derby, 9s, 4-lb. boxes ..... 1 30  
Old Virginia, 12s ..... 1 70  
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 35

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

### COCOA AND CHOCOLATE

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

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

### SWEET CHOCOLATE

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

### CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... \$0 40

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

### NUT MILK CHOCOLATE, ETC.

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

### MISCELLANEOUS

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

**W. K. KELLOGG CEREAL CO.,**  
Battle Creek, Mich.  
Toronto, Canada.

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

**BRODIE & HARVIES, LTD.,**  
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lbs. packages, doz. .... \$6.00  
Do., 3 lbs. .... 3.05  
Super Self-Raising Flour, 6 lb. .... 5.50  
Do., 3 lb. .... 2.95  
Crescent Self-Raising Flour, 6 lb. .... 5.90  
Do., 3 lb. .... 3.00  
Perfection Rolled Oats (55 oz) 3.00  
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack. .... 1.50  
Brodie's Self-Raising Buck-Flour, 1 1/2 lb. pkg. doz. .... 1.50

# Cranberries

A late shipment of very fine late Homes just to hand. Sound, fine color and cheap. Packed in half-barrel cases. Just the thing for pies, sauces, etc.

*Strawberries and Pineapples  
Florida Tomatoes, Celery  
"Stripes" Brand  
Florida Grape Fruit*

*Oranges* — Valencias, Seedlings and Navels.

*SPECIAL* — California Lemons very cheap now.

**White & Co., Ltd.**  
TORONTO

*Wholesale Fruits and Vegetables*

FRESH ARRIVALS DAILY OF

# New Vegetables

FROM THE SOUTH

**Cabbage Celery Tomatoes  
Cauliflower Head Lettuce**

## ORANGES

California Sunkist Navels  
Florida Sealdsweet Oranges

## GRAPE FRUIT

Florida and Cuban—All sizes

## NEW MAPLE SYRUP AND SUGAR

(Guaranteed Pure)

We are now booking orders for shipment as soon as possible after sugaring begins. Ask for quotations. All size Tins—Bottles and 15 gal. Kegs

*The House of Quality*

**Hugh Walker & Son**

Limited

Guelph

Established 1861

Ontario

Owing to the high freights prevailing

CONTINUE TO IMPORT

supplies of

# SPRATT'S

DOG CAKES

POULTRY FOODS

CANARY & PARROT MIXTURES

Etc.,

through **SPRATT'S**

PATENT (AMERICA) LIMITED  
NEWARK, - NEW JERSEY

**SPRATT'S PATENT LIMITED**

24-25 Fenchurch St., London, E.C. 3, Eng.

# Willow

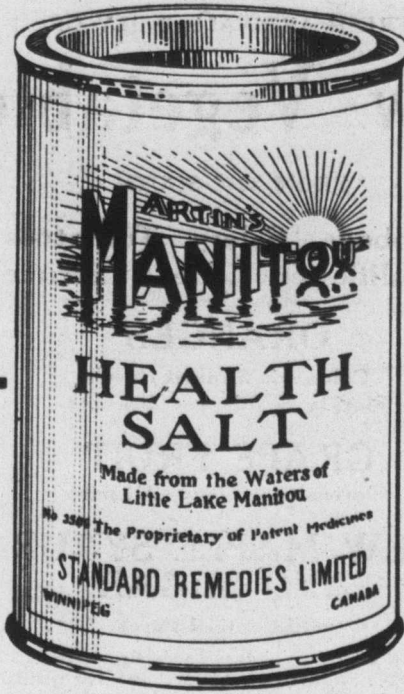
# Clothes

# Baskets

3 Popular Sizes.

**Walter Woods & Co.**

Hamilton and Winnipeg



**A Satisfied Customer  
plus  
A Real Profit**

is your return  
after a sale of

# Martin's Manitou Health Salt

This effervescent saline remedy is refined from the famous saline water of Little Manitou Lake, Saskatchewan.

It is an efficient and prodigious safeguard to health.

Be sure that your customers get the best product—and the largest quantity by only selling them Martin's Manitou Health Salt.

Thus make greater profits for yourself—as well as increase your business by having every customer a satisfied one.

Also remember to always keep a good stock on hand of Sal Manitou and Martin's Manitou Ointment.

**Standard Remedies Limited**  
Winnipeg - Man.

**DISTRIBUTORS**

- Robt. Gillespie Co., Ltd.  
Vancouver, B.C.
- A. M. MacLure Co., Ltd.  
Winnipeg, Man.
- Loggie Sons & Co.  
Toronto, Ont.
- W. Clare Shaw & Co.  
Montreal, Que.
- W. E. Bowman  
St. John, N.B.

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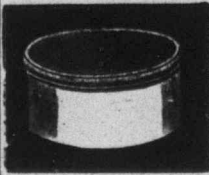
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE JARS

Place order for crocks before the season opens. They are going to be hard to get later. Our Catalogue shows complete line of Butter Jars, Meat Tubs, Jugs, Churns, etc.

The Toronto Pottery Co. Limited  
Dominion Bank Bldg.  
Toronto, Canada

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

**60-62 JARVIS ST.**

**TORONTO SALT WORKS**

GEO. J. CLIFF

### WHITE-COTTELL'S

*Best English Malt Vinegar*

### QUALITY VINEGAR

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

Agents:

W. Y. COLCLOUGH, 592 Kingswood Road  
Beach 2170 Toronto

J. E. TURTON, Board of Trade Building,  
Montreal

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

BAIRD & CO., Merchants, St. Johns

Order from your jobber to-day.

### "SOCLEAN"

*the dustless sweeping compound*

### SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

### THE CHARLES MUELLER COMPANY

Limited

Barrels and Kegs  
Oak, Ash and Gum  
From 5 Gals. to 50 Gals.

Waterloo - - - Ontario

### Olivier's Cream Toffee

5 cent bars

O.K.—Almond—Cocanut

The finest made

Brokers

Man. & Sask. - Watson & Truesdale

Calgary - Clarke Brokerage

B.C. - Robt. Gillespie & Co., Vancouver

G. F. OLIVIER (the toffee man)

MEDICINE HAT

### CEREALS TO BE HIGHER LIKELY

The steadily advancing market for grains, especially oats and corn, is having a firming effect on the cereal market. Some manufacturers state that the present price of grains warrants an early advance on all oat and corn products.

### FLOUR PRICES MAY BE HIGHER

It has been intimated to CANADIAN GROCER that the small advance registered on flour last week is just the beginning and that higher prices would surely follow in the near future.

## GROCERS

Will secure the very best selected eggs, creamery butter and fancy dressed poultry by getting their supplies from

**C. A. MANN & CO.**  
LONDON, ONT.

Phone 1577



The SARNIA PAPER BOX CO., Ltd.  
SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Parafined.  
Butter Cartons, Parafined.  
Egg Cartons; Special Egg Fillers.  
Folding Candy Boxes; also handy Parafine boxes for bulk pickles, Mince-meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgeway, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
¼-INCH CUSHION FILLERS  
CORRUGATED FLATS

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

### Fidelity Collection Agency Ltd.

Canadian Bank of Commerce Bldg., Winnipeg

Collections and Adjustment

"We collect anything anywhere"

References: Can. Bank of Commerce and Molsons Bank



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

# Wanted

## Rates For Classified Advertising

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

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

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

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

### FOR SALE

**WHOLESALE GROCERY BUSINESS, WELL** established in a good locality, in Montreal, doing good business. Full particulars given upon request. Replies confidential to P.O. Box 266, Montreal.

**A PORK CURING BUSINESS AND PLANT** for sale. H. Coleman, Kincardine, Ont.

**FOR SALE—AN OLD ESTABLISHED GROCERY** business in progressive town, population 6,000. Sickness reason for selling. Box 116, Canadian Grocer, Toronto.

**FOR QUICK SALE, CORNER STORE, FIXTURES** and stock of groceries. Suitable for large general business; also large dwelling house. Will sell separate or in block. Apply to owner W. G. Howes, Tamworth, Ont., Box 176.

### MAPLE SYRUP

**CROP OF APPROXIMATELY FIVE HUNDRED** Imperial gallons evaporated pure maple syrup for sale. Three dollars per gallon f.o.b. Parry Sound district. Box 112 Canadian Grocer, 153 University Ave., Toronto, Ont.

**FOR SALE OR RENT—GENERAL STORE** in good dairying district. Stock about \$10,000. Cash turnover for 1919, \$32,740.33. Retiring from business. Box 114, Canadian Grocer, 153 University Ave., Toronto, Ont.

**SASKATCHEWAN—ESTABLISHED GENERAL** business with post office and telephone; stock approximately five thousand, fixtures approximately one thousand, property thirty-two hundred; well settled Canadian and American settlers farming on a large scale; splendid opportunity if you can put up between four and five thousand; terms on balance to responsible parties; must be sold at once; owner in poor health and wishes to retire. Box No. 676, Canadian Grocer, University Ave., Toronto.

**FOR SALE—SMALL GENERAL STORE BUSINESS,** Nova Scotia village on railway. Store for sale or rent. Apply Box 118, c/o Canadian Grocer, 153 University Ave., Toronto, Ont.

### FIXTURES FOR SALE.

**EVERY MERCHANT WHO SEEKS MAXIMUM** efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 118 Sumach St., Toronto.

### FOR SALE

**GOOD BUSINESS FOR SALE IN NORTHERN** Town. Groceries and fruits. No better opportunity for anyone wanting a good paying business. Corner store and best stand in town. Good turnover. Building sold with business. Reason for selling, ill health. Box 120, Canadian Grocer, 153 University Ave., Toronto, Ont.

### WANTED

**YOUNG MAN WANTED FOR GROCERY** broker's office. One with experience in brokerage business preferred. Apply Canadian Grocer, 128 Bleury St., Montreal.

**WANTED — GROCERY BUSINESS IN NOVA** Scotia town, part interest preferred. P. H. Reid, Middleton, N.S.

## Baker's Cocoa and Chocolate



REGISTERED TRADE-MARK

### MAKE AND KEEP GOOD CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

**WALTER BAKER & CO. Limited**  
Montreal, Can.      Dorchester, Mass.

Established 1780

Will party who had replies addressed to Box 70 please call at Canadian Grocer office for reply.

### COLLECTIONS

**MANUFACTURERS, WHOLESALERS AND** Jobbers can reduce their "Collection expenses" to a minimum by using Nagle One-Per-Cent-Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%! Investigate this system. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts to-day, Nagle Mercantile Agency, La Prairie, (Montreal), Que.



### PRICE'S RENNET WINE makes the best JUNKET

A most delicious dessert, one teaspoonful is enough for a pint of milk.

**Retails, 25c per bottle**

Wholesale price, \$2.25 per dozen, \$24.50 per gross.

Manufactured by **PARKE & PARKE Limited**

Macnab St., and Market Sq. HAMILTON, ONT.

PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS

### COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

**Nagle Mercantile Agency**  
La Prairie (Montreal) Que.

VERY WHERE  
NO COLLECTION  
NO CHARGE  
EFFICIENT  
RELIABLE



## A Great Demand for Shortening

comes with Spring when the appetite demands lighter foods, as pies, cakes, etc.

Be ready to supply this demand with a product that will ensure repeat business for you.

The velvety texture of

## Swift's Cotosuet Shortening

makes it mix easily and produce pastry that "melts in the mouth."

By featuring Swift's Cotosuet Shortening to your customers, you will not only satisfy them—at profit to yourself—but

will build up a trade that will mean regular repeat business.

Order it in the sanitary blue pails—the convenient and profitable way to sell shortening.

Try a shipment this week.

**Swift Canadian Co.**

Limited

Toronto

Winnipeg

Edmonton

## *Character—*

You judge a person's character largely by his outward appearance. Just so is the character of your store largely judged by the appearance it presents to the buying public. Cleanliness—one of the greatest assets of any store.

Imperial Floor Dressing helps you enhance the character of your store. It keeps your store and its merchandise clean—dust *cannot rise* from the floors when treated with *Imperial Floor Dressing*. One gallon covers a floor surface of 500 to 700 square feet, and one application will last for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oil cloth. It is non-gumming and non-evaporating. The only sanitary and satisfactory way to dress your floors.

# IMPERIAL FLOOR DRESSING (Standard)

*(Formerly "Imperial Standard Floor Dressing.")*

sold in gallon and four-gallon lithographed cans, half-barrels and barrels. Ask the Imperial Oil Salesman for prices and demonstration.

*"Made in Canada"*

**IMPERIAL OIL LIMITED**

Power - Heat - Light - Lubrication

Branches in all Cities