

# 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, JANUARY 23, 1920

No. 4

## QUICK TURNOVER

There is a good profit on each one of these three Connors Bros. products and their great popularity insures you of a quick turnover.

### *"Jutland Brand"* Sardines

A fine quality of sardines packed in olive oil. They make an ideal substitute for high-priced meats. Excellent sellers.

### *"Glacier Brand"* Sardines

A high quality line that always sells well. They're packed in pure olive oil—a real delicacy.

### *"Bee Sea Brand"* Herrings

Are packed in a high-quality tomato sauce. They're an exceptionally high-class sea food product and a popular selling line.

**CONNORS BROS.**  
 LIMITED  
 BLACK'S HARBOUR, N.B.



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



## YOU WILL BE PLEASED

with the high quality of your pastry and with the unsurpassing goodness of your cakes, pies, biscuits, if you use

## REGAL FLOUR

*White and Pure as the Lily*  
**THE BEST IN THE WORLD**

REGAL FLOUR is a perfect flour; fine, smooth, always uniform in quality, rich and nutritious, because it is made with the choicest Canadian Wheat in the most modern mills in the world.

*If you haven't yet tried REGAL FLOUR, try it today, we know that it will satisfy you in every way.*

Sold by all grocers in 7-14-24-49 and 98 lbs. bags and in 98 and 196 lbs. barrels.

ST. LAWRENCE FLOUR MILLS CO., Limited  
MONTREAL.

# Regal Flour

**THIS WEEK** we publish in every newspaper in the Province of Quebec the above advertisement for our celebrated

## REGAL FLOUR

*White and Pure as the Lily*

representing the highest quality of flour. Regal Flour is strongly recommended for the baking of delicious and wholesome cakes and pastry.

Keep it in stock and take advantage of the demand we create by our intensive advertising.

Sold everywhere in 7, 14, 24, 49 and 98 lb. bags and in 98 and 196 lb. barrels.

**St. Lawrence Flour Mills Co., Limited, Montreal**

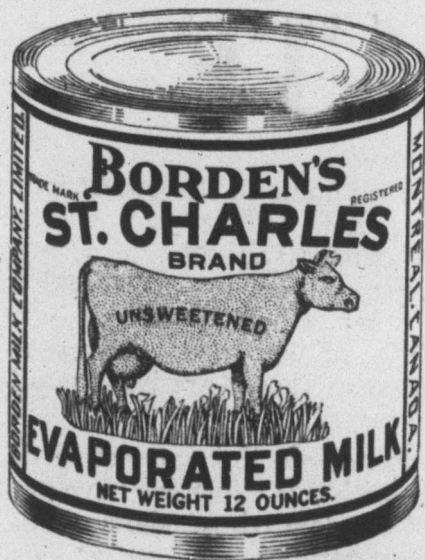


Your customers  
know that the name  
Borden's is a  
synonym of Quality

What is this Borden Quality—  
this something which places  
Borden Milk Products ahead  
of all competitors?



*Borden's*



It is the attainment of the utmost  
in pure, palatable, wholesome  
milk products. It is a degree of  
excellence made possible only  
by carefully selecting the purest  
milk from clean, healthy cows  
and processing it by the most  
scientific methods in factories  
that are entirely sanitary in  
every respect.

So that when you hand Borden's  
to your customer you can anti-  
cipate her approval of the  
quality that always satisfies.

SIX CANADIAN FACTORIES

The  
*Borden*  
CO., LIMITED

Leaders of Quality

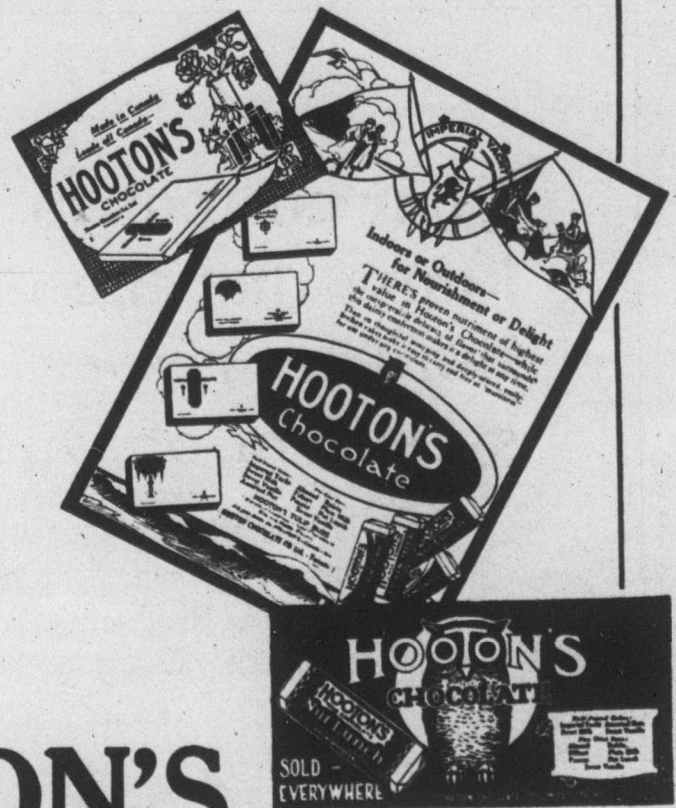
MONTREAL

VANCOUVER

## Only QUALITY

will build up a satisfied and permanent clientele. Business invariably suffers where this fact is overlooked.

To the merchant who appreciates **QUALITY** at its true value as a trade-getter and business-builder



# HOOTON'S CHOCOLATE

makes strong appeal—for Hooton's Brands, comprising four varieties of Half-Pound Cakes, seven varieties of Five-Cent Bars, and the famous Hooton "Tulips," will satisfy the most discriminating taste. These products have our sole attention, and combine careful manufacturing processes with the choicest of pure food materials—thus we are able to absolutely guarantee Hooton's Chocolate to be free of all adulteration. We invite your inspection, for we want your cooperation. The more you, as a dealer, know about Hooton's, the more strongly you can recommend it to your customers as *the* Quality Chocolate.

To bring home to the *public* what we are now telling *you*, we are conducting a spirited campaign in Newspapers, Illustrated Weeklies, and other publications, all over Canada, of which the advertisements here shown are but the advance guard.

In addition, to link your store directly with this effort, we have prepared window trims, show cards, display cartons, etc., of a most attractive nature, which you may have for the asking.

Think this over, Mr. Dealer, and if you are not already a customer of ours *investigate* our proposition through our representative or direct.

## HOOTON CHOCOLATE CO., LIMITED

60-76 Duchess Street

TORONTO, ONT.



**WE** are in a position to offer the Canadian Trade large quantities of all varieties and grades of California Dried and Canned Fruits for prompt shipment from our New York and San Francisco Warehouse.

We solicit correspondence with Wholesale Grocers throughout the Dominion of Canada.



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

*Canadian Representatives:*

A. T. Cleghorn, Vancouver  
Nicholson-Rankin Ltd., Winnipeg  
Alex. F. Tytler, London  
Lind Brokerage Co., Ltd., Toronto  
Hughes Trading Co. of Canada Ltd., Montreal  
Henry M. Wylie, Halifax

Representations solicited for the cities of Quebec, Sherbrooke, Charlottetown, The Sydneys, St. John, Ottawa, Hamilton, Peterboro

# 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 & Laflamme, Ltd.  
500 St. Paul Street West, Montreal.

#### ONTARIO

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

#### MANITOBA, SASKATCHEWAN and ALBERTA

W. Lloyd Lock & Co.  
179 Bannatyne Avenue East, Winnipeg

#### BRITISH COLUMBIA

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

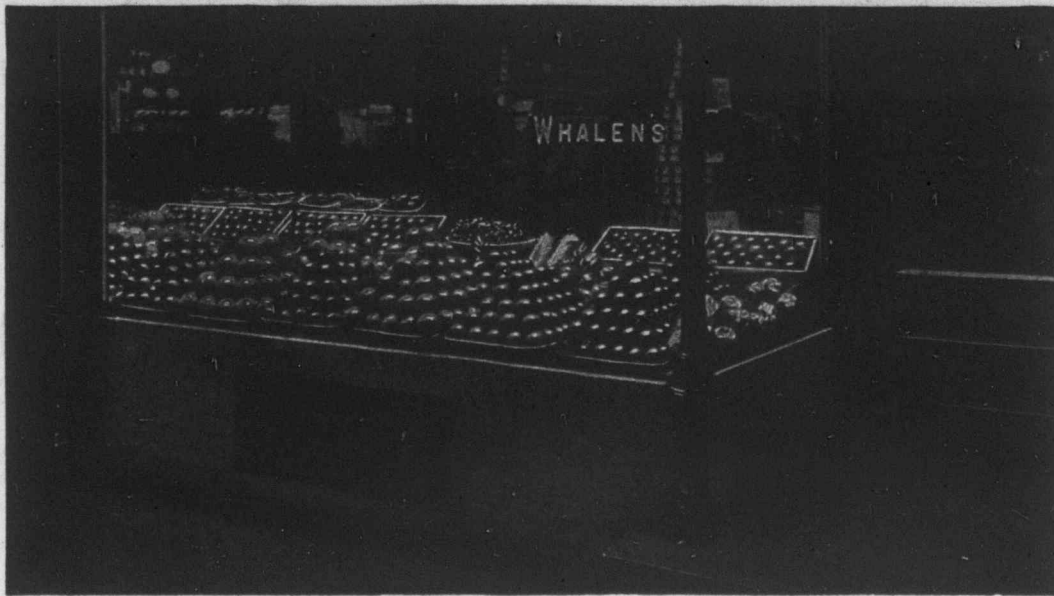
#### NEWFOUNDLAND and LABRADOR

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

# HUNTLEY & PALMERS, LIMITED

## READING AND LONDON, ENGLAND





# This 20-Foot Store

## Battle Creek, Michigan

### Retails 6 Carloads of Oranges Per Year

Mr. T. F. Whalen owns a grocery store in Battle Creek, Michigan, a city of 40,000 inhabitants.

The store is 20 feet wide, with a 16-foot window. Mr. Whalen's sales of oranges alone amount to *six carloads* in a single season.

This great business in fruit wasn't accidental. Mr. Whalen set out to get it with his goal in view.

#### His Plan

Mr. Whalen made use of the irresistible *color-appeal* in oranges, by making displays of this fruit as a *permanent feature* of his store.

People saw this plentiful display from clear across the street and it drew them to the store.

They bought oranges. Then they bought other goods occasionally. Then they bought *all* their groceries at his store.

Thus Mr. Whalen, with keen merchandising sense, used a single specialty to build up a trade worth \$180,000 annually.

He followed a well-laid plan and made that plan a definite policy.

He knows that fruit offers him a chance to excel. He knows that the store which becomes famous for its fruit department will win the neighborhood's best and largest trade.

#### Make a One-Week Test

Try developing *your* fruit department—using oranges for your mass-displays.

Empty four or five boxes in a window and put attractive prices on them.

Let that display stay there one week, selling from the window to keep the oranges fresh.

Note your increased sales, the faster turnover, and the better profits that result from that One-Week Test.

Do this and you, like Mr. Whalen, will have these displays frequently.

#### We'll Assist Like This:

Write for our free book, "Salesmanship in Fruit Displays." It contains scores of sales suggestions and 33 illustrations of successful fruit windows and displays.

We will also supply you with tested display material that will help you sell.

Simply mail the coupon. We'll send you our "Merchant's Display Material Option List," from which you select the cards, banners, cut-outs, etc., that will best suit your store.

Clip the coupon before you turn the page. Begin now to increase your entire business in this way.



#### California Fruit Growers Exchange

A Non-Profit, Co-operative  
Organization of 10,000 Growers  
Los Angeles, California

California  
Fruit Growers  
Exchange  
Dealer Service Dept.

Los Angeles, California.

Please send me your book, "Salesmanship in Fruit Displays" and your "Merchant's Display Option List" without any obligation on my part.

Name.....  
Street.....  
City.....



## “Untiring Salesmen”

¶ The labels on your products, Mr. Manufacturer, are “Untiring Salesmen” that are daily creating impressions of their contents—favorable or otherwise—on probable purchasers.

¶ Then why not have *the labels on your products* designed by experts—men of experience in planning and perfecting labels that instantly catch the eye—create desire and impel sales?

*Write us to-day, our years of experience designing labels, cut-outs, display cards, etc., is at your service.*

**The Standard Lithographic Co.  
of Canada, Limited**

28 Temperance St. - Toronto, Can.

DIRECT



SHIPPERS

# Field & Co

(FRUIT MERCHANTS) LTD

40-42 KING WILLIAM STREET,  
LONDON, E.C.4. ENGLAND.

Cables: “Loudly, London”  
Codes (Private): A.B.C. 4th and 5th Editions  
Western Union and Bantleys

There are plenty of fine fish in the sea, but the best of all Sardines are the

## OBAYO REAL SARDINES

*The Élite of the Sea*

(Packed in Pure Olive Oil)

STOCK Quality, Mr. Grocer, for successful business. The **Obayo Real Sardines** are of top-grade quality because **only** the finest selected sardines find their way into Obayo tins labelled gold and blue. Thus we are able to guarantee each tin to be of regular first-class quality. Moreover, the fish are packed in pure olive oil. Your enterprise requires big business in all your lines. Be quite certain of this:

### Obayo Real Sardines

will bring

**BIGGER AND BIGGER  
REDOUBLED AND REDOUBLED  
SARDINE BUSINESS**

When next you order Sardines,  
ORDER

### Obayo Real Sardines

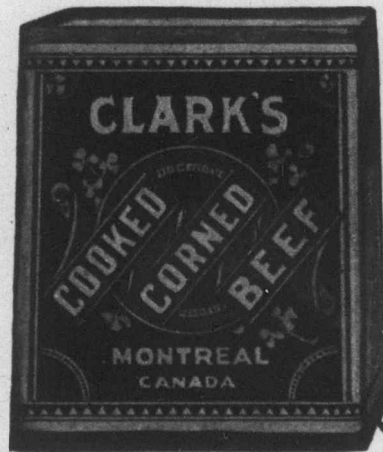
*Direct Importers:*

**FIELD & CO. (F.M.), Ltd.,**  
40-42, King William St., London, E.C. 4



# CLARK'S CORNED BEEF

The very  
best of  
Beef



Cured  
and Cooked  
to perfection

Explain to your customer, Mr. Grocer, how handy it is to have a few cans of Clark's Corned Beef in the pantry. She has only to open the can and the meat is served, firm and easy to slice, economical because there is no waste, and appetizing because the CLARK QUALITY and method of Preparation is THE BEST.

LOOK THROUGH OUR LIST FOR  
THE OTHER "GOOD THINGS."

W. Clark, Limited



Montreal

# 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

## From *the waters of* Norway

are now arriving  
fresh shipments  
of

## King Oscar Brand Sardines

Those well-known and much-desired Norwegian Sardines, packed only from selected fish in purest Olive Oil. The supply, however, is very limited.

Consult your wholesaler.

Canadian Agents

**John W. Bickle & Greening**  
Hamilton Ontario

## 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

C. B. Hart Reg.  
Montreal

Canadian Agents:  
A. S. May & Co.  
Toronto

Donald H. Bain Co.  
Winnipeg



## 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 & Exporters  
VANCOUVER

## EUREKA REFRIGERATORS

### ECONOMY

The patented Eureka principle of cold, dry air circulation will keep your perishables fresh and firm for a longer period than the ordinary refrigerator, and its saving in ice makes it most economical.

Eureka refrigerators are made to last and their handsome finish and fine display features make them the best buy in the refrigerator world. We are specializing in grocers' refrigerators—there is a system for every need—so send for particulars now. Don't wait till the warm weather comes and refrigerators become a necessity.



### Eureka Refrigerator Co., Limited

Head Office, Owen Sound  
Branches: Toronto, Hamilton, Montreal



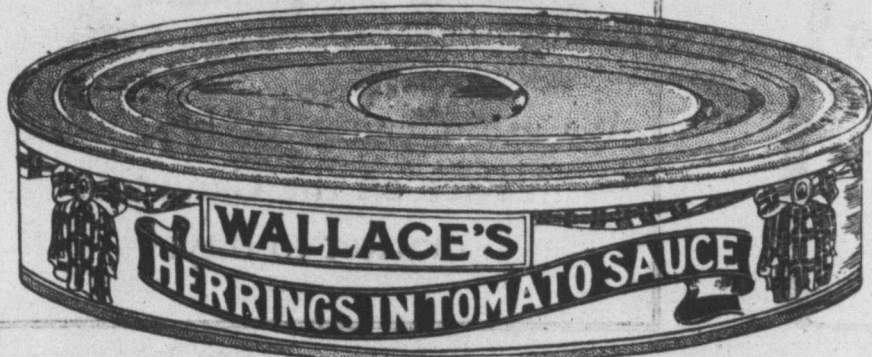
## Bring Them Together!

With  
Satisfaction  
and  
Profit For All



NATIONAL BISCUIT & CONFECTION CO., LIMITED, VANCOUVER  
NATIONAL BISCUIT CO., LIMITED REGINA

## If Herrings Were Silverware!



“Wallace’s”  
Would Be the  
Sterling Mark

WALLACE FISHERIES LIMITED  
VANCOUVER

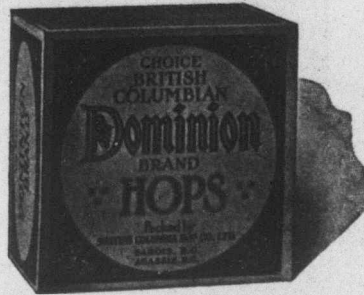


# HOPS

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. Nova Scotia—Chisholm & Co., Ltd., Halifax, N.S.

*You can now make a substantial profit on*

## FLAT FISH SOLES, BRILLS

Specify "Rupert" Brand to Your Wholesaler

**SPEED UP YOUR FISH DEPARTMENT**

It can be made the most profitable one in your store.

Grocers everywhere are awakening to the value and the quick profits to be derived from handling "Rupert" Brand Fish. There is no waste time, no trouble when you handle "Rupert" Brand Frozen Fish. Caught in the clear, cold waters of the Northern Pacific Ocean, cleaned, headed, ready-to-cook and rapidly frozen in

*The World's Largest and Most Modern Fish Cold Storage Plant*

"Rupert" Brand Frozen Fish, Brills, Soles and Halibut will meet with your customers' quick appreciation.

Retailers East of  
 Winnipeg

Procure your supply of "Rupert" Brand Fish from Toronto or Hamilton wholesale Dealers.

Retailers of Winnipeg  
 and Points West

If you cannot get "Rupert" Brand Fish from your local wholesaler, please advise us.

**TO THE RETAIL TRADE:**

Should there be any point on the handling or selling of "Rupert" Brand frozen fish, on which you desire information, please write us. We value your co-operation and stand ready to give you all possible support.

**CANADIAN FISH & COLD STORAGE CO., LIMITED**

PRINCE RUPERT, BRITISH COLUMBIA

## JOBBER'S MEMO

Next time I want

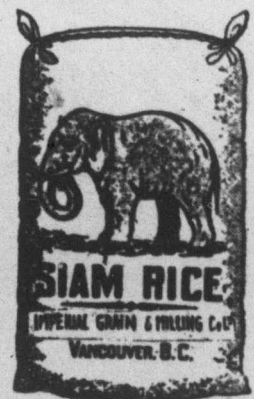
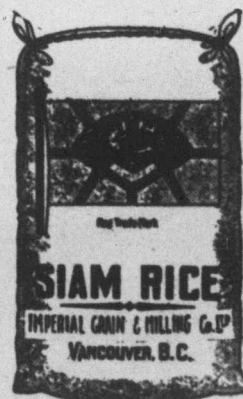
## CANNED SALMON

I'll Order from



## Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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



# MANUFACTURERS' AGENTS 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

Opportunities are offered every week on this page.

Are you making use of them?

**C. T. NELSON**  
Grocery Broker and Manufacturers' Agent  
105 Hibben-Bone Bldg., 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.

**W. H. Edgett Ltd.**  
Vancouver  
Canada  
Importers — Exporters  
Car Lot Handlers: Beans, Nuts, Potatoes

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



EVERY MO SELED L AND DELICIOUS

NO ONE CAN PACK PILCHARDS LIKE  
"ALBATROSS"  
unless they spend as much time on them as we do

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.

### QUAKER BRAND GOODS WILL PAY

An interesting and we believe demand-creating newspaper advertising campaign is starting in the West.

We will need the Grocers' co-operation.



**DOMINION CANNERS B.C. LTD.**  
Vancouver, B.C.

### 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.

# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN CANADA

**A. M. Maclure & Co.**

MALTESE CROSS BUILDING  
WINNIPEG  
IMPORTERS, BROKERS  
MAN'F'S. AGENTS  
GROCERY, DRUG AND  
CONFECTIONERY  
SPECIALTIES

**ALEX. BAIRD LTD.**

Manufacturers' Agents  
300 Montreal Trust Bldg.  
WINNIPEG, MAN.  
Correspondence Solicited

**THE McLAY BROKERAGE CO.**

WHOLESALE GROCERY BROKERS  
and MANUFACTURERS AGENTS

*Take advantage of our Service*

WINNIPEG

MANITOBA

**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches 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 manu-  
facturers first-class service.

**F. MANLEY**

Manufacturers' Agent

42 Sylvester-Willson Building

WINNIPEG

Mention This Paper When Writing Advertisers.

## Donald H. Bain Co.

### WHOLESALE GROCERY COMMISSION AGENTS

#### Herewith are Some Facts on Product Marketing

We have a highly-specialized, keen brained staff of untiring sales promoters. We have your interests at heart, every hour of the day the moment you enlist our services. We have an enviable record of results, with satisfied customers to prove it.

Should you have a product that has not been successfully marketed, we are especially trained to market it in the Western field, in a way that it has never before been marketed—with the paramount of success.

Get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

**FRANK H. WILEY**  
Mfrs. Agent and Importer  
Groceries and Chemicals  
Bakers' and Candy Manufacturers' Supplies  
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 ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for SERVICE.

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

### Watson & Truesdale, Winnipeg

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

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE  
STORAGE  
DISTRIBU-  
TION

"Always On The Job"

### The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

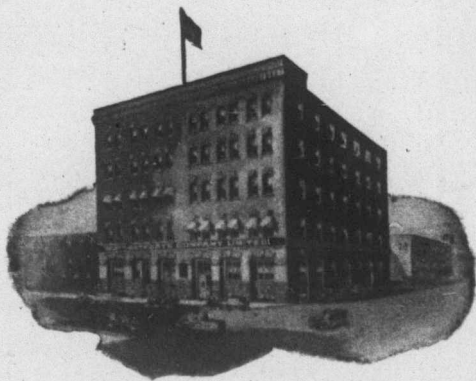
DISTRIBUTING

FORWARDING

# 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.

WESTERN CANADA



The House of

## Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address:

140 Notre Dame Ave. E., Winnipeg

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

## The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

ALBERTA

### D. J. MacLeod & Co.

Manufacturers' agents and grocery brokers, 1070 One Hundred and First St., Edmonton, Alberta, and 215 Tenth Ave., W., Calgary, Alberta, open for new lines for Alberta. We do detail work.

**B. M. Henderson Brokerage, Ltd.**  
Kelly Bldg., 104th St., Edmonton, Alta.  
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,  
Cereals, Fresh Fruits and  
Vegetables.

**Calgary Storage & Cartage Co., Limited**

Warehousing and Distributing  
Our Specialty

Office: 304 11th Ave. East  
CALGARY, ALTA.

WHEN WRITING TO ADVERTISERS  
KINDLY MENTION NAME OF THIS  
PAPER

### PACIFIC CARTAGE CO.

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

SAY YOU SAW IT  
IN CANADIAN GROCER  
WHEN WRITING TO  
ADVERTISERS



## MACARONI

The pure food that builds Muscle and Bone at small expense.

*The Meat of The Wheat*

Manufactured by the

Columbia Macaroni Co., Limited  
LETHBRIDGE, ALTA.



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

**T. M. SIBBALD & SON**  
GROCERY BROKERS  
Agent for **KELLOGG'S** Toasted Cornflakes  
Another Agency Solicited  
311 KING ST. E. - TORONTO  
Storage and Bonded Warehouses

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

**J. K. McLaughlan**  
Manufacturers' Agent and  
Grocery Broker  
Biscuits, Confectionery, Jams,  
Cereals, Grocery and Drug  
Specialties  
45 FRONT ST. EAST, TORONTO

**H. D. MARSHALL**  
Wholesale Grocery Broker  
OTTAWA MONTREAL HALIFAX

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

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

ESTABLISHED 1899

**We Cover the West**

**SIX BRANCHES** with  
**SERVICE** that  
**SATISFIES**

We have 20 **SCIENTIFIC**  
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Give all your customers the opportunity  
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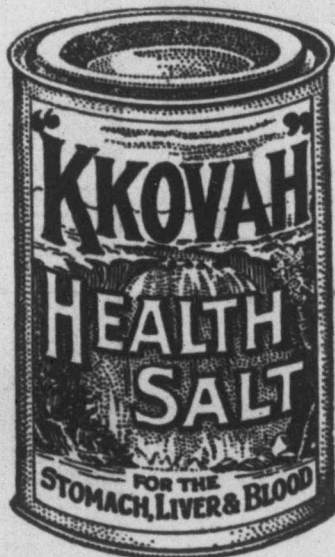
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In one size only. Specially prepared for canvas shoes, equipment, cricket boots, etc.

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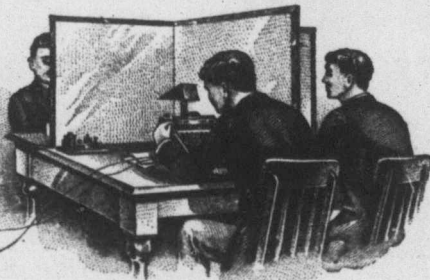
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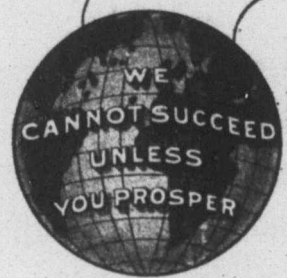
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CANADA



# CANADIAN GROCER

Vol. XXXIV.

TORONTO, JANUARY 23, 1920

No. 4

## Hamilton Grocers Form Organization to Fight Unfair Methods in Trade

Want Secret Rebating, Fake Advertising and Unfair Price Discrimination on the Part of Manufacturers and Wholesalers Eliminated—Over 200 Grocers Attended Enthusiastic Organization Meeting—Elected New Officers

**H**AMILTON, Jan. 20.—The retail grocers of this city have organized. The Hamilton Retail Grocers' Association has taken concrete form, and at a meeting that was marked by the enthusiasm of more than two hundred grocers, and an inspirational address by the new president, S. F. Baillie, and the new vice-president, W. N. S. Hunter, the grocers are out to stamp out unfair methods of merchandising of every description. The movement of the Hamilton grocers is not a price-fixing one, as some of the daily papers indicated in their account of the initial gathering. At the subsequent meeting in the Board of Trade hall, last week, this assertion was strongly repudiated, and it was pointed out that the objects of the organization were as much in the interests of the consumer as of the merchant.

### A Square Deal For Consumer Too

"We are out for a square deal for the consumer, and our efforts are not, and have not been directed against any individual merchant in the city of Hamilton," W. J. Hobson stated in addressing this gathering of grocers. Mr. Hobson presided at the meeting and has been instrumental in getting the organization under way. "What we are opposed to," he continued, "is the principle of a shameful condition of trade, of which the consumer knows little, and upon which the consumer up to the present has not been called upon to think very deeply. We have reason to believe that our efforts will not result in much benefit to the consumer, but that an investigation would disclose methods that can easily account for the great cry for public patronage that appears in our daily press from time to time. Our policy is not to injure anybody in business in Hamilton or anywhere else. Incidentally we might tread on somebody's toes, but the average Canadian likes fair play. So much unfair criticism of our last meeting appeared in the daily papers that I think that everybody should have a clear-cut

idea of the objects for which this association is being formed, and the principles for which it stands. What it stands for is honorable, decent methods of merchandising. We know the consumer is being hoodwinked by fake advertising, and we intend to direct our efforts to stamp out such disreputable methods. We are out for a square deal to every one of



S. F. BAILLIE  
The new President of the Hamilton Grocers' Organization.

our competitors, and we intend, through the efforts of this organization, to see that we get a square deal for ourselves and the consumer in particular.

### Object to Unfair Methods

"What we object to is the disreputable and unfair methods of some manufacturers, and the short-sighted policy of others. We are opposed to fake advertising, unfair competition, secret rebaters, crooked order takers and crooked wholesale houses. We are out to give every grocer an equal chance to com-

pete. We are out for honor in business and the prosperity of Canada. Our objects are laudable and will appeal, I believe, to every fair-minded person in the community. We intend to fight in the open. We know more about conditions than we are usually given credit for, but I confess that we have been rather remiss in the past by being long suffering and slow to anger. This is a fight against the business trickery so prevalent in Canada to-day. We intend to loyally and intelligently stamp our organization with the respect of all fair-minded people. I firmly believe that an association formed with the golden rule as a standard will prove a power in the land."

### Resolution Unanimous

Mr. Hobson read the following resolution which was unanimously carried:

"Be it therefore resolved that the provisional committee unanimously recommends the immediate formation of an association on the lines set forth and that the Executive Committee selected this evening be empowered to inquire into the rules and regulations governing the Retail Merchants' Association of Canada, and if it is to our advantage to be affiliated with the Retail Merchants' Association of Canada, that arrangements be made for such affiliation, this organization to be known as the Hamilton Retail Grocers' Organization, that membership be open to any retail merchant conducting a retail grocery business in the city of Hamilton, who conforms to any regulations that may hereafter be set forth or recommended by the Board of Commerce of Canada. That the membership fee be fixed at \$1, and the annual dues of the local organization be fixed at \$10 per annum, payable in advance."

**Officers Elected**

Hon. president, James Y. Osborn; Hon. vice-president, A. G. Bain; president, S. T. Bailey; vice-president, W. N. S. Hunter; executive, A. Gardiner, E. Hazell, G. D. Ellis, Frank Smith, F. Kent, G. L. Salton, George Duff, M. Cummings, W. J. Hobson, J. Young, F. Hutchinson, W. Smye, W. Lockhart and G. H. Moyer.

The secretary-treasurer will be chosen by the executive.

**A Stand for Fair Play**

In short addresses by the president, vice-president, N. R. Rowe and Frank Smye, the gathering was roused to an enthusiasm that gets the movement away to a good start. The grocers of Hamilton are seized with a determination to bring about the betterment of the trade, and to place it on a basis that metes out justice and fair play to all alike. In his remarks to the grocers,

on this occasion, Frank Smye pointed out that the retail grocer had been the banker of the public and a philanthropist long enough. "Why shouldn't this cease?" he asked. "Why shouldn't the grocer be paid?" This organization, he said, was prompted by honest motives, and with the enthusiasm and determination that is behind it, it will make a stand for decency and fair play that will make itself felt.

## Believes Mail Order Business Serious Menace

H. C. Beckett, of Hamilton, Appears Before the Board of Commerce and Reads a Paper on the Subject

**H**. C. BECKETT, of W. H. Gillard & Co., wholesale grocers, Hamilton, appeared before the Board of Commerce on Friday last, and drew attention to what he termed was a serious menace, and he stated it was gradually, insidiously, and silently destroying the prosperity of every town and village in the Dominion, and was also having a far-reaching effect upon farm production. He referred particularly to the mail order houses and the department store. This menace, he declared, is preventing the establishment of towns and villages, through the insufficiently populated portions of the Provinces. The farmer feels the isolation and does not want to locate except in the vicinity of a thriving town or village, and the older towns and villages are perishing through lack of local support. To encourage farm production, and to induce the rising generation to follow farming pursuits, Mr. Beckett pointed out, it is necessary to support and encourage thriving and prosperous communities. The people are drifting from the farms to the large centres, because of the deadly conditions that surround them. The records of the express companies, the parcel post, and other avenues of information will show clearly what this menace is, how it is growing, and will continue to grow, at the expense of production and at the expense of prosperity throughout Canada.

Mr. Beckett asked the Board of Commerce to investigate this menace, as a matter of the greatest welfare to the Dominion of Canada. Many manufacturers, not all, he declared, had not played fair with the retailers. They have offered advantages to some and denied them to others. "This is unfair and unethical," Mr. Beckett continued. "We have no commercial code in Canada, and we sadly need it. The Secret Commissions Act seems to be a dead letter, although it was intended to purify the channels of trade. The mon-

opolist and his sympathizer may sneer, but should this country be dominated by selfish interests? We must speak plainly. The reconstruction period has arrived, and I feel that I would be shirking a share of conscientious duty if I failed to come out boldly and fearlessly, even if in doing so I subject myself to a few brick bats."

Mr. Beckett, in his remarks, also took exception to the attitude of the Retail Merchants' Association towards the Board of Commerce, and believed that the retailers were ill-advised in opposing the rulings of the Board.

### Must Do Away With Unfair Competition

"If there is a system of competition so unfair that a man in business is crowded out, and he has not the chance to successfully compete with his rival in the trade, then it is up to us to do away with that system, or rather see to it, that it is done away with. Cut out the secret rebate. Let the wholesaler be honorable and just. Let the jobber say only one price and serve all alike. It is in our hands to do this thing. If we stand together we can do it. Let us enter into this fight with all the zest that is in us. Let us say we will not falter until we have justice for all. It is this system of secret rebates, price discriminations and such like that is wrong, and it is for us to see that it is wiped out. We want clear, cold justice, nothing more and nothing less."—President S. F. Baillie to the Hamilton Grocers' Organization.

"There is no apparent reason why business ethics should be on a lower basis than professional ethics. Unbusinesslike conduct should receive the same condemnation as unprofessional behavior. Hand in hand with the law must go the right education of the business man if business practice is to be on a proper moral plane. Efficiency and enthusiasm are not at variance in the attempt to conduct business harmoniously. Both are essential if many of the failures in the trade are to be averted. Both are needed in this new organization, and if we all put our shoulders to the wheel, much good will be accomplished, but if left to a few, none will benefit."—Vice-President Hunter to the Hamilton grocers.

## Co-operative Stores Are "Bribe" Stores Says Trowern

Ottawa and Eastern Ontario District Retail Merchants' Association Met in Convention—Henry Watters Was Re-elected President

**OTTAWA.**—The convention of the Ottawa and Eastern Ontario District Retail Merchants' Association was held at the Chateau Laurier last week. Henry Watters was re-elected president of the association.

The new executive board is: President, Henry Watters; first vice-president, L. N. Poulin; second vice-president, A. Goulet; treasurer, T. W. Collins; secretary, J. C. Campbell, and auditor, Alex. Phillips; delegates to the Ontario Provincial Board will be: W. Hill of Cornwall, E. Sweet of Winchester, D. V. Sinclair of Belleville, W. Mack of Moose Creek, J. Pattison of Brockville, and W. Grace of Kingston.

**Attacks Co-Operative Stores**

E. M. Trowern, Dominion secretary, attacked co-operative stores, which, he stated, were "bribe stores." He urged every merchant to use his influence in fighting any special privileges being granted co-operative stores, as had been contemplated by the Government.

Farmers' clubs were somewhat different, but were a menace to the legitimate retail trade, he stated.

He placed the blame for the clubs on wholesalers, who, though bound in honor to sell only to the trade, were selling direct to the consumer.

One of the delegates suggested a boycott of the wholesalers selling to the consumers, but this was decried by Mr. Trowern, who asked that nothing be done which could be placed in the light of restraint of trade until the legitimacy of the Board of Commerce had been tested in the Supreme Court of Canada.

The report of the special committee on membership fees brought in a report for a minimum fee of \$10 to be charged members whose turnover amounted to less than \$50,000; \$25 for business between \$100,000 and \$200,000; between \$300,000 and \$400,000, \$35, and others \$5.

Delegates thought the eight-hour day unworkable in their business.

A resolution was passed requesting  
Continued on page 24





A splendid window display recently shown in the store of Halpenny & Co., Ottawa.

## Want Personnel of Board Reconstructed

Supreme Court is Also to Decide the Jurisdiction of the Board of Commerce—Retail Merchants' Association Wants it to Take the Nature of an Inland Trade Commission

**T**HERE seems to be well-founded justification for the statement that changes will take place in the personnel of the Board of Commerce. Following the request of the representatives of the Dominion Board of the Retail Merchants' Association, before the Government last week, there is a likelihood that the association's suggestions will be partly carried out. Various important business organizations, representing both retail and manufacturing interests, have made it unmistakably plain to the Government that the workings of the Board of Commerce are meeting with anything but their approval. Those interested in challenging the activities of the Board of Commerce, it is stated, include such organizations as the Canadian Manufacturers' Association, the Retail Merchants' Association, the Canadian Credit Men's Association and other organizations. The Supreme Court is deciding the validity of the jurisdiction of the Board.

At the meeting of the delegation from the Dominion Board of the Retail Merchants' Association last week with the members of the Government, the resolution passed at the meeting of the Dominion Board was laid before the Government. It was promised consideration, and was as follows:

First—That the Board of Commerce be reorganized and that its personnel consist of a consumer, a producer, a manufacturer, a retailer and a chairman with judicial experience. They recommended that Judge Robson retain the latter position. By implication it would appear that they desire the removal of W. F. O'Connor.

Second—That the board be reconstructed to take the nature of an Inland Trade Commission, one of whose duties it would be to regulate the operations of wholesalers who refuse to sell to certain retailers and to supervise all agreements between wholesalers and retailers. The recommendations of the delegation in this regard were somewhat vague.

Third—That the price-fixing functions of the Board be abolished on the ground that the exercise of them constitutes a restriction on trade and production.

### Have Found No Combines

The resolution claims that the investigations of the Board in regard to retail merchants have not disclosed any combines or excessive profits; that the element of competition among retail merchants prevents undue profit making; that conditions of merchandising in the various parts of Canada are so varied that no general regulations as to margins of profit can be made which will be fair to the merchants and the consumers; that the orders of the Board of Commerce have resulted in a great deal of disturbance in retail trade circles and that the uncertainty as to what further orders will be made from time to time is still more disturbing not only to retail merchants, but to manufacturers, wholesalers, bankers, the laboring classes and consumers.

### They Have Suggestions

A series of further suggestions as to "How the Board of Commerce would be of greater service to Canada," were

made by the delegation. These were, mainly:—

The Board of Commerce should meet properly appointed committees from the Canadian Manufacturers' Association, the Wholesale Merchants' Association, the Retail Merchants' Association, the United Farmers and other organized commercial bodies to secure proposals how trades could be improved by proper regulations.

Instead of the court attempting to dictate to the commercial classes how they should conduct their affairs, they should become a useful court to decide on the evidence laid before them on any commercial matter.

### Should Give Reasons

All agreements made either by manufacturers among themselves, between the manufacturers, wholesalers or retailers, etc., should be laid before the Board of Commerce, and, if necessary, parties should appear to give reasons why the agreements were made.

All price-contract agreements regarding trade-marked goods should be laid before the Board for final ratification.

That charges could be made to the Board by any person subjected to unfair and unethical methods of trading, and those engaged in unfair practices dealt with.

Further suggestions made were that the Board should be given authority to make recommendations to the Government if any commercial legislation is found to be operating unfairly; that all agents or subsidiary agents in connection with the Board should be abolished;



that all classes of the community buying or selling merchandise should come under the operations of the Board; that the Board should devote their time to seeing that the proper channels of trade are not interfered with, and that all statistical reports in connection with commerce should come under the direction of the Board.

#### No Excess Profits

Joseph Banfield, of Winnipeg, who presented the case, declared that the Board had found no excess profits or unfair dealing among the retailers. It was useless to seek to redress a wrong which did not exist. "It is not so much," he said, "what the Board does as what it threatens to do which injures us and that injury affects the wholesaler, the manufacturers, the banks and everybody else."

Sir Henry Drayton asked what was meant by threats.

"We hear of a man being threatened for selling sugar at a cent or so over the fixed price," said Mr. Banfield. "The Board appears to go after us retailers because we are closest to the consumers."

#### Asks Court Questions

In the meantime the Board is submitting the following questions to the Supreme Court of Canada:

1. Whether or not Section 17 of the Combines and Fair Prices Act is *intra vires* of the Parliament of Canada. This section deals with the undue accumulation of necessities of life.

2. Whether or not the Parliament of Canada has power to establish a court of record or any other hearing or determining body.

#### Question of Penalties

3. Whether or not the Parliament of Canada has power: (a) to impose penalties for the acts or omissions which are declared to be offences; (b) to authorize and require the superior courts of a Province to record and enforce the orders of the Board.

4. Whether or not the Board has jurisdiction to decide as to what shall be deemed an unfair profit upon transactions of sale of necessities of life which transactions are originated and completed within a Province.

5. Whether the Board has power to decide what shall be an unfair profit in transactions of sale of an inter-provincial character.

6. Whether or not the Board may restrain or prohibit persons from exporting commodities being necessities of life from Canada, or from one Province to another in cases where the practice of so exporting is in the opinion of the Board designed or calculated to unfairly enhance the cost on price of such commodities.

At the annual meeting of the Retail Merchants' Association, attended by more than 600 delegates, among other subjects discussed was that of the co-operative stores, and a resolution was passed voicing the strong opposition of the Association to any legislation which

would give these stores any special advantages which would be detrimental to the retail trade of the country. The delegates took this stand on the ground that the operations of co-operative stores, after due investigation by competent authorities, have not been found to be according to legitimate methods of merchandising.

The mail order houses were also under fire, and the opinion of the delegates was unanimously to the effect, with regard to the parcel post service, that all parcels by mail should cover the cost of carrying them; that no portion of the cost of operating the parcel post system should be applied to the cost of carrying letters in the mail.

The Government will also be requested to provide that there shall be no increase to the "limit size" of the parcels to be carried by the system.

#### Against Eight-hour Day

The convention went on record as being unanimously in favor of daylight saving for towns and cities, and opposed to a legislated 8-hour day. In this respect it was claimed that the legislation enjoyed now, which gives to each Province the power to regulate the hours at which shops may open and close, according to the desire expressed by the majority of the merchants concerned, is sufficient, without the necessity for a flat 8-hour day, which, it was

declared, would be unworkable for the retail trades.

#### Clothing Profits

The board went into the question of the order of the Board of Commerce, relating to the limitation of profits on ready-made clothing. The order of the Board provides that the profit upon suits sold at \$25 shall not be more than 26 per cent., while the limit on suits of a higher value is placed at thirty-three and one-third per cent.

It was decided to ask the Government to change the order to read that a flat margin of thirty-three and one-third per cent. shall be permitted retailers upon all suits, with the exception of extreme styles.

#### Would Bar Orientals

Retail merchants from the West voiced objection to Oriental immigration and it was moved by Mr. J. H. McRobbie, of Vancouver, that the Government be memorialized that all Oriental immigration to Canada be prohibited.

Western delegates stated that the Chinese were embarking in the clothing and grocery trades to the dissatisfaction of the retail merchants.

The clothiers' section of the Association suggested that the Board of Commerce order should be altered to allow retail clothiers to add \$2 to the price of each suit, to take care of the cost of alterations and fitting.

## Nearly 300 Per Cent. Increase in Paper Bags

### Since 1915 Grocers Have Been Called Upon to Pay Nearly Three Times as Much for Bags for Wrapping Purposes

**T**HE increase in the cost of paper has, of course, affected paper bags and wrapping paper used extensively by merchants, and in turn has added to the cost of living so far as the consumer is concerned.

In 1915 merchants could purchase 1,000 2-lb. bags for 67 cents. This price rose to \$1.30 in 1916, \$1.80 in 1919 and to-day stands at \$1.86 per 1,000.

Suppose a merchant is selling 100 lbs. of sugar in 2-lb. paper bags. He has to use 50 of these in weighing out the sugar. In 1915 it cost him 3  $\frac{3}{10}$  cents for these 50 bags. In 1916 they cost him 6  $\frac{1}{2}$  cents, in 1919 9 cents and to-day 9  $\frac{3}{10}$  cents. This shows an advance of nearly 300 per cent.

Similar advances have occurred in 5, 10 and 20-lb. bags. For instance, in 1915, 1,000 5-lb. bags cost the merchant \$1.25. To-day the cost of the same quantity is \$3.50. Whereas it cost him 2  $\frac{1}{2}$  cents to weigh out 100 lbs. of sugar in 1915 in 5-lb. bags, it now costs him 7 cents.

The cost in 1915 of 20-lb. bags was \$3.96 per 1,000. To-day the cost is \$11.05 per 1,000. These figures are based on purchases of 10 M. and under 25 M.

These advances in cost of paper bags of course apply to all goods the merchant puts up in this way and delivers

to his customers. This advance has to be taken care of in the gross profit the dealer secures, which naturally means still higher prices to the consumer.

In few, if any, lines sold by the grocer has there been such an advance in cost as in the price of paper bags and wrapping paper.

#### SOLDIERS' CO-OPERATIVE STORE

Plans are under way for the development of a scheme for the establishment of a co-operative store, which they will capitalize at \$100,000, and operate under a federal charter. The soldiers propose to join hands with the unions to carry out the plan.

Apathy on the part of retail merchants towards civic affairs was denounced by Mayor Henderson of Ingersoll, in his inaugural address to the council.

#### CO-OPERATIVE STORES

Continued from page 23

the Dominion Board to exercise every effort to see that its importation and sale is not interfered with. This resolution was the result of the rumor that an organized attempt will be made at the next session of Parliament to prohibit the importation and manufacture of oleomargarine.



# More Grocers Tell of Experience

## A Further Consideration of the Question of Whether or No Sugar Sales Can be Considered Profitable

**I**N our last week's issue a number of merchants spoke of their experiences in the sale of sugar. Consensus of opinion appears to be that there is little chance of making a profit on sugar. There is so much waste in weighing and the limit of sugar is so close that a profit is almost an impossibility. Some merchants have found it to their advantage to sell in original packages of 100 pounds. In this way they believe that some profit can be made.

**The McKenzie Co., Kelowna, B.C.**—"We are not making any net profit on sugar at the present time. We estimate that two-thirds of the sugar we sell is sold in 20-lb. bags and the balance distributed between 100-lb. lots and small lots. In bulk sugar most of our sales are fifty cents' worth. We cannot always weigh 100 lbs. of sugar from a 100-lb. sack. Sometimes there is a small leak in the bag and when we are rushed we are perhaps careless in weighing. Frequently we lose sugar by accidents in delivery and of course we always replace what has been lost. We believe that at the very least we should have two cents a pound margin on sugar and then there would be a very small net profit, if any.

"We figure that charging the same percentage of advance over the cost price there would be more money in selling in unbroken packages, viz., 2-lb., 5-lb., 10-lb. and 20-lb. packages. To-day, for instance, we lost considerable sugar by having it get wet in the freighting. At 1c per lb. advance a loss of, say 20 lbs., would mean a total loss of the gross profits on a considerable amount of sugar. We don't say 'net' profits because the man who can make a 'net' profit on sugar at 1c per lb. is not in business to-day. He is sitting on some of those Government commissions for reducing the H.C.L."

**W. F. Lord Co., Red Deer, Alta.**—"We are certainly not making any net profit on sugar at 1c gross margin. Most of our sugar goes out in 10 and 20-lb. sacks, principally 20 lbs. It is difficult to weigh out 100 lbs. of sugar from a 100-lb. sack because of the shrinkage in the bin or barrel and on account of overweight. We seldom lose any sugar by accident in delivery as most of our sugar is sold in the 20-lb. sacks. We believe on account of our cost of doing business we should at least receive  $\frac{3}{4}$  cent per lb. margin, and we believe we can make more money in selling sugar in the 10 and 20-lb. sacks than in bulk from a barrel or 100-lb. bags."

**L. C. Teeple, Lethbridge, Alta.**—"We cannot make any net profit on sugar at the present margin of 1c. Our most usual orders are for 10 or 20-lb. sacks, but just at the present, of course, we

are not able to sell any more sugar than 2 or 5 lbs. to a customer. We feel we can make more money selling the 10 and 20-lb. sacks just as we receive them from the refinery even if we get a smaller profit than by putting the sugar up in 2 and 5-lb. paper bags. We can never weigh out 100 lbs. from a 100-lb. sack. We are usually from 3 to 5 lbs. short. Every time a sack is handled some sugar sifts out. We believe we should get from 2 to 2½c per lb. margin at the present time."

### Net Profit Very Little

**Henry Foreman, Hardisty, Alta.**—"The net profit on sugar at the present time is very little. Most of the sugar I sell goes out in 5-lb. packages, but in containers, the 8-lb. bags are the most popular. Waste and slight overweights make it impossible to weigh out 100 pounds from a 100-lb. sack. I believe that in order to make it break even, there should be allowed at the least 12 per cent. above the invoice price. Assuredly more money can be made out of selling sugar in packages, and in the 20-lb. bags."

**J. L. Longthorne, Moose Jaw, Sask.**—"I am not making any profit on sugar. The usual bulk orders call for 25 and 50 cents' worth. In the containers we sell the most in ten-pound bags. It is very difficult to weigh out 100 pounds of sugar from a one-hundred-pound sack. A good deal is lost in weighing and spilling. Twenty per cent., I believe, is a reasonable profit. I consider we could make more money selling sugar in packages or bags than we can in bulk, as at the present time when sugar is scarce, we get an order of sugar at different prices. It might consist of 50's, 100's, and 10 and 20-lb. sacks. All this we sell in bulk, and supposed to be retailed at one price. I consider selling sugar in packages much more satisfactory, that is, providing we can get small sizes, so that we won't have to sell 20-lb. sacks at a time, when the sugar is so hard to get."

### Loses in Weighing

**J. E. Cook & Co., Cadillac, Sask.**—"We are not making any profit on sugar. We sell most of our sugar in 10-lb., 20-lb. and 100-lb. lots. In the containers the 20-lb. sacks are chiefly called for. As a rule it takes more to make five or ten weights than it does to make one, and there is a certain amount falls from the scoop in weighing. Consequently, we can't get 100 pounds from a 100-pound sack. Two cents on each pound of sugar would be little enough profit. After years of selling sugar in bulk, and the short experience with selling 10 and 20-pound sacks, we are convinced the

latter way is by far the best for the merchant."

**McLeod's Grocery, Brandon, Man.**—"We are of the opinion that as a source of profit, the argument is wholly in favor of selling sugar in packages, and in 10 and 20-lb. bags. There is no profit in disposing of sugar in bulk. Recently we have been selling it mostly in 25 cents' and 50 cents' worth. We believe that it is impossible to weigh out 100 pounds from 100-lb. sack for the reasons that there are losses of weight in transit, handling in store, and careless weighing. One cent per pound gross profit does not pay and allow for bags and twine. The margin of profit certainly should not be under 10 per cent. net."

### Prefer to Sell in Original Package

**Chambers & Co., Hamiota, Man.**—"It may be a disputed question whether \$1 profit on a 100 pounds of sugar gives a net profit or not, but taking our experience, it is as much profit per 100 pounds as most grocers have ever had, as it is a well-known fact that sugar has always been sold close. We prefer to handle the sugar in original packages such as the 10-lb. and 20-lb. bags, and figure we can make just as much money as packaging it ourselves. We sell most of our sugar in ten, twenty and one hundred pound sacks. We can't weigh out 100 pounds of sugar from a 100-pound sack, if it is done up in parcels to sell at 25 and 50 cents. Weighing out so many small packages wastes sugar. Selling in small quantities, there should be a profit of a cent and a half per pound."

**F. J. LeDain, Boissevain, Man.**—"Selling sugar at a profit of a cent per pound spells loss. We sell chiefly in 25, 50 and 100-pound lots. The average loss on a 100-pound sack is from 4 to 6 per cent. The smaller the package the greater the loss. I reckon it costs from 8 to 10 per cent. to weigh out 100 pounds of sugar, taking in all expenses in proportion, rent, fuel, insurance, wages, bags, twine, etc. I much prefer selling no sugar at all. It costs 20 per cent. to do business, so where is your profit?"

### Make a Profit, Sells in Bulk

**J. A. Stewart, Exeter, Ont.**—"I am making a profit on sugar, and I sell it all in bulk, \$1, 50 and 25 cents' worth at a time. I can't always weigh out 100 pounds of sugar from a 100-pound sack, but I can sometimes. There must be close attention to weighing, a minimum of carelessness. A fair profit, I believe, would be 1½ cents per pound, but it certainly would be better for all concerned if all the refiners would put up all their sugar in packages. Just as long as sugar is sold from the scoop,



just so long will grocers not know what their gain or loss on sugar is."

J. S. Baxter & Son, Niagara Falls, Ont.—"We are not making any profit on sugar. We sell it mostly in bulk and mostly in 50 cents' worth at a time. In containers we sell it mostly in 20-lb. bags. We can't weigh out 100 pounds of sugar from the 100-pound sacks, because of overweighing and spilling when weighing. At least two cents per pound profit should be allowed on a pound of sugar. We could make more money selling in cartons and 10 and 20-pound bags at the present time. As the Commission allows us one cent per pound above cost, the consumer then pays for the labor of weighing, etc. By actual test it takes a clerk two minutes to sell, weigh and make change for 50 cents' worth of sugar."

#### Make a Small Profit

John Diprose, London, Ont.—"I make a little profit but not very much on sugar. I sell it mostly in bulk, in two, four and eight-pound lots, but mostly

four pounds, since preserving time. With careful weighing you can get 100 pounds from a 100-lb. sack. A very little overweight on each bag will easily make quite a loss on the whole bag. The one cent margin allowed by the Commission is not enough to pay overhead expenses when the bulk is broken. Personally I prefer selling sugar in bulk, by the dollar's worth, or half dollar's worth, as the packages are sold at cut prices in fruit and butcher stores, and the people of our city still order sugar in the old way, saying, 'I want a dollar's worth, 50 or 25 cents' worth.' These packages we always have ready to hand out so that there is no delay, or no overweight given by having to rush while the customer waits. Another reason for my preference is that the different refineries, three of them at least, have put on advertising campaigns in our city, each for their own particular brand, and were we pushing package sugar, we would need to stock these different brands, as customers would soon begin to specify their different preferences."

our subscribers is a service on retail advertising. At our head office in Saskatoon we have a manager in charge of this work who prepares advertisements for local newspapers, circular letters, posters, bills, etc. We charge, of course, a fee to cover cost of this service. We find many of our members availing themselves of this service, which is proving quite popular throughout the province."

The Western delegation to the special meeting of the Dominion board at Ottawa included, besides Mr. Raymond, J. A. Banfield, president of the Dominion board; Mr. Humphries, of Humphries & Stiles; Mr. Loftus, solicitor for the Manitoba branch; W. P. Ball, vice-president, Saskatchewan Provincial board, Assiniboia, Sask.; G. S. Hougham, Vancouver, Provincial secretary of the British Columbia Association; Mr. McRobie, Vancouver president of the B. C. Association; Jas. Kellas, of Medicine Hat, Alta., provincial secretary for the Alberta Association, and Mr. Box, president, Manitoba Provincial board, Souris, Man.

#### ARE AGAINST BY-LAW

Veterans Object to Early Closing By-Law to Mayor

A deputation of returned soldiers waited on Mayor Church recently, and asked that steps be taken, if possible, to have the early closing by-law rescinded. They wanted to know whether the City Council, in passing the regulation, acted under any Provincial Act, or simply "off their own bat."

The Mayor stated that the Council had been compelled to pass the by-law, as it had been petitioned for. There was nothing for the deputation to do, if it wished matters changed, but to go before the Legislature and have the Act amended. The deputation will wait on Council at its next meeting, and in the meantime will pay a visit to the Parliament Buildings.

## Will Assist Merchants in Better Accounting Methods

Saskatchewan Branch of R.M.A. Plan to Help Members in Many Ways—Educative Moving Pictures and Assistance in Preparing Advertising Part of the Scheme

F. E. RAYMOND, secretary of the Saskatchewan Retail Merchants' Association, was one of the delegates from the West at the special meeting of the Dominion board of the R.M.A. last week. The Saskatchewan board, according to Mr. Raymond, has a very aggressive campaign mapped out for the future to assist their members.

"We are making plans," he said to CANADIAN GROCER, "to establish district organizations, each to be looked after by a district secretary familiar with the retail trade, who will be able to assist merchants to better accounting methods and to prevent or at least cut down bad debts. We have already one of these organizations in operation with Assiniboia as the centre. These districts will be about 100 miles square. The district secretary will travel throughout the district, hold meetings, arrange list of delinquent accounts and 'slow pays,' so that members of the organization will benefit by knowing exactly where each consumer in the section stands in regard to payment of his or her account."

"What is the fee charged the merchant for this service?" Mr. Raymond was asked.

"Our Provincial fee is \$15 per year, having recently raised from \$12. The district fee is \$40, but the service is of an intensive character and as it means, to a large extent, the elimination of bad debts, it is easily worth that and more to each merchant who is a member."

#### Educative Moving Pictures

"It is also our intention, if possible, to

arrange a series of educative moving picture shows for the benefit of members in each town. For instance, we will endeavor to secure films from manufacturers showing the manufacture of their products from the raw material to the finished article.

"Another service which we are giving

## East and West Oppose Sugar Ruling

J. CUTHBERTSON DOYLE, secretary J. Nova Scotia and Prince Edward Island Provincial Board, R. M. A., attended the special meeting in Ottawa of the Dominion Board, R. M. A., and was accompanied by J. E. Cahill, of Cahill & Co., grocers, Halifax, and W. L. Share of the Terminal Grocery Co., also of Halifax. Before returning East they made a visit to Toronto and called at the office there of CANADIAN GROCER on Saturday morning last. Mr. Doyle, while in Ottawa, received a telegram from the Glace Bay, N. S., branch of the R. M. A. to the effect that the retailers there were very much opposed to the new ruling of the Board of Commerce, whereby retailers must sell sugar at 16 cents per lb. Mr. Doyle took the matter up with the Board at Ottawa and was informed that the matter would be gone into carefully. The advance in sugar which took place almost at the same time as the new ruling was given out was so great that it does not leave retailer a sufficient margin of profit. The effect of the new rul-

ing, Mr. Cahill and Mr. Share pointed out, was that merchants in one district would have to take a lower margin of profit than in another.

Mr. Doyle believes that there will be a change in the personnel of the Board of Commerce. He thinks one is needed and one that will include men who understand more about actual conditions from the standpoint of producer, consumer, retailer and manufacturer.

F. E. Raymond, secretary of the Saskatchewan branch of the Retail Merchants' Association, stated to CANADIAN GROCER he knew the retailers of Saskatchewan were strongly opposed to the new sugar ruling. "It is a most unbusinesslike ruling," he declared, "because of the disparity of profits between one district and another." If sugar could be laid down at all centres at the same cost then it would be fairer, but he considered the best plan was to allow the merchant a certain percentage over invoice cost, say twenty per cent.



# One Grocer Who Doesn't Fool Himself

Details of an Eye-Opening System—Knowing the Facts About Expense

By HENRY JOHNSON, Jr.

**A**N old-time acquaintance of mine writes:

"I am sending you a copy of my record of expenses for the first six months of this year, also a way I have devised of arriving at the value of stock on hand first of each month. Will you give these your consideration and frank criticism and point out where I can make improvements?"

His figures are so illuminating, and they hit the spot so directly, that I am mighty glad to print them in detail. Further, they show up so pointedly and graphically at least two glaring weaknesses that they merit the most careful study by any merchant, big or little.

that too much stock is carried by an average of \$2,000.

It is difficult to criticize adversely a management under which a business has run along for years and accumulated money, but my friend wants frank criticism if I am to be useful to him.

Here, then, is a business which runs along at an average of about \$115,000 and makes \$2,000 net profit a year. That is 1.74 per cent. plus. In itself that is not enough even though it would be justified if conditions were especially adverse, which they do not seem to be, because:

Here we have a rental expense of only 573/1,000 of one per cent., or just over

Depreciation of \$312 a year looks very light to me. It may be as little as that. If so, here is another point whereon the business is to be congratulated. Same applies to taxes—how can he get by with only \$200 a year?

Interest charge of 6 per cent. on \$19,000 capital looks as if it might be O.K.

Now, therefore, if you save \$2,000 on rent, you should have that \$2,000 to show at the end of the year.

Again, a man capable of running such a business cannot be hired for \$1,800 a year. That salary should be at least \$2,400. So here is another \$600. It seems, therefore, that to insist on double

	January	February	March	April	May	June
Stock Inventory .....	\$12,485.13	\$11,544.51	\$10,274.31	\$9,559.02	\$ 9,739.27	\$10,259.53
*Stock Bought .....	6,612.13	5,909.80	6,921.80	7,535.08	9,979.59	9,473.45
Total Stock .....	\$19,097.26	\$17,454.31	\$17,196.11	\$17,094.10	\$19,718.86	\$19,732.98
Sales .....	9,104.22	8,614.67	9,026.68	8,695.07	11,785.39	10,251.40
†Gross Profit .....	1,411.15	1,315.27	1,399.13	1,347.73	1,826.73	1,588.96
C. P. Stock Sold .....	\$ 7,683.07	\$ 7,299.40	\$ 7,627.45	\$7,347.34	\$ 9,958.66	\$ 8,662.44
15% on Sales .....	1,411.15	1,215.27	1,399.13	1,347.73	1,826.73	1,588.96
Expense .....	1,271.63	1,215.87	1,408.77	1,255.22	1,327.40	1,422.33
Net Profit .....	\$ 139.52	\$ 119.40	\$ -9.64	\$ 92.51	\$ 499.33	\$ 166.63
Total Stock .....	19,097.26	17,454.31	17,196.11	17,094.10	19,718.86	19,732.98
Stock Sold .....	7,693.07	7,299.40	7,627.45	7,347.34	9,958.66	8,662.44
Net Profit .....	\$11,404.19	\$10,154.91	\$9,568.66	\$9,646.76	\$ 9,760.20	\$11,250.38
Expense Ratio .....	13.96%	14.11%	15.6%	14.43%		

\*Stock bought—includes freight and drayage.

†Gross profit—estimated profit based on 15½% on sales.

	January	February	March	April	May	June
Stock First Next Month .....	\$11,264.67	\$10,274.31	\$9,559.02	\$9,739.27	\$10,259.53	\$11,083.75
Advertising .....	\$ 38.68	\$ 32.92	\$ 42.92	\$ 53.28	\$ 69.24	\$ 63.72
Heat, Water, Power .....	28.48	25.39	22.77	21.26	18.98	13.98
Delivery .....	273.47	262.33	343.75	263.78	317.39	298.01
General .....	14.05	21.63	101.09	36.72	27.30	90.97
Office .....	105.06	89.25	114.64	91.83	91.14	98.75
Rental .....	55.00	55.00	55.00	55.00	55.00	55.00
Salaries .....	460.50	433.50	432.75	428.50	452.00	497.50
Myself, Salary .....	150.00	150.00	150.00	150.00	150.00	150.00
Insurance .....	9.64	9.64	9.64	9.64	8.64	9.64
Depreciation .....	26.00	26.00	26.00	26.00	26.00	26.00
Tax .....	15.75	15.75	15.75	15.75	15.75	24.39
Interest .....	94.46	94.46	94.46	84.46	94.46	94.46
	\$ 1,271.63	\$ 1,215.87	\$1,408.77	\$1,255.22	\$ 1,347.40	\$ 1,422.33

## Great Value of Plain Facts

Seldom have I seen a set of figures which have indicated so clearly the great value of plain facts and figures. Next in importance to knowing that you are right, comes knowing just how you stand so you can set right those things which are wrong. Here we seem to have clear indices of what may be wrong.

The first weakness lies in the gross margin. That is too narrow by half the net profit at least. Properly, the gross should be fully 2 per cent. more than it is. The figure should be 17½ per cent. as a minimum.

The second considerable weakness is

½ per cent. Yet rental of 2 to 2½ per cent. on sales is justifiable. Here, then, this business saves or enjoys advantage, of \$1,640 to \$2,210 a year.

## Many Expenses Normal, Many Sub-Normal

Delivery expense runs about 3 per cent. or a trifle over. That is very modest as things are now—4 per cent. would not be excessive.

Wages expense, including the proprietor's salary, is only a little over 6.26 per cent. That is as low as anybody expected it to be fifteen years ago. It might be 8, 9 or even 10 per cent. to-day, and not be deemed excessive.

the net profit is very reasonable, for that would require net earnings of only \$4,000 where now they are \$2,000. That is, therefore, \$600 inside the reasonable limit.

## Correct Estimate for Stock on Hand

In any region not remote from railroads and supply stations, stock on hand should not exceed .80 per cent. of the monthly sales, for that will give twelve turns a year, which is the minimum for which one should aim.

Take 20 per cent. from \$115,000 annual sales and you have \$92,000. Divide that by 12 to get the monthly quota, and you will get \$7,666.66, or, say \$7,500.

And it is my opinion that \$7,500 will provide all the stock that this man needs in his location of ample railroads and supply bases. His average stock now, basing calculations on the six months shown, is \$10,643.63, so here fully \$3,000 can be saved. That sum will yield \$180 of interest saved the business, plus what it will earn in Victory Bonds at 4% per cent., a total of \$322.50, better than \$25 a month. Besides, \$3,000 in such bonds is a much better, more flexible investment than \$3,000 in surplus grocery stocks.

If we add the saving in labor, the handling and rehandling, the additional waste, deterioration and spoilage saved by having the bonds in place of

stock, we shall see further advantages. Finally, if we consider how much better management we shall manifest by getting on with \$7,500 in place of \$10,000 stock, we shall be away ahead.

I see no allowance for bad debt losses. Perhaps there are none.

Over twenty-five years ago, in a crisis in my business, a fine, big-hearted Chicago jobber told me to "put up my prices." It seemed not merely suicidal, but utterly impossible. I reasoned that "competition would not allow it." But when the screws were put on a bit tighter by circumstances this jobber had foreseen, I awakened to the fact that I was in danger of going broke—and I put up my prices.

It is not nearly as hard to do as one would think. It is nothing for a man as experienced as my correspondent. To get a total of 1% to 2 per cent. average advance, you have only to add 2½ to 5 per cent. on the average to the 55 per cent. of your stock which now is above the dead line of crucial necessities.

If you do that, persistently, consistently, even if gradually; cut your stock down to what is right and buy bonds with the rest, and manager the other points as well as you do now, you will be making \$3,000 to \$5,000 a year more net money without half trying. I judge from these figures now given, for they show that you know how, that you fear not to face facts, and that you are a prime manager.

## Tea Demands to be Greater than Stock

Many Factors Contribute to Possibility of Strong Tea Prices Prevailing in 1920. Consumption of Tea Is Heavier Than Ever Before, and Production Suffered During War Years.

**I**N their annual review of the world tea situation, Brooke Bond & Co., Ltd., London, Eng., speak of the marvellously increased demand and the difficulty in securing supplies to meet demands.

There is still great difficulty in obtaining enough tea to satisfy British demand. This is partly due to freight difficulties and greatly to the congestion at the docks. There are millions of pounds of tea still lying at Calcutta, Chittagong and Colombo, waiting to be shipped, much of which has been there for months. Arrangements have now been made to ship much larger quantities than hitherto. If the docks and warehouses are organized to cope with these increased arrivals, there should be an abundance for all requirements.

The cost of freight, compared with pre-war rates, is enormous. Five years ago tea was brought from Calcutta to London for 27/6 per ton of 50 cubic feet. The present charge is 131/3. From Colombo it is 160/-. What are known as the Conference Lines have recently made an agreement with the Indian growers to take their tea for 15/- a ton over the charge for rough cargo. This seems to be a fairer arrangement than fixing a rate for tea, when everything is in such a state of flux as it is at present.

We cannot get reliable figures with regard to production throughout the world, but according to the most trustworthy reports obtainable the quantity exported from India in 1917-18 was the highest on record, showing an increase of 23 per cent. over that of the previous year and of 35 per cent. over the pre-war average. During the year under consideration, exports of Indian tea were on the whole smaller than during the previous twelve months.

### Quality Disappointing

The quality of the 1918-19 crop was on the whole disappointing, though there were some good autumnal teas from As-

sam and Darjeeling, those from the latter district being decidedly above the average of recent years.

The exports from Ceylon have fallen steadily during the last four years, not because planters could not produce as much tea as before, but because of the difficulty of obtaining freight and because of the restrictions imposed during the war.

The following are the exports from Ceylon for the last four years: 1915, 212,629,777 lbs.; 1916, 202,482,959 lbs.; 1917, 193,033,962 lbs.; 1918, 180,638,872 lbs.

There was nothing very remarkable in the quality of the Ceylon crop during the year; if anything the average was above the usual, owing, no doubt, to fine plucking in view of the shortage of freight. It is to be noted that exports to the United Kingdom and America are recovering and that more has been sent to Russia, but much less to Australia and "other ports."

### Chinese Trade Suffered

The China export trade suffered greatly during the war, particularly during the last year.

The chief falls are in the amounts sent to America and Russia. Exports to the United Kingdom have somewhat recovered, owing to the removal of the embargo on the import of foreign tea into Great Britain and to the rather easier freight rates. It is always impossible to give exact figures for the amount of tea grown in China, but it is stated on good authority that the crop of black was about 40 per cent. smaller than in the previous season. Of the tea intended for export a great deal remained unsold at the end of the season. The French Government took an unusually large quantity, principally green. The quality of the crop, both black and green, was on the whole below the average.

Exports from Java were smaller in 1918 than in the previous year, especially to Great Britain. Holland and Russia, in the former two instances entirely

owing to lack of freight. They increased considerably to the United States. Dutch planters unload their accumulation of stocks on to this market, practically regardless of cost.

Turning to the question of consumption, we find that it is increasing throughout the world at a greater rate than production.

In the United Kingdom it is difficult for wholesalers to satisfy demand. Apparently now that control has ceased, people are determined to make up for having been rationed by buying freely. The purchasing power of the nation has doubtless increased, as although the price of tea is higher than before the war, the amount consumed is much greater.

### U. S. A. Taking More Tea

Increase in consumption is not confined to the United Kingdom or to the English-speaking countries. We find the same almost everywhere, in spite of enhanced prices. In France and Italy, which have never been tea-drinking countries to any extent, there is a marked increase in the amount taken. Germany has also developed a taste for tea, but we have no reliable figures as to consumption in that country. Prices are still high in most European countries.

Canada is taking more tea than formerly. The Dominion believes in Imperial preference. The import duty is 3 cents less on British-grown tea sent from the country of production or purchased in bond in Great Britain than on non-British-grown tea.

Whether owing to prohibition or to the efforts of the Indian Tea Cess Committee or, as is very probable, to both, consumption in the United States shows a considerable increase. A writer on the subject says that afternoon tea is becoming a social institution. In 1918, the imports were 151,000,000 lbs. as against 103,000,000 lbs. in the preceding twelve months and 115,000,000 lbs. in 1909, the year which had hitherto held the record.



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H. V. TYRRELL . . . . . General Manager

## THE MACLEAN PUBLISHING COMPANY, LIMITED

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

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## SUGAR RULING UNFAIR

GENERAL disapproval of the recent sugar ruling of the Board of Commerce is heard on every side. It is characterized as wholly unbusinesslike, and absolutely unfair to the retail grocery trade. Following immediately the announcement of the Board, came a sharp advance in the wholesale quotation of sugar, leaving the margin of profit at the Board of Commerce fixed figure of 16c per pound almost negligible. Even at the minimum of gross margin that is possible at the Montreal price, this small margin gradually declines as one proceeds westward, as the cost of hauling the sugar increases. The selling price must remain unchanged, irrespective of higher freight rates, etc.

That is the unbusinesslike regulation of the Board of Commerce, and has brought forth strong protests from the Retail Merchants' Association as well as individual retailers, from one end of the Dominion to the other. It is not beyond expectation, following the urgent demands of the Dominion Board of the Retail Merchants' Association in Ottawa last week, that a change in the personnel of the Board of Commerce will be effected. It was pointed out that a representative of producers, manufacturers, retailers, wholesalers and consumers, should constitute the Board. The request was apparently given a sympathetic hearing by the Ministers of the Government.

It is predicted that a change in this latest ruling will be made in the near future.

## SELLING HINTS WORTH KNOWING

BELOW are six selling hints which constituted part of a course in retail selling methods, which was largely responsible for 35,000 additional sales in six weeks in a large store. They should prove useful to the grocer. Here they are:

1. "Sell to the person who controls the decision when two people are discussing the same purchase.
2. "Introduce goods that belong to a complete line of similar things so more than one article may be sold.
3. "Show two or three articles in rapid succession rather than show one and wait until it is decided upon.
4. "Immediately stop showing other goods when the customer has found something that pleases.
5. "Avoid any semblance of forcing goods, but do everything possible to help the customer in the buying.
6. "Never argue with a customer."

## DISCOURAGE THE SPENDTHRIFTS

THOUGHTFUL observers are practically unanimous in the view that one important factor responsible for continually mounting prices is the increasing personal extravagance of people in all classes of society.

Too many Americans are prone to judge values solely by price. Too many consider economy in personal expenditure an evidence of inferiority. In the race to prove their "equality" with others, many are driving themselves past a speed of safe progress. They are not only wrecking their own happiness and contentment, but are also threatening to disorder the whole complicated system of economic adjustments that has been built up through generations of sane, busy, intelligent effort.

There is probably no class of men who are in better position to curb this popular tendency to extravagance than retail merchants. The same direct personal contact with customers, the same merchandising skill that enables the retailer to create a demand for merchandise, can be made equally effective in guiding that demand—if necessary, restricting it—when it takes a dangerous turn.

The laborer whom you encourage to buy twelve dollar shirts, the working man's wife to whom you sell fruits out of season, will blame you when these luxuries are no longer within their reach. The extra profits that such sales bring to-day are a drop in the bucket compared to merchants' loss through the strikes, riots and depression that are the inevitable results of continued extravagance.

In every community there is a splendid opportunity for some merchant who will take the lead in featuring merchandise that gives the customer the greatest useful return in proportion to its cost, and who discourages the purchase of articles that the buyer can't afford.—*Retail Public Ledger.*

# CURRENT NEWS OF THE WEEK

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

## MARITIME

T. H. Estabrooks, of T. H. Estabrooks Co., St. John, N. B., who has been away for a couple of weeks at the Winnipeg and Toronto branches, has returned to St. John.

## QUEBEC

Martin M. Sichel of Martin M. Sichel Co., Regd., Montreal, was in Toronto this week on business.

Allan P. Blue has severed his connection with the firm of Ames Blue, Regd., Lennoxville, Que., and his place will be taken by Richard H. Millet. Mr. Millet has represented the Sheet Metal Products Co. for years.

## ONTARIO

C. Prueter, Listowel, Ont., recently suffered loss by fire.

D. S. Perrin, wholesale confectioners, Ottawa, recently suffered loss by fire.

Alfred G. Hall, Toronto, has disposed of his grocery business to Albert Holmes.

J. A. Macdonald has sold his grocery business to Notter Bros., also of Toronto.

The flour mills of the Norfolk Milling Co., Simcoe, Ont., were broken into and more than \$300 was taken from the safe in the office, which was opened by the intruders. As a rule the mill has been running continuously, but on this occasion it was shut down, as the manager, J. C. Edgeworth, and Mrs. Edgeworth had invited the employees and their wives and sweethearts to their home for dinner, and it was while this was under way that the money was stolen.

M. J. Cauthers, Stayner, Ont., has removed to larger and better premises, and is now installed in the same.

## Business Changes

Craig Bros., Petrolia, have been succeeded by Wm. Oxenham.

P. J. McFarland, Sr., Shantyville, Ont., has been succeeded by Ed. Byrne of the same town.

J. W. Burns, Windsor, Ont., has sold his business to J. A. Jones.

## MONTREAL BOARD OF TRADE ELECTS NEW OFFICERS

Nominations for the various offices of the Montreal Board of Trade have been conducted for some time past and the elections held early last week resulted as follows:

President—Geo. Sumner, nominated by John Baillie.

Vice-President—Hon. Lorne C. Webster, nominated by Jas. Carruthers.

Second Vice-President—W. M. Birks, nominated by W. A. Black.

Treasurer—Arthur Lyman, nominated by W. A. Coates.

## For Council

Graham Drinkwater, by D. W. Campbell; Alphonse Racine, by George B. Fraser; Geo. W. Grier, by Philip D. Gordon; W. S. Leslie, by Jas. W. Pyke; John W. Ross, by Jas. Cleghorn; Walter B. Ramsay, by Thos. Williamson; R. E. Calder, by Robert Anderson; Clement H. McFarlane, by Geo. B. Fraser; E. H. Hodgson, by P. W. McLagan; H. B. Henwood, by H. B. Walker; A. M. Irvine, by Wm. I. Gear; H. D. Dwyer, by Joseph Quintal.

## Board of Arbitration

James Carruthers, by C. B. Esdaile; C. B. Esdaile, by A. P. Stuart; J. R. Binning, by D. W. Campbell; Arthur J. Hodgson, by Geo. Sumner; H. B. Walker, by Lorne C. Webster; Geo. F. Benson, by W. A. Coates; Robt. W. Reford, by Norman Wight; Jas. Cleghorn, by H. W. Raphael, W. A. Black, by Zeph. Hebert; Zeph. Hebert, by D. W. Campbell; John Baillie, by H. R. Drummond; W. A. Coates, by Farquhar Robertson.

## PRODUCE MERCHANTS ELECT OFFICERS

In the election held last week for officers of the Montreal Produce Merchants' Association all those holding office in 1918 chosen to represent the trade were re-elected by acclamation. This was the result of nominations being made with one candidate only for each office. This association is affiliated with the Montreal Board of Trade, and the annual meeting of the Produce Merchants' Association was held on Tuesday, January 13.

The officers of the association, together with the names of executives and various committees, are as follows: President, Arthur Vaillancourt, nominated by the retiring president, E. H. Hodgson; vice-president, A. A. McKergow, nominated by John Wilson; treasurer, Richard Gray, nominated by A. A. McKergow.

Executive, with nominators—John Wilson, by Richard Gray; Thos. G. Hodge, by A. A. McKergow; P. W. McLagan, by H. R. Gray; C. R. Dalrymple, by A. B. Corre.

Arbitration committee and nominators—R. E. Graham, by Chas. Dalrymple; A. Limoges, by A. A. McKergow; A. D. McGillis, by W. Champagne; R. M. Ballantyne, by C. M. Thatcher, and George C. Silcock, by N. H. Eden.

## A CORRECTION

In the reference to the golden wedding last week of J. C. Rose, of Rose and Laflamme, Montreal, it referred to Mr. Rose as a wholesale grocer, whereas the firm are manufacturers' agents.

## ONE MILE LIMIT BUTCHER BUSINESS

Judgment in the Court of Appeal in the case of J. B. Allard and Joseph Cloutier establishes jurisprudence in the matter of the application for and the issue of an order of interlocutory injunction.

The matter at issue in the present instance was an interpretation of a clause in a deed of sale between the parties named, wherein it was provided that Allard, the vendor and appellant, should not open a butcher shop "within one mile" of the store he sold to Cloutier. The court was of opinion that the real intention of the parties, however badly that intention may have been expressed in the deed, was that the vendor (appellant) was not to open a butcher shop in competition with respondent within a less distance of the store sold than one mile "in any direction." Appellant contended that he was prohibited from doing business within an area of one square mile, his store being the centre.

## MAPLE PRODUCTS ARE ADULTERATED

### Compound Maple Products Seized at Ottawa

OTTAWA.—The Department of Health makes the following announcement: Sixty-two boxes of so-called maple sugar and a large quantity of maple butter have been seized at a wholesale house in Ottawa by the food inspectors of the Department of Health, under authority of the Adulteration Act.

It has been found at the department's food and drug laboratories that the material, which was to be sold as maple sugar, contained glucose and refined sugar, and therefore was adulterated. Acting under Section 29 of the act, the material has been seized and forfeited to the Crown. The adulterated character of the maple butter was also proved, and it was seized and similarly dealt with. In this connection the department desires to emphasize that the act will be rigidly enforced throughout the country, and all goods fraudulently labelled or found to be adulterated within the meaning of the act will be similarly dealt with. The department food inspectors throughout the country have been cautioned to be especially vigilant in reporting cases of the kind, which will be followed up and dealt with to the full extent of the law.

With regard to the foregoing, it might be explained that all food sold under the word "Maple" must be in accordance with the Adulteration Act the pure product of the maple tree, and while foods such as maple butter and maple sugar may be perfectly wholesome and palatable, they must not be fraudulently labelled and sold as a maple product.



# NEWS FROM WESTERN CANADA

## Western

Sam Dong, Crystal City, Man., has disposed of his business to Messrs. Brice and Jones.

J. Robson, 1773 Portage Avenue, St. James, Man., has sold his store to the Parkview Bakery Co.

E. Standen, 253 King Edward Street, St. James, Man., has sold his provision store to F. Treynor.

T. J. Jackson, who recently operated a grocery and provision store in Elmwood, Man., has opened a new store on Ferry Road, St. James, Man.

Frankel Bros., operating a grocery and provision business on the corner of Ellice and Burnell streets, Winnipeg, have gone out of business.

W. White has recently taken over the grocery and provision business known as St. John's Grocery, situated at 1083 Main Street, Winnipeg, Man.

J. Ostrinsky has sold his interests in the St. Matthew's Grocery, situated on the corner of St. Matthews Avenue and Burnell Street, Winnipeg, to P. Singer.

Grey & Forest have built and are operating a new grocery and provision store (with news agency attached) on the corner of Notre Dame and Arlington Streets, Winnipeg.

J. Johannason, who until recently was in the business with R. Seymour, Sargent Avenue, Winnipeg, has opened a new store at 646 Sargent Avenue, Winnipeg, Man.

J. A. Bunch, Earl Grey, Sask., recently purchased the grocery and confectionery business formerly carried on by Mrs. Higgs. He is stocking a full line of groceries and fresh fruits.

M. Iannone, who a few weeks ago sold his business on the corner of Portage and Arlington Streets, Winnipeg, has bought the business block on the corner of Sherbrooke Street and William Avenue. Mr. Iannone intends in the Spring to make extensive alterations and continue business as usual.

The many friends of George Creighton, northern representative for the Codville Co., Ltd., wholesale grocery company of Moose Jaw, will be glad to hear that he is improving very rapidly after his operation for appendicitis at the Winnipeg General Hospital. CANADIAN GROCER wishes him a rapid recovery.

Beginning with the present year a change has been effected in the management of Fread's chocolates, Ltd. W. H. Fread, the founder of the business, has withdrawn from the company, and H. H. Crawford, M.P.P. for Strathcona, has taken his place. The firm name is unchanged.

Mr. Harry Hall, from San Francisco, spent three days in Vancouver this week with Fred Gosse, the Vancouver manager of Harry Hall & Co., Inc. The salmon business has been very satisfactory this year, and the canned and dried

fruit business, of course, has been phenomenal. The Harry Hall Company acquired the plants of Castle Bros. in California, and have a very big Canadian connection. Mr. Hall stated that a big export demand for California fruit is expected this year.

## OBJECT TO AMENDMENT OF EARLY CLOSING BY-LAW

In conversation with the office of the local branch of the Retail Merchants' Association of Canada, the question of early closing came up and the representative of CANADIAN GROCER secured the following information: In the fall of 1918 the Winnipeg branch of the Retail Merchants' Association made an amendment to the early closing by-law of Winnipeg, whereby the lines were more clearly defined as to what might be kept in stock in stores which wished to remain open with the idea of having a system of inspection in place of the spotting system which had previously been used. In the fall seventy cases in all came up for prosecution. Of these some fifteen paid the fines. The remaining number, through their solicitor, R. B. Bomar, K.C., lodged an appeal in April. As the cases had been remanded from week to week, this appeal was not heard by the Court of Appeal owing to the strike in Winnipeg. The vacation period of the judges and other cases preceded it. The case is being heard this week following the Russell appeal.

Considerable interest is attached to this appeal, particularly by the grocery trade. Grocers have objected to confectionery stores, fruit dealers, etc., having in stock competing lines of groceries with frequent sales of same after closing hours of grocery stores. Under the amendment, a dealer who desires to remain open would be obliged to limit his stock to the lines that may be sold after hours.

The following delegates of the Manitoba branch of Retail Merchants' Association of Canada are representing the association in Ottawa this week: A. T. Box, president of Manitoba board, of Pearson, Man., and W. E. Humphries, of Stiles & Humphries, clothing merchants, at Winnipeg. These men were accompanied by J. A. Banfield, president of the Dominion board, and Edward Loftus, K.C., solicitor for the Manitoba board, who is also taking up matters in connection with the Board of Commerce.

## WESTERN FRUIT JOBBERS WILL CONVENE

The Western Canada Fruit Jobbers' Association will hold their first annual convention January 24 to 28, in Vancouver. Many problems which are of peculiar interest to the trade will be discussed by the fruit men, who will gather at the Vancouver Hotel.

Saturday, January 24, will be the opening day of the convention, but little business will be then discussed, it having been set aside as a day for the visitors to become acquainted with one another. A number of social arrangements have been made to make the "get together" day a success.

## W. F. MALKIN & CO. CELEBRATES 25TH ANNIVERSARY OF THE INAUGURATION OF THE WHOLESALE GROCERY

VANCOUVER. — Commemorating the twenty-fifth anniversary of the inauguration of the wholesale grocery firm of W. H. Malkin & Co., members of the staff to the number of about 125 attended a banquet in the Blue Room of the Hotel Vancouver recently as the guests of the firm. W. H. Malkin reviewed the start of the business, the working staff of which, in addition to himself, included J. P. D. Malkin, the present general manager, and two assistants. The affair took the nature of a cabaret, songs and dancing holding the centre of attraction as the meal progressed.

J. P. D. Malkin made the feature announcement of the evening when he said the firm would insure the lives of all employees who had been with the firm for a period of six months or more, this statement being greeted with rounds of applause. The insurance ranges from \$500 in the case of junior employees of six months' standing to \$3,000 in the case of those who have been with the firm for fifteen years. J. F. Malkin, Sales Manager H. W. Taylor and W. Ralph also spoke briefly.

## SECURED NEW YORK ACCOUNT

Nicholson & Rankin, Winnipeg, have secured the account of Birdsong Bros. of New York, from the Great Lakes to the Rockies. Their lines comprise canned goods, shelled and unshelled nuts, Mediterranean dried fruits, etc.

## New Goods

Canadian Milk Products, Ltd., Toronto, have brought out a new sized tin of Klim. It contains 8 oz. net. In bringing out this new size the company point out that milk values have risen so much that it is necessary now to sell the one-lb. tin of Klim for over 50c. This meant that anyone desiring to try Klim for the first time was not induced to do so on account of the first cost. The new size, it is believed, will overcome this difficulty.



# 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.

### IMPORTERS OF JAPANESE BEANS

Will you kindly let me know names of some of the reliable wholesale importers in Canada who would be interested in importing peas, beans, chilis, isinglass and vegetable-wax from Japan?—F.

Answer.—Robert Crooks & Co., Montreal; Joseph Ward & Co., Montreal; Grace & Co., Montreal; Export Association of Canada, St. James St., Montreal Lind Brokerage Co., Toronto; W. H. Millman & Sons, Toronto; S. H. P. Mackenzie & Co., Toronto; S. Tamusa, Vancouver, B.C.; Fugita & Co., Ltd., Vancouver, B.C.; Dodwell & Co., Vancouver, B.C.; R. G. Bedlington & Co., Ltd., Vancouver; Oppenheimer Bros., Ltd.; Vancouver, B.C.; Levesons, Limited, Vancouver, B.C.; Vancouver Grain & Milling Co., Vancouver.

### REFRIGERATOR MANUFACTURERS

Will you please give us list of refrigerator manufacturers in Canada; also furniture manufacturers.—Lister & Embleton, McAdam Junction, N.B.

Answer.—W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George St., Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linde Mfg. Co., Montreal. Furniture manufacturers: Hespeler Furniture Co., Hespeler, Ont.; Geo. McLagan, Stratford, Ont.; Knechtel Furniture Co., Hanover, Ont.; Owen Sound Furniture Co., Owen Sound, Ont.; Canada Furniture Co., Woodstock, Ont.; Gold Medal Furniture Co., Toronto.

### MACHINES FOR POPPING CORN

Would you kindly give me the following information if possible? Brokers who sell popping corn and names of manufacturers of machines for popping corn, also recipe for making horse radish, and where to procure the root for manufacturing it.—Mr. R. H. Patchett, 1480 Yonge St., Apt. 19, Toronto, Ont.

Answer.—Corn for popping may be purchased from H. P. Eckardt & Co., Church and Esplanade, Toronto, Ont.; Maple Crispette Co., Montreal, Que.; Wm. Rennie Seed Co., Toronto, Ont.; Steele Briggs Co., Toronto, Ont.

Machines for popping corn are manufactured by Fletcher Mfg. Co., Hayter St., Toronto, Ont.; Kingery Mfg. Co., 420 N. E. Pearl St., Cincinnati, Ohio

Recipe for making horse radish: The radish is grated, covered with vinegar and hermetically sealed in bottles. Should be kept in dark, cool place.

We would also refer you to the Royal Canadian Horse Radish Co., Toronto, and

the Wm. Davies' Co., Toronto. These firms both handle horse radish.

The root is grown in the country and can generally be purchased from the farmers, but we understand that the crop this year is a failure. A small want ad. in the "Wanted" page of CANADIAN GROCER might bring you a few results in this direction. Rate is 2c per word for first insertion, 1c per word each subsequent insertion.

### FOR A STORE ON THE CORNER

Kindly give the following information: We want to build on a corner lot some kind of a good fire-proof building, 32 x 120 for store use. Would cement, tile or brick building be the most suitable? Also whether door in the corner or on side facing the street north is the best.—Krecsy Bros., Kipling, Sask.

We submitted your enquiry to a contractor and his advice is for a store, brick construction is perhaps the most suitable. Reinforced concrete is the best fire-proof building, but it is more suitable to a factory warehouse or office purpose.

Our opinion is that it would be better to have your door in the centre and save the corner for window display purposes. The corner space can be better adapted to showing goods in your window and usually enables you to have a better layout for the interior of the store.

### GROCER PUBLICATIONS

Kindly let me have addresses of similar publications to CANADIAN GROCER in Buffalo, Cleveland, Detroit and Chicago. Thanking you in anticipation.—W. W. Christopherson, care Y.M.C.A., Orillia, Ont.

Answer.—The following are names and addresses of some grocery trade journals in the United States: Modern Grocer, Chicago, Ill.; New England Grocer, Boston, Mass.; Interstate Grocer, St. Louis, Mo.; Retail Journal, Chicago, Ill.; American Grocer, 90 West Broadway, New York.

The American grocery journals are not country-wide, but serve only a limited section adjoining place of issue.

### WICKER CHAIR MAKERS

Please give names and addresses of manufacturers of wicker chairs.—Mr. G. H. Thompson, Box 65, Oil Springs, Ont.

Answer.—Moody's Willow Furniture & Basket Mfrs., 899 Yonge St., Toronto, Ont.; Gendron Mfg. Co., Ltd., Toronto, Ont.; Stratford Mfg. Co., Ltd., Stratford, Ont.; H. & F. Giddings & Co., Granby, Que.; Imperial Rattan Co., Ltd., Stratford, Ont.; Roxton Mill and Chain Mfg. Co., Waterloo, Que.

### GROCERS' JOURNALS IN U.S.A.

Could you give me address of any good Grocery Journal published in United States? Mr. M. C. Schlueter, Preston, Ont.

Answer.—We are glad to refer you to the following:

- Modern Grocer, Chicago, Ill.
- New England Grocer, Boston, Mass.
- Interstate Grocer, St. Louis, Mo.
- Retail Journal, Chicago, Ill.
- American Grocer, 90 West Broadway, New York.

The American grocery journals are not country-wide, but serve only a limited section adjoining place of issue.

### RICE MANUFACTURERS OF VANCOUVER

Will you kindly be good enough to give us the names and addresses of all the rice manufacturers of Vancouver, also the manufacturers of Caroline rice, U.S.A.?—Segal Bros., 570 St. Lawrence Blvd., Montreal, Que.

Answer.—H. Hori, Mgr., Asahai Rice Mills, 821 Powell St.; B. C. Rice Mills, 557 Carrall St.; Mr. Mason, Mgr. Imperial Grain & Milling Co., Ltd., 343 Railway St.; H. Kozai, 768 5th West; Sakai Tsurumosuke, 474 Alexander St.; Martin & Robertson, Ltd., 329 Railway St. Then there is the Mount Royal Milling Co., Montreal, in Victoria, but you will have their address.

Our representative in Vancouver will forward names of Caroline rice millers as soon as possible.

### CORK AND SPONGE

Can you give me the names of firms or firm making corks with wire attached daubers, (similar to those used with liquid boot polish)?—S. LeVack, 822 Princess Ave., Victoria, B.C.

Answer.—We find from Nonsuch Mfg. Co., Yonge St. Arcade, Toronto, that firms using these have to put them together themselves and obtain the wire from the Scale Co. of Canada, Bank of Hamilton Bldg., Toronto, Ont.

Sponges from American Sponge and Chamois Co., Inc., 48 Anasco Bldg., 47 Ann Street, New York.

Corks, Bogart & Hopper, 67 Barclay St., New York, N.Y.

### AGENCY FOR JAMS

Can you inform me where I should apply to get the agency for Buchanan or Robertson's jams?—P. F. Suffredine, 720 Avenue J. S., Saskatoon, Sask.

Answer.—You would have to apply direct for Buchanan and Robertson's jams. Robertson's are in Paisley, Scotland. Buchanan's are in Scotland too, but we cannot find out exact address.

CANADIAN GROCER,  
143-153 University Avenue,  
Toronto.

For Subscribers  
INFORMATION WANTED

Date..... 191..

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

Address .....

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# WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

## THE MARKETS AT A GLANCE

**M**ARKET conditions in grocery commodities are very strong throughout Canada. All indications point to a maintenance of very strong levels for some time to come. Sugar is holding at the recent advance and dried fruits are strong. Raisins are at the highest figures on record and many dealers say that the peak has not been reached. The situation in rices is also very-firm and supplies are reported light.

**MONTREAL**—Sugar is steadily holding at recently advanced prices and the market is very strong and firm. Canned goods are very active and prices steadily hold. The raisin market has developed into an alarming condition. The markets are at present very bare and it is stated that all available supplies can be sold for almost any price asked. Currants are being rapidly bought up and it is expected that prices will shortly advance in consequence. Dates have taken another jump in the European markets. Figs are selling at a very low price in comparison with other dried fruit and buyers are advised to supplement their stock in anticipation of the increased consumption that is expected. Nuts remain very firm and a brisk business is reported. Good quality beans demand high prices and while there is still a quantity of Canadian beans on the market the quality is not good, and the trade is done chiefly in foreign varieties that are higher priced. Rice is very firm with upward tendencies. Markets are reported to be very bare with little possibility of any improvement before next month. Tendencies are decidedly upward. Molasses has advanced five cents per gallon and syrups are holding firm. In one quarter another advance has been quoted on cane syrup, but no general advances have been made. The tea market remains much the same with all indications pointing to an extra strong situation. There is an active demand for all grades of coffee and the market remains very firm. Cocoa is firm with upward tendencies. Spices are strong and advances are to be expected. Porridge wheat has advanced as a consequence of the recent advances in wheat and an upward tendency is being manifested in package oats. Feeds are selling well on an unchanged price basis. Potatoes are ruling very firm at new prices and supplies are stated to be very short. Artichokes are nearly exhausted. Those remaining are advanced to \$2.50 per bag. A brisk

business is reported in all lines of fruit and quotations remain steady and unchanged. Hay and grain remain very firm and supplies are reported to be quite inadequate for local demands.

**TORONTO**—A number of grocery lines have made sharp advances this week. The real feature probably is raisins. Stocks of raisins are reported almost depleted and prices have again advanced. Seedless raisins in the 15-ounce packages are quoted at 25½ to 29 cents. Seeded raisins at 22½ to 26 cents, while one wholesaler is selling Thompson's seedless in bulk at 27 cents. New shipments of raisins are expected to arrive, but the prices will be very high. The sugar market remains firm and supplies are coming along in such quantities to meet all demands. One refinery still remains closed. Fard dates are selling at 38 cents a pound and the shipment to arrive will be in the neighborhood of 45 cents a pound. An active demand for prunes is reported and prices remain unchanged. Rices are very firm and stocks are getting low. Some lines are cleared up. Siam rice is quoted this week at 15 cents and Japans at 17 cents. New crop rices which are expected to arrive shortly, will be considerably higher. Two lines of cocoa have advanced, also one brand of baking powder. Potatoes have again advanced to new high levels and wholesalers are quoting them at \$4.25 to \$4.50 per bag. Carrots are getting very scarce and are selling at \$2.25 per bag.

The produce and provision market is very firm. Live hogs are quoted on the fed and watered basis at \$17.75. Lard is selling at 2½ cents a pound higher and shortening a cent a pound up. Fresh eggs are quoted at 85 cents a dozen and storage at 60 cents a dozen. American eggs are arriving on this market. Fresh creamery butter shows little change. Cheese is holding firm at steady prices. Margarine is in active demand, at steady figures.

**WINNIPEG**—All commodities on this market are strong, with strong tendencies to advance. The trend seems to be altogether in the upward direction and new prices have already been named on some lines. Raisins still are very scarce and prices are mounting. Teas and coffees are very firm and the market for rice is showing higher tendencies, with supplies small.

## QUEBEC MARKETS

**M**ONTREAL, Jan. 23—The Montreal markets are extremely active at a season when slackness is expected and general satisfaction is expressed by the trade. There is an upward tendency manifest in almost all lines and the general firmness of the market, with an increased demand, makes for even higher prices. Supplies are better in most cases, but the tea and rice markets are very bare.

### Ice Cream Cones Are Advanced

Montreal.

**CONES.**—Owing to the continued increase in the price of all raw materials which go into the manufacture of ice cream cones, such as sugar, packing cases, flour, and the additional cost of labor, ice cream cones are advanced 5 cents per box.

### Canned Oysters Are Lower

Montreal.

**OYSTERS.**—Canned oysters have declined from \$4.75 to \$4.25 per dozen for 10-oz. tins, and the 5-oz. are selling at \$2.45 per dozen.

### Condensed Milk Advances; Evaporated Unchanged

Montreal.

**CONDENSED MILK.**—Owing to the rise in sugar, condensed milk has advanced considerably. Eagle brand is now quoted at \$10.25 per case and Reindeer at \$9.80 per case of 48 cans. No change has been made in evaporated milk.

### Clothes Pins, Dressing, Jams All Advance

Montreal.

**CLOTHES PINS.**—Spring clothes pins are again available and are selling at \$1.15 per box of two gross.

**DRESSING.**—Royal Salad Dressing has advanced. Lunch size are quoted at \$2.10 per dozen; half pints at \$4, and pints at \$7.20.

**JAMS.**—Compound jams manufactured in Montreal have advanced 10 per cent., this being due, naturally, to the recent advance in the price of sugar.

### Chocolate and Cocoa Advance

Montreal.

**CHOCOLATE.**—Owing to the recent advance in the price of sugar, changes are effective on chocolates, and Baker's Premium Chocolate has advanced to 51 cents per pound.

**COCOA.**—Cocoas, both Baker's and Fry's have advanced two cents over former prices and are now selling at 51 cents per pound for the former and 52 cents for Fry's.

### Lard, Nuts, Maple Butter, Powdered Milk Advance

Montreal.

**LARD.**—Pine lard has advanced 1 cent and is now selling at \$6.35 per 20 pounds.

**MAPLE BUTTER.**—Many changes have been made in Lion grade of maple butter, 1 pound tins have advanced to \$3.50 per dozen, 5 pound tins to \$1.10 per tin, and pails (30 pounds), to 20 cents per pound.

**POWDERED MILK.**—Stiff advances are made this week in one grade of powdered milk; 16-ounce tins are quoted at the advanced price of \$11.65 per case of 2 dozen, and 10-pound tins are advanced from \$20.25 to \$25.25 per case of six tins.

### Cocoanut, Playing Cards, Icing Powders Advance

Montreal.

**COCOANUT.**—Schepp's cocoanut in 1 pound packages has recently advanced 2 cents and is now selling at 50 cents per pound.

**PLAYING CARDS.**—There has been a general advance of 5 per cent. on playing cards.

**ICING POWDERS.**—Pure Gold icing powders have been advanced 10 cents and are now quoted at \$1.55 per dozen.

### Sugar Holding at Advanced Prices

Montreal.

**SUGAR.**—Sugar is steadily holding at advanced prices. Several refineries are now operating and supplies are, in consequence, greatly improved. Offerings are, nevertheless, quickly absorbed and in some quarters a shortage is being felt. As CANADIAN GROCER has repeatedly remarked, the market for Cuban raw sugars is very strong, and, owing to the labor troubles in Cuba making shipments more or less uncertain, the market is getting even stronger.

Atlantic Sugar Company, extra granulated sugar, 100 lbs.	14 50
Acadia Sugar Refinery, extra granulated.	14 50
Canada Sugar Refinery	14 50
Dominion Sugar Co., Ltd., crystal granulated	14 50
St. Lawrence Sugar Refineries	14 50
Icing, barrels	14 70
Icing, 25-lb. boxes	15 10
Icing, 50-lb. boxes	14 90
Do. (50 1-lb. boxes)	16 20
Yellow, No. 1	14 10
Do., No. 2 (Golden)	14 00
Do., No. 3	13 90
Do., No. 4	13 70
Powdered, barrels	14 60
Do., 50s	14 80
Do., 25s	16 00
Cubes and Dice (asst. tea), 100-lb. boxes	15 10
Do., 50-lb. boxes	15 20
Do., 25-lb. boxes	15 40
Do., 2-lb. package	16 50
Paris lumps, barrels	15 10
Do., 100 lbs.	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cartons, 2 lbs.	16 50
Do., cartons, 5 lbs.	17 00
Crystal diamonds, barrels	15 10
Do., 100-lb. boxes	15 20
Do., 50-lb. boxes	15 30
Do., 25-lb. boxes	15 50
Do., cases, 20 cartons	16 25

## Canned Goods Very Active

Montreal.

**CANNED GOODS.**—There are no changes in quotations on canned goods. Prices are steady and strong while supplies are reported to be only fair. Trade in all canned goods is stated to be exceedingly active and the market stands firm. Offerings of Red Spring salmon (½ pound flats), have reached this market and are selling at \$2.35 per dozen.

CANNED VEGETABLES		
Asparagus (Amer.), mammoth green tips	4 50	4 05
Asparagus, imported (2½s)	5 50	5 55
Beans, Golden Wax	1 75	1 85
Beans, Refugee	1 70	1 75
Beets, new, sliced, 2-lb.	1 00	1 35
Corn (2s)	1 62½	1 65
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	1 50	
Succotash, 2 lb., doz.	1 80	
Do., Can. (2s)	1 80	
Do., California, 2s	3 15	3 50
Do. (wine gals.)	3 00	10 00
Sauerkraut, 2½ lb. tins	1 60	
Tomatoes, 1s	1 45	1 50
Do., 2s	1 50	1 50
Do., 2½s	1 80	1 85
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	1 85	4 00
Peas, standards	1 85	1 90
Do., Early June	1 92½	2 05
Do., extra fine, 2s	3 00	
Do., Sweet Wrinkle	2 00	
Do., fancy, 20 oz.	1 87½	
Do., 2-lb. tins	2 75	
Peas, Imported—		
Fine, case of 100, case	27 50	
Ex. Fine	30 00	
No. 1	23 00	
Apricots, 2½-lb. tins	6 25	6 50
Apples, 2½s, doz.	1 40	1 65
Do., new pack, doz.	2 20	
Do., 3s, doz.	1 80	1 95
Do., new pack	6 75	
Do., gallons, doz.	5 25	5 75
Blueberries, ½s, doz.	0 95	1 00
Do., 2s	2 40	2 45
Do., 1-lb. tins, doz.	1 85	1 90
Currants, black, 2s, doz.	4 00	4 05
Do., gallons, doz.	16 00	
Cherries, red, pitted, heavy syrup		
No. 2½	4 80	5 15
No. 2	20 00	
CANNED FRUITS		
doz.	4 75	4 80
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	2 75	
Peaches, heavy syrup—		
No. 2	3 65	4 00
Do., gallon, "Pie," doz.	9 50	
Do., gallon, table	10 00	
Pears, 2s	4 25	4 50
Do., 2½s	5 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 1-lb. flat, doz.	1 90	
Do., 2-lb. tins, doz.	2 30	
Do., 2½s	4 00	4 50
Plums, Lombard	2 00	2 20
Do., in heavy syrup	2 40	2 45
Do., in light syrup	2 45	
Gages, green, 2s	2 40	2 45
Raspberries, 2s, black or red, heavy syrup	4 50	4 65
Strawberry, 2s, heavy syrup	4 50	4 65
Rhubarb, 2-lb. tins	2 25	
CANNED FISH, MEATS, ETC.		
Salmon—		
Chums, 1-lb. tins	3 00	
Do., ½s, flat	1 30	
Soakeys, 48, 1s, doz.	4 75	
Do., 96, ½s, doz.	2 50	
Red Springs, 1-lb. tall	4 10	4 30
Do., ½ lb.	2 00	
Cohoos, 1-lb. tall	3 65	
Do., ½-lb. flat	1 90	
Pinks, 1 lb.	2 60	
Do., ½ lb.	1 30	
White Springs, 1s	2 00	
Chums, 1 lb., tins	3 00	
Do., ½s, flat	1 10	
Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador, 1-lb. flat	3 00	
Alaska, red, 1-lb. tall	4 25	4 60
Herrings, imported, tomato sauce	3 25	
Do., kippered	2 85	2 90
Do., tomato sauce, ½s	1 85	
Do., kipp., Canadian, 48, 1s.	1 50	



Do., plain, case of 4 doz.	6 75	
Do., 1/2 doz.	1 65	
Haddies (lunch), 1/2-lb.	1 00	
Haddies, chicken (4 doz. to case), doz.	2 25	2 35
Canadian sardines, case.	6 25	6 75
Whale Steak, 1-lb. flat		2 00
Pilehards, 1-lb. talls	1 90	2 00
Norwegian sardines, per case of 100 (1/2s)	24 00	25 00
Oysters (canned), 5 oz., doz.		2 60
Do., 10 oz., doz.		4 20
Lobsters, 1/4-lb., doz.		3 40
Do., 1/2-lb. tins, doz.	5 50	6 00
Do., 1-lb. talls		12 00
Do., 3/4-lb., doz.		6 00
Do., 1-lb. flats		12 00
Lobster pas 1/2-lb. tins.		2 40
Sardines (Amer. Norweg'n style)	14 50	
Do., Canadian brands (as to quality), case	6 25	17 50
Do., French	32 00	34 00
Do., (gen. Norwegian)	21 00	22 25
Do., Portuguese, case		24 00
Scallops, 1-lb., doz.		3 25
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Do., Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 40	2 80
Do., 1 1/2s		4 50
Crabs, No. 1 (case 4 doz.)		6 75
Crab meat (Japanese), doz.		6 50
Clams (river), 1 lb., doz.		1 90
Scotch Snack, No. 1, doz., Montreal		2 85
Meats, English potted, doz.		2 00

*Raisins Tending Steadily Upward*

**Montreal.**  
**DRIED FRUITS.**—"The raisin market has developed into a runaway market." In these words a large importer sized up the present situation. There are practically no raisins on the market, and those available can be sold for almost any price asked. It is stated that this shortage has been brought about to a large extent by the increasing manufacture of home-made wines. In consequence of this shortage currants are being bought up rapidly, and a jump in prices may be naturally expected. Dates have taken a jump again in the European markets and it is suggested that dealers hold them until the threatened advances have been brought about. As a result of the low price at which figs are selling in comparison with other dried fruits many are of the opinion that there will be a tremendous increased consumption, and buyers are advised to supplement their stock. The dried fruit market is decidedly firm, and prices, it is stated, are sure to advance.

Apricots, fancy	0 40	
Do., choice	0 34	
Do., slabs	0 30	
Apples (evaporated)	0 23 1/2	0 24
Peaches, (fancy)	0 28	0 30
Do., choice, lb.		0 25
Pears, choice	0 30	0 35
Drained Peels—		
Choice	0 26	
Ex. fancy	0 30	
Lemon	0 45	
Orange	0 46	
Citron	0 68	
Peels (cut mixed), doz.	3 25	
Raisins —		
Bulk, 25-lb. boxes, lb.	0 18	0 23
Muscateles, 2 Crown		0 23
Do., 1 Crown		0 25
Do., 3 Crown		0 24
Do., 4 Crown	0 19 1/2	0 20
Cal. seedless, cartons, 16 oz.		0 23
Cal. seedless, cartons, 16 oz.	0 22	0 23
Fancy seeded		0 17
15 oz.	0 21	0 22
Currants, loose	0 22	0 26
Do., Greek, 15 oz.		0 25
Dates, Excelsior (86-10s), pkg.		0 15 1/2
Fard, 12-lb. boxes	3 25	
Packages only	0 19	0 20
Do., Dromedary (86-10 oz.)		0 19
Packages only, Excelsior	0 20	
Figs (layer), 10-lb. boxes, 2s, lb.	0 40	
Do., 2 1/2s, lb.	0 45	
Do., 2 1/2s, lb.	0 48	

Do., 2 1/2s, lb.	0 50	
Figs, white (70 4-oz. boxes)	5 40	
Figs, Spanish (cooking), 28-lb. boxes, each	0 14	
Figs, Turkish, 3 crown, lb.	0 44	
Do., 5 Crown, lb.	0 46	
Do., 7 Crown, lb.	0 52	
Figs, mats	4 75	
Do., 28 8-oz. boxes)	3 50	
Do. (12 10-oz. boxes)	2 20	
Prunes (25-lb. boxes)—		
20-30s	0 32	
30-40s	0 30	
40-50s	0 27	
50-60s	0 23	
60-70s	0 22	
70-80s (25-lb. box)	0 20	
80-90s	0 19	
90-100s	0 17 1/2	
100-120s	0 16	0 17

*Brazil Nuts Strong; Almonds Remain Firm*

**Montreal.**  
**NUTS.**—A brisk business is reported in nuts, and supplies are much improved. The market is very firm and advances are stated to be almost inevitable. Almonds are specially firm and are good sellers. Extra large brazils are very strong and have advanced in one quarter.

Almonds, Tarragona, per lb.	0 35	0 36
Do., shelled		0 60
Do., Jordan		0 75
Brazil nuts (new)		0 26
Chestnuts (Canadian)		0 27
Filberts (Sicily), per lb.	0 23	0 29
Do., Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Pecans, No. 4, Jumbo		0 35
Peanuts, Jumbo		0 24
Do., "G"	0 19	0 20
Do., Coons		0 16
Do., Shelled, No. 1 Spanish	0 24	0 25
Do., Salted, Spanish, per lb.	0 29	0 30
Do., Shelled, No. 1, Virginia	0 16 1/2	0 18
Do., No. 1 Virginia		0 14
Peanuts (Salted)—		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	0 35
Pecans, new Jumbo, per lb.	0 32	0 35
Do., large, No. 2, polished	0 32	0 35
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 60	1 70
Walnuts	0 29	0 35
Do., new Naples		0 25
Do., shelled	0 82	0 85
Do., Chilean, bags, per lb.		0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

*Good Quality Beans Demand High Prices*

**Montreal.**  
**BEANS.**—While there is still a quantity of Canadian beans on the market it is stated that the trade relies to a great extent on imported beans to supply the present demand. It is also stated that there are a number of Canadian beans quoted as low as \$4.50 per bushel, but owing to the poor quality of these there is little demand, the consumer appearing to prefer the hand-picked variety that are selling at \$5.75. The market is very firm at the present time.

**FEAS.**—As with beans, Canadian peas are found to be of very poor quality, but a large business is being done in Canadian soup peas (No. 1) that are quoted at \$5.75.

<b>BEANS—</b>		
Canadian, hand-picked, bush.	5 40	5 75
Japanese	5 25	5 50
Japanese Lima, per lb. (as to quality)	0 10	0 12
Lima, California	0 17	0 20
<b>PEAS—</b>		
White soup, per bush.	4 80	5 00
Split, new crop (98 lbs.)	5 40	5 50
Boiling, bushel	4 80	5 00
Japanese, green, lb.	0 10 1/2	0 11

*Rice Firm With Upward Tendencies*

**Montreal.**  
**RICE.**—As stated in the last issue of CANADIAN GROCER, the rice market remains very bare. This is due, to a great extent, to the embargo placed by Japan and other producing countries on this commodity, in consequence, it is stated, that all available rice is from the United States. Demands are heavy and cannot be met. It is hoped that new supplies will reach this market next month. In the meantime the tendencies are decidedly upward.

<b>RICE—</b>		
Carolina, ex. fancy	17 50	20 00
Do. (fancy)		17 00
Do., No. 2		16 50
Siam, No. 2		12 50
Siam (fancy)		16 00
Rangoon "B"	11 75	13 25
Rangoon CC	11 75	13 00
Mandarin		13 75
Sparkling		15 75
Japan		13 50
Do., special		9 50
Patna	0 14 1/2 - 0 15 1/2	0 17 0 18
Broken rice, fine		7 00
Do., coarse		9 00
Tapioxa, per lb. (seed)	0 12 1/2	0 16
Do. (earl)	0 12 1/2	0 14
Do. (flake)	0 11	0 13

Note.—The rice market is subject to frequent change and the price bases is quite nominal.

*Molasses Advances; Syrups Firmer*

**Montreal.**  
**SYRUPS.**—All syrups are holding very firm, and although another advance has been reported in one quarter on cane syrup, general advances have not yet been made, although there is every indication of firm prices ruling. Trade is brisk and supplies are good. Molasses have advanced 5 cents per gallon.

<b>Corn Syrups—</b>		
Barrels, about 700 lbs., per lb.	0 08 1/2	
Half barrels	0 08 1/2	
Kegs	0 08 1/2	
2-lb. tins, 2 doz. in case, case.	5 45	
5-lb. tins, 1 doz. in case, case.	6 05	
10-lb. tins, 1/2 doz. in case, case	5 75	
20-lb. tins, 1/4 doz. in case, case	5 70	
2-gal. 25-lb. pails, each	2 60	
3-gal. 33 1/2-lb. pails, each	3 85	
5-gal. 65-lb. pails, each	6 25	
<b>White Corn Syrup—</b>		
2-lb. tins, 3 doz. in case, case	6 95	
5-lb. tins, 1 doz. in case, case	6 55	
10-lb. tins, 1/2 doz. in case, case	6 25	
20-lb. tins, 1/4 doz. in case, case	6 20	
<b>Cane Syrup (Crystal) Diamond—</b>		
case (2-lb. cans)	8 50	
Barrels, per 100 lbs.	12 25	
Half barrels, per 100 lbs.	12 50	
Glucose, 5-lb. cans (case)	4 80	

<b>Barbadoes Molasses—</b>		
Punchons	1 30	1 35
Barrels	1 33	1 36
Half barrels	1 35	1 40

<b>Fancy Molasses (in tins)—</b>		
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	

Note.—Prices on molasses to outside points average about 8c per gallon less. In gallon lots 2c above 1/2 barrel prices.

*Teas on Spot Are Advanced*

**Montreal.**  
**TEAS.**—The tea market remains much the same with all indications pointing to an extremely strong situation. One dealer reports that quotations on spot are a cent or two higher, and increases may at once develop. The market is at the present time rather bare, and



supplies that arrive are very quickly applied to orders that have been outstanding for some time. There is absolutely no weakening tendency in this market, and advances, it is stated, may be expected. Local prices hold this week on a very firm market.

**JAPAN TEAS—**

Choice (to medium) .....	0 65	0 75
Early picking .....	0 65	0 70
Finest grades .....	0 80	1 00

**Javas—**

Pekoes .....	0 42	0 45
Orange Pekoes .....	0 45	0 45
Broken Orange Pekoes .....	0 43	0 46

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

*Coffee and Cocoa*  
*Active Sellers*

**Montreal.**  
**COFFEE.**—There is a very active demand for all grades of coffee and a brisk business is reported under recently advanced prices, and the market remains very firm. Rumors are afoot regarding Brazilian Government sales of coffee to the markets of the United States and of Europe, but it has not been possible to obtain any confirmation of these rumors.

**COCOA.**—Cocoa remains very firm, and although the situation suggests advances, no actual changes are made this week. A very brisk business is reported and good supplies adequately fill all demands.

**COFFEE—**

Rio, lb. ....	0 33½	0 35½
Mexican, lb. ....	0 46	0 47
Jamaica, lb. ....	0 43	0 45
Bogotas, lb. ....	0 46	0 48½
Mocha (types) ..	0 46	0 48
Santos, Bourbon, lb. ....	0 45	0 47
Santos, lb. ....	0 44	0 46

**COCOA—**

In 1-lbs., per doz. ....	5 50
In ½-lbs., per doz. ....	2 90
In ¼-lb., per doz. ....	1 55
In small size, per doz. ....	1 15

*Spice Market is*  
*Reported Stronger*

**Montreal.**  
**SPICES.**—The spice market is very strong and indications point to the ruling of higher prices on some lines in the near future. There is a manifest demand for all spices and available supplies are found to be none too plentiful. Quotations are steady.

Allspice .....	0 22	0 22
Cassia (pure) .....	0 23	0 25
Cocoanut, palls, 20 lbs., unsweetened, lb. ....	0 46	0 46
Do., sweetened, lb. ....	0 36	0 36
Chicory (Canadian), lb. ....	0 20	0 20
<b>Cinnamon—</b>		
Rolls .....	0 35	0 35
Pure, ground .....	0 35	0 40
Cloves .....	0 35	0 35
Creom of tartar (French pure) ..	0 75	0 80
American high test .....	0 80	0 85
Ginger .....	0 40	0 40
Ginger (Cochin or Jamaica) .....	0 31	0 31
Mace, pure, 1-lb. tins .....	1 00	1 00
Mixed spice .....	0 30	0 32
Do., 2½ shaker tins, doz. ....	1 15	1 15
Nutmeg, whole .....	0 60	0 70
64, lb. ....	0 45	0 45
80 lb. ....	0 45	0 45
100, lb. ....	0 40	0 40
Ground, 1-lb. tins .....	0 65	0 65
Pepper, blk. ....	0 20	0 20
Do., special .....	0 25	0 25
Do., white .....	0 50	0 50
Pepper (Cayenne) .....	0 25	0 27
Pickling spice .....	0 20	0 20
Paprika .....	0 65	0 70
Tumeric .....	0 20	0 20
Tartaric acid, per lb. (crystals or powdered) ..	1 00	1 10
Cardamon seed, per lb., bulk. ....	2 00	2 00
Caraway (nominal) .....	0 20	0 25
Cinnamon, China, lb. ....	0 20	0 20

Do., per lb. ....	0 25	0 25
Mustard seed, bulk .....	0 25	0 40
Celery seed, bulk (nominal) .....	0 75	0 80
Pimento, whole .....	0 18	0 20

For spices packed in cartons add 4½ cents a lb., and for spices packed in tin containers add 10 cents per lb.

*Spring Wheat Flour*  
*Has Moved Actively*

**Montreal.**  
**FLOUR.**—Active movement of flour is reported, and from United States buyers considerable business has been coming. This, added to a rather extensive demand from the domestic trade, is absorbing much tonnage of flour. Sales of winter wheat flour in this section of the country are also reported to be quite active, and the price, being much lower, has had some effect in stimulating the demand. Quotations are unchanged.

**Standard Wheat Flours—**

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs. ....	13 25
Per bbl., in (2) cotton bags, 98 lbs. ....	13 40
Small lots, per bbl. (2) jute bags, 98 lbs. ....	13 65
Winter wheat flour (bbl.) Jute bags .....	.....

*Cereal Market*  
*Rules Firmly*

**Montreal.**  
**CEREALS.**—The cereal market rules very firm on an unchanged price basis. Great satisfaction is generally expressed with the especially good trade in a month that is expected to be quiet. Although no actual changes have been made it is stated that advances are to be expected in the very near future. Supplies coming in are found quite adequate to meet the heavy demand.

Cornmeal, golden granulated ..	5 50	6 25
Barley, pearl .....	7 00	7 50
Barley, pot, 98 lbs. ....	6 00	6 50
Barley (roasted) .....	7 80	7 80
Buckwheat flour, 98 lbs. (new) ..	6 00	6 00
Hominy grits, 98 lbs. ....	6 00	6 50
Hominy, pearl, 98 lbs. ....	6 45	6 45
Graham flour .....	6 00	6 75
Oatmeal (standard-granulated) ..	5 75	5 85
Rolled oats, 90-lb. bag .....	5 00	5 15

*Porridge Wheat Up;*  
*Package Oats Firmer*

**Montreal.**  
**PACKAGE GOODS.**—In conjunction with the recent advance in wheat comes a substantial advance in porridge wheat, which is quoted at \$7.30 per case 36s, and 20s are now selling at \$7.50 per case. Business in this market is reported to be very brisk. An upward tendency is being manifested in porridge oats.

**PACKAGE GOODS**

Breakfast food, case 18 .....	2 85
Cocoanut, 2 oz. pkgs., doz. ....	0 78½
Do., 20-lb. cartons, lb. ....	0 36
Corn Flakes, 3 doz. case 3 50 3 65 3 50 ..	4 25
Oat Flakes, 20s .....	5 40
Rolled oats, 20s .....	5 60
Do., 18s .....	2 00
Do., large, doz. ....	3 00
Oatmeal, fine cut, pkgs., case ..	6 75
Puffed rice .....	5 70
Puffed wheat .....	4 25
Farina, case .....	2 25
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 60
Wheat food, 18-1½ .....	3 25
Buckwheat Flour, case .....	3 60
Wheat flakes, case of 2 doz. ....	2 60
Oatmeal, fine cut, 20 pkgs. ....	6 75
Porridge wheat, 36s, case .....	7 30
Do., 20s, case .....	7 50
Self-raising Flour (3-lb. pack.) ..	.....

doz. ....	2 95
Do. (6-lb. pack.), doz. ....	5 80
Corn starch (prepared) .....	0 11½
Potato flour .....	0 16½
Starch (laundry) .....	0 12
Flour, Tapioca .....	0 15

*Feeds Good Sellers*  
*On Unchanged Basis*

**Montreal.**  
**FEEDS.**—There are no changes to be reported this week in this market, which remains very firm at prevailing prices. Business is reported to be very active and the supplies are found sufficient to meet all demands.

**FEEDS—**

Bran, mixed cars .....	45 00
Shorts, mixed cars .....	52 00
Crushed oats .....	63 00
Barley chop .....	.....
Special Middlings .....	.....
Feed Flour, 98 lbs. ....	3 80
<b>Gluten Feed—</b>	
F.o.b. Cardinal .....	64 00
F.o.b. Fort William .....	62 00

*Potatoes Much Higher;*  
*Artichokes Up, Too*

**Montreal.**  
**VEGETABLES.**—Potatoes are ruling very firm at new high prices of \$4 and \$4.25 per bag, and as a shortage is reported at a time when difficulties of transportation, handling, etc., are hard to overcome, prices are likely to remain unaltered for some time. "There is," stated one informant, "no possible indication of a decline in price at the present time." There are only a very small quantity of artichokes on the market and it is stated that the supply will be practically exhausted in a few days. The price per bag has been advanced to \$2.50.

Artichokes, bag .....	2 50
Beans, new string (imported) hamper .....	7 00
Beets, new, bag (Montreal) .....	2 00
Cucumbers (hothouse), doz. ....	4 00
Chicory, doz. ....	0 75
Cauliflower, Am., doz. dbble crate ..	7 00
Do., single crate .....	3 50
Cabbage (Montreal), barrels .....	4 00
Carrots, bag .....	1 25
Celery, Canadian, doz. ....	.....
Do., California, 5-7 doz. crate ..	13 00
Garlic, lb. ....	0 50
Horseradish, lb. ....	0 20
Lettuce (Boston), head crate ..	3 25
Leeks, doz. ....	3 00
Mint .....	0 60
Mushrooms, lb. ....	1 50
Do., basket (about 3 lbs.) .....	4 00
Onions, Yellow, 75-lb. sack .....	6 50
Do., red, 75 lbs. ....	6 50
Do., crate .....	2 75
Do., Spanish, case .....	7 00
Oyster plant, doz. ....	0 50
Parsley (Canadian) .....	0 60
Peppers, green, doz. ....	0 50
Parsnips, bag .....	1 75
Potatoes, Montreal (90-lb. bag) ..	4 00
Do., New Brunswick .....	4 00
Do., sweet hamper .....	3 50
Radishes, American, doz. ....	0 75
Spinach, barrel .....	6 00
Turnips, Quebec, bag .....	1 50
Do., Montreal .....	1 25
Tomatoes, hothouse, lb. ....	0 65

*Brisk Business*  
*in Fruit Markets*

**Montreal.**  
**FRUIT.**—The fruit market remains very steady under an active demand that is met by adequate supplies. Business is reported to be especially brisk for what is considered to be a very quiet season of the year. Quotations in all cases remain steady and unchanged.

**Apples—**

Baldwins .....	7 50	8 00
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Ben Davis, No. 1	6 00	7 00
Macintosh Red	12 00	12 00
Fameuse, No. 1	14 00	15 00
Greenings	7 50	8 00
Gravenstein		
Spies	10 00	
Winter Reds	6 50	7 00
Apples in boxes		4 00
Bananas (as to grade), bunch	6 00	7 00
Cranberries, bbl.	12 00	13 50
Do., gal.		0 75
Grapes, Tokay (box), 30 lbs.		
Grape, Emperor, kegs		13 00

Evergreen, bundle		
Grapefruit, Jamaican, 64, 80, 96.	4 25	
Do., Florida, 54, 64, 80, 96.	4 25	
Lemons, Messina	6 00	
Pears, Cal.	6 50	
Pomegranates (boxes of about 80), box	3 00	
Keiffer Pears (box)	2 75	
Pears, Cal.	5 00	
Oranges, Cal., Valencias	7 00	
Cal. Navels	7 50	
Florida, case	4 00	

oats in 98 pound bags have advanced 25 to 50 cents a bag.

		Single Bag Lots
		F.o.b. Toronto
Barley, pearl, 98s		8 00
Barley, pot, 98s		6 50
Barley Flour, v8s		4 50
Buckwheat Flour, 98s		6 25
Cornmeal, Golden, 98s	5 75	6 00
Do., fancy yellow, 98s		6 50
Hominy grits, 98s	5 50	6 00
Hominy, pearl, 98s	5 25	5 75
Oatmeal, 98s	5 75	6 00
Oat Flour		
Corn Flour, 98s		5 50
Rye Flour, 98s		5 00
Rolled Oats, 90s	5 25	5 50
Rolled Wheat, 100-lb. bbl.	6 50	7 25
Cracked wheat, bag		6 50
Breakfast food, No. 1		7 75
Do., No. 2		7 75
Rice flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		0 08 1/2
Blue peas, lb.	0 09	0 10
Marrowfat green peas		0 11 1/2
Graham Flour, 98s		6 60
Farina, 98s		6 20

## ONTARIO MARKETS

**T**ORONTO, Jan. 23—All grocery lines this week are very firm and prices have advanced on many commodities. Raisins are still a real feature on the market. Seedless raisins in packages are quoted at 25 1/2 to 29 cents. Seeded raisins in packages are quoted at 22 1/2 to 26 cents and one wholesaler is selling Thompson's seedless in bulk at 27 cents. Stocks of raisins are extremely light. It is reported that prices on new stocks of raisins to arrive will be even higher than the above quotations. Aylmer standard peas are practically off the market and are quoted at \$2.35 to \$2.50 a dozen. Fard dates have advanced, now being quoted at 38 cents a pound. The rice market is very strong and stocks are almost depleted. New crop rices to arrive will be extremely high. Brokers report that XX Siam rice will be in the neighborhood of 16 cents a pound and Japans about 19 cents.

### Sugar Prices

*Remain Steady*

Toronto.

SUGAR.—The sugar market remains unchanged and has a tendency to remain so for some time. Supplies are coming along fairly well. One refinery still remains closed.

### Molasses Prices

*Look High*

Toronto.

MOLASSES AND CORN SYRUP.—While the prices on molasses and corn syrups remain unchanged, a sharp advance is looked for on molasses.

#### Corn Syrup—

Barrels, about 700 lbs., yellow	0 08 1/2
Half barrels, 1/2 over bbls.; 1/4 bbls., 1/2 over bbl	
Cases, 2-lb. tins, white, 2 doz. in case	5 05
Cases, 5-lb. tins, white, 1 doz. in case	6 55
Cases, 10-lb. tins, white, 1/2 doz. in case	6 25
Cases, 2-lb. tins, yellow, 2 doz. in case	5 45
Cases, 5-lb. tins, yellow, 1 doz. in case	6 05
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 75

#### Cane Syrup—

Barrels and half barrels, lb.	0 00
Half barrels, 1/2 over bbls.; 1/4 bbls., 1/2 over.	
Cases, 2-lb. tins, 2 doz. in case	7 00

#### Molasses—

Fancy, Barbadoes, barrels	1 40
Choice Barbadoes, barrels	1 20
West India, bbls., gal.	0 40
West India, No. 10, kegs	0 45
West India, No. 5, kegs	2 75
Tins, 2-lb., table grade, case 2 doz., Barbadoes	5 50
Tins, 3-lb. table grade, case 2 doz., Barbadoes	7 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 30
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	6 75

Tins, No. 10, baking grade, case		
West Indies, 1 1/2s, 48s	4 60	6 95
of 1/2 doz.	3 60	6 00

### Package Goods Firm;

*No Change in Prices*

Toronto.

MISCELLANEOUS. — Fry's and Baker's cocoa have advanced to 51 cents a pound. Fruit jars are all up \$1 a gross. Nut chocolate bars are 10 cents a box higher. Kraft stripe paper is now quoted at 11 1/2 cents per pound. Lamp burners, A size, have advanced to \$1.40 a dozen. B size lamp burners have advanced to \$1.60. Proctor and Gamble's soaps have advanced 25 to 50 cents a box.

#### PACKAGE GOODS

Rolled Oats, 20s round, case	55 60
Do., 20s square, case	5 10
Do., 36s, case	4 00
Do., 18s, case	2 00
Corn Flakes, 36s, case	4 00
Porridge Wheat, 36s, regular, case	6 00
Do., 20s, family, case	6 50
Cooker Package Peas, 36s, case	4 20
Cornstarch, No. 1, lb., cartons	0 11 1/2
Do., No. 2, lb. cartons	0 10 1/2
Laundry starch	0 10
Laundry starch, in 1-lb. cartons	0 12
Do., in 6-lb. tin canisters	0 12 1/2
Do., in 6-lb. wood boxes	0 12 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 30
Buckwheat flour, 24s	3 30
White flour, 24s	1 65
Graham flour, 24s	1 80

### Oatmeal in Bulk

*Shows Advance*

Toronto.

CEREALS.—All breakfast foods are in good demand. Most prices remain firm and unchanged excepting pot barley which is now quoted at \$6.50 a bag, and pearl barley at \$8. a bag. Rolled

### Magic Baking

*Powder Higher*

Toronto.

A sharp increase in Magic Baking Powder is announced, 10 cents a dozen on the 2 ounce size, 15 cents a dozen on the 4, 6 and 8 ounce sizes, 35 cents a dozen on the 12 ounce size, 45 cents a dozen on the 1 pound and 2 1/2 pound sizes, \$1.20 on an assorted case.

A new style package of Royal Yeast is on the market, a square package instead of round as formerly. It is quoted at \$1.80 a case.

Condensed Milk and Milk Powder has shown quite an advance due to the high cost of sugar which enters very largely into the manufacture of Condensed Milk. Eagle Brand is 45 cents a case higher, now selling at \$10.25. Reindeer is also up 45 cents a case, now selling at \$9.80. Challenge Brand has advanced 75 cents a case, now quoted at \$8.70 a case. Reindeer Coffee is also up, now selling at \$6.75 a case for the large size. The family size of Klim is up \$2.50 a case, now selling at \$11.50. A new size of Klim is on the market, an 8 ounce size, put up 48 cans to the case and selling at \$12.50.

### Fard Dates

*38 Cents Per Pound*

Toronto.

DRIED FRUITS.—Raisins have advanced to higher levels. The 15-ounce package of seedless raisins are quoted at 25 1/2 to 29 cents. Seeded raisins in packages are 22 1/2 to 26 cents, while Thompson's Seedless in bulk are 25 to 27 cents. Stocks of raisins are almost exhausted and brokers state that new shipments to arrive will be even higher. Fard dates are scarce and quoted at 38 cents a pound. New shipments to arrive will be higher in price. Evaporated apples have advanced a cent a pound. Citron peel is off the market. Grecian currants are quoted at 22 to 25 cents a pound. Other dried fruits are in good demand. Prices are unchanged.

Evaporated apples	0 24
Apricots, cartons, 11 oz., 48s	4 55
Candied Peels, American—	
Lemon	0 44
Orange	0 44
Citron	0 75
Currants—	



Grecian, per lb. ....	0 22	0 23
Australians, 3 Crown, lb. ....	0 22	0 23
<b>Dates—</b>		
Excelsior, pkgs., 3 doz. in case ....	5 50	
Dromedary, 3 doz. in case ....	7 00	7 25
Fard, lb. ....		0 38
New Hallowee dates, per lb. ....	0 19½	0 20
<b>Figs—</b>		
Taps, lb. ....		0 17
Malagas, lb. ....		
Comarde figs, mats, lb. ....		
Smyrna figs, in bags ....	0 16	0 18
Cal., 4 oz. pkgs., 70s, case ....		5 00
Cal., 8 oz., 20s, case ....		3 25
Cal., 10 oz., 12s, case ....		2 25
<b>Prunes—</b>		
	Per lb.	
30-40s, 25s ....	0 31	
40-50s, 25s ....	0 28	
50-60s, 25s ....	0 24	
60-70s, 25s ....	0 22	
70-80s, 25s ....	0 21½	
80-90s, 25s ....	0 17¾	
90-100s, 25s ....	0 16¾	
Sunset prunes in 5-lb. cartons, each ....		1 15
<b>Peaches—</b>		
Standard, 25-lb. box, peeled ...	0 26½	0 28
Choice, 25-lb. box, peeled ....	0 27	0 30
Fancy, 25-lb. boxes ....	0 29	0 30
<b>Raisins —</b>		
California bleached, lb. ....		
Extra fancy, sulphur bich., 25s ....	0 28½	
Seedless, 15-oz. packets ....	0 25½	0 29
Seedless, 15-oz. packets ....	0 25½	0 29
Seedless, Thompson's, bulk ....	0 25	0 27
Crown Muscatels, No. 1s, 25s ....		0 25
Turkish Sultanas ....	0 25½	0 28½
Table raisins, 20-lb. pkgs ....	7 50	10 50

**Shelled Nuts**  
*Remain Steady*

Toronto.

**NUTS.**—The market for nuts in the shell is rather slow just now. Shelled nuts, however, are in active demand. Shelled pecans have dropped in price, being quoted at \$1.10 a pound. The prices of other nuts remain unchanged.

Almonds, Tarragonas, lb. ....	0 31	0 33
Butternuts, Canadian, lb. ....		0 08
Walnuts, Cal., bags, 100 lbs. ....	0 40	0 45
Walnuts, Bordeaux, lb. ....	0 28	0 30
Walnuts, Grenobles, lb. ....		0 33
Do., Marbot ....		0 30
Filberts, lb. ....		0 25
Pecans, lb. ....	0 30	0 32
Cocoanuts, Jamaica, sack ....	10 00	
Cocoanut, unsweetened, lb. ....		0 45
Do., sweetened, lb. ....		0 45
Peanuts, Jumbo, roasted ....	0 18	0 19
Brasil nuts, large, lb. ....	0 32	0 33
Mixed Nuts, bags 50 lbs. ....		0 32
<b>Shelled—</b>		
Almonds, lb. ....	0 62	0 65
Filberts, lb. ....	0 50	0 55
Walnuts, Bordeaux lb. ....	0 88	0 90
Do., Manchurian ....		0 68
Peanuts, Spanish, lb. ....		0 25
Do., Chinese, 30-32 to oz. ....	0 18	0 19
Brasil nuts, lb. ....		0 68
Pecans, lb. ....		1 10

**Coffee is Active;**  
*Has Advanced*

Toronto.

**COFFEE.**—The coffee market is very active. Prices have advanced from one to two cents a pound.

Java, Private Estate ....	0 61	0 58
Java, Old Government, lb. ....		0 50
Bogotas, lb. ....	0 49	0 50
Guatemala, lb. ....	0 46	0 52
Mexican, lb. ....		0 55
Marañibo, lb. ....	0 47	0 48
Jamaica, lb. ....	0 45	0 46
Blue Mountain Jamaica ....		0 53
Mocha, lb. ....		0 55
Rio, lb. ....	0 35	0 37
Santos, Bourbon, lb. ....	0 48	0 47½
Ceylon, Plantation, lb. ....		0 54
Chicory, lb. ....		0 25
<b>Cocoa—</b>		
Pure, lb. ....		0 31
Sweet, lb. ....		0 31

**Tea Prices**  
*Remain Firm*

Toronto.

**TEAS.**—No new developments are reported in the tea market this week and

prices remain firm. Russia is expected to be soon in the market and if that is the case prices will have an upward tendency.

<b>Ceylons and Indians—</b>		
Pekoe Souchongs ....	0 48	0 54
Pekoes ....	0 52	0 60
Broken Pekoes ....	0 56	0 64
Broken Orange Pekoes ....	0 58	0 66
<b>Javas—</b>		
Broken Orange Pekoes ....	0 58	0 65
Broken Pekoes ....	0 45	0 50
<b>Japans and Chinas—</b>		
Early pickings, Japans ....	0 63	0 65
Do., seconds ....	0 50	0 55
Hyson thirds ....	0 45	0 50
Do., pts. ....	0 58	0 67
Do., sifted ....	0 67	0 72

**Canned Goods**  
*in Big Demand*

Toronto.

**CANNED GOODS.**—The feature of the canned goods market this week is the large advance in standard peas. The brand is quoted at \$2.35 to \$2.50 a dozen. Lobsters in half-pound cans are selling at \$6.50 a dozen and the quarter-pound cans at \$3.90 a dozen. One wholesaler is asking as high as \$2.70 a dozen for Sweet Wrinkle peas. Stocks of canned pineapple are almost depleted, the prices quoted being \$4.75 a dozen for the No. 2 size cans.

<b>Salmon—</b>		
Soekeye, 1s, doz. ....		4 75
Soekeye, ½s, doz. ....		2 75
Alaska reds, 1s, doz. ....	4 25	4 50
Do., ½s ....		2 50
Cohoos, ½ lb. tins ....	2 00	2 10
Do., Red Springs, 1-lb. talls. ....	3 75	4 25
Do., White Springs, 1s, doz. ....	2 30	2 35
Chums, 1-lb. talls ....	2 35	2 60
Do., ½s, doz. ....	1 35	1 45
Pinkos, 1-lb. talls ....	2 35	2 60
Do., ½s, doz. ....	1 35	1 50
Lobsters, ½ lb., doz. ....		6 50
Do., ¼-lb. tins ....		3 90
Whale Steak, 1s, flat, doz. ....	1 75	1 90
Pilchards, 1-lb. talls, doz. ....	1 75	2 10
<b>Canned Vegetables—</b>		
Tomatoes, 2½s, doz. ....	1 95	2 00
Peas, standard, doz. ....	2 35	2 50
Do., Early June, doz. ....		2 40
Do., Sweet Wrinkle, doz. ....	2 50	2 70
Beets, 2s, dosen. ....		1 45
Do., extra sifted, doz. ....	2 77½	2 82½
Beans, golden wax, doz. ....		2 00
Asparagus, tins, doz. ....	3 85	4 25
Asparagus butts, 2½s, doz. ....		2 50
<b>Canadian corn</b>		
Pumpkins, 2½s, doz. ....		1 25
Spinach, 2s, doz. ....		2 15
Do., 2½s, doz. ....	2 62½	2 80
Do., 10s, doz. ....		10 00
Pineapples, sliced, 2s, doz. ....	4 50	4 75
Do., shredded, 2s, doz. ....	4 50	4 75
Rhubarb, preserved, 2s, doz. ....	2 07½	2 10
Do., preserved, 2½s, doz. ....	2 65	4 52½
Do., standard 10s doz. ....		5 00
Apples, gal., doz. ....		6 25
Peaches, 2s, doz. ....	3 55	3 90
Pears, 2s, doz. ....	3 00	4 25
Plums, Lombard, 2s, doz. ....	3 10	6 25
Do., Green Gage ....	3 25	3 40
Cherries, pitted, H. S. ....	4 35	4 40
Blueberries, 2s ....	2 25	2 40
Strawberries, 2s, H. S. ....	4 90	5 25
Blueberries, 2s ....	2 10	2 35
<b>Jams</b>		
Apricots, 4s, each ....		1 03
Black Currants, 16 oz., doz. ....		4 60
Do., 4s, each ....		1 15
Gooseberry, 4s, each ....		0 98
Do., 16 oz., doz. ....		4 10
Peach, 4s, each ....		0 97
Do., 16 oz., doz. ....		4 00
Red Currants, 16 oz. doz. ....		4 15
Raspberries, 16 oz., doz. ....		4 50
Do., 4s, each ....		1 15
Strawberries, 16 oz., doz. ....		4 70
Do., 4s, each ....		1 20

**Spices Are**  
*Quoted Higher*

Toronto.

**SPICES.**—The spice market is very

firm and prices have advanced on all lines.

Allspice ....	0 20	0 22
Cassia ....	0 33	0 40
Cinnamon ....		0 55
Cloves ....	0 80	0 90
Cayenne ....	0 33	0 37
Ginger ....	0 30	0 40
<b>Herbs — cage, thyme, parsley,</b>		
mint, savory, Marjoram ....	0 40	0 70
Pastry ....	0 32	0 38
Pickling spices ....	0 22	0 30
Mace ....	0 85	0 95
Peppers, black ....		0 40
Peppers, white ....	0 50	0 51
Paprika, lb. ....	0 75	0 80
Nutmegs, selecta, whole, 100s. ....	0 45	0 50
Do., 80s ....		0 55
Do., 64s ....	0 60	0 65
Mustard seed, whole ....	0 20	0 40
Celery seed, whole ....		0 75
Coriander, whole ....	0 25	0 30
Caraway seed, whole ....	0 35	0 45
Tumeric, whole ....	0 25	0 27
<b>Cream of Tartar—</b>		
French, pure ....	0 75	0 80
American high test, bulk. ....	0 75	0 80
2-oz. packages, doz. ....		1 75
4-oz. packages, doz. ....	2 75	3 00
5-oz. tins, doz. ....		5 75

**Beans Are in**  
*Active Demand*

Toronto.

**BEANS.**—Stocks of beans are very low and prices are very firm with a tendency to go higher. Ontario hand-picked are scarce, being quoted at \$5.50 a bushel. California Lima beans quoted at 17 cents a pound, and Madagascar limes at 15 cents a pound.

Ontario, 1-lb. to 2-lb. pickers, bus. ....	4 75	5 00
Do., hand-picked, bus. ....		5 50
Marrowfat, bush. ....	6 00	6 50
Japanese Kotonashi, per bush. ....		5 25
Rangoons, per bushel ....	3 00	3 50
Limas, per lb. ....	0 16	0 17
Madagascars, lb. ....		0 15

**Honey is in**  
*Good Demand*

Toronto.

**HONEY AND MAPLE SYRUPS.**—There is a big demand for honey and stocks are getting low. There are no changes in prices reported this week. Very little maple syrup is being offered.

<b>Honey, Clover—</b>		
5-lb. tins ....		0 28
2½s, tins ....		0 29
10-lb. tins ....		0 25
60-lb. tins ....		0 25
Buckwheat, 50-lb. tins, lb. ....		0 16
Comb, No. 1, fancy, doz. ....		4 50
Do., No. 2, doz. ....		
<b>Maple Syrup—</b>		
8½-lb. tins, 10 to case, case ...		18 00
Wine qt. tins, 24 to case, case ...		23 00
Wine, 1 gal. tins, 6 to case, case ...		24 00
Imp. 5 gal. cans, 1 to case, case ...		20 00
<b>Maple Sugar—</b>		
50 1-lb. blocks to case, lb. ....		0 29

**Rices Scarce**  
*And Prices Firm*

Toronto.

**RICES.**—Stocks of rice are almost depleted. Some lines are reported cleaned up and prices are ranging higher. Shipments of new crop rices are expected shortly but prices will be very much higher, probably 3 or 4 cents in advance of present quotations.

Honduras, fancy, per 100 lbs. ....		
Blue Rose, lb. ....	0 16	0 17
Siam, fancy, per 100 lbs. ....	15 00	16 00
Siam, second, per 100 lbs. ....	13 50	14 50
Japans, fancy, per 100 lbs. ....		17 00
Do., seconds, per 100 lbs. ....	13 00	14 00
White Sagro ....		0 14
Do., Paking ....		14 00
Chinese, XX., per 100 lbs. ....	13 00	14 00
Do., Simla ....		16 00
Do., Muljin, No. 1 ....		16 00
Tapioca, per lb. ....	0 14½	0 15



**Potatoes Show  
Another Advance**

**Toronto.**  
VEGETABLES.—Potatoes continue to be the feature of the vegetable market and are now quoted at \$4.25 to \$4.50 a bag. There are no potatoes arriving from Nova Scotia or New Brunswick, probably due to the cold weather. Stocks are very low. Carrots have advanced, being quoted at \$2.25 a bag. Turnips also are selling at \$1.25 a bag. California vegetables are arriving freely and are in good demand. New cabbage is quoted at \$6.50 a crate, California at \$6 a crate. Florida head lettuce is selling at \$4 a hamper.

Cabbage, bbl. ....	2 75
Carrots, per bag .....	2 25
Parsnips, per bag .....	2 50
Radishes, Cal., doz. ....	0 75
Cabbages, Cal., case .....	6 50
Lettuce, Cal., head, crate 8 doz. ....	5 50
Hothouse Tomatoes, lb. ....	0 30
Onions, Yellow Danvers, 100-lb. sacks .....	8 00
British Columbia Onions, 75 lb. sacks .....	7 50
Spanish Onions, large cases .....	7 50
Do., small crates .....	2 75
Onions, white, large sacks .....	7 50
Green Onions, doz. bunches .....	1 00
Celery, 8 doz. ....	7 00
Cauliflower, Cal., case .....	6 00
Potatoes—	
Ontario, 90-lb. bags .....	4 25
Quebec, 90-lb. bags .....	4 00
Jersey Sweet Potatoes, hamper .....	3 00
Do., bbl., double headers .....	7 50
Turnips, bag .....	1 25
Mushrooms, 4-lb. basket .....	3 50

**Flour Steady at  
Unchanged Prices**

**Toronto.**  
FLOUR.—The flour market remains firm and unchanged and the demand is very active.

Ontario winter wheat flour, in carload shipments, on truck, in cotton bags .....	13 40
Do., in jute bags .....	13 25

**Millfeeds  
in Good Demand**

**Toronto.**  
MILL FEEDS.—The market for mill feeds remains unchanged. The demand is fairly active.

<b>MILLFEEDS—</b>	
Bran, per ton .....	45 25
Shorts, per ton .....	52 25

**Oranges Selling  
Very Firm**

**Toronto.**  
FRUITS.—There is a brisk demand for oranges and grape fruit and the market is very firm. New Messina lemons are quoted at \$4.50 a case for the 300 sizes. Bitter oranges are expected to arrive in about two weeks. Ontario apples are in active demand and quoted at \$5.50 to \$10 a barrel according to variety and quality.

<b>Valencia Oranges—</b>	
216s, 250s, 288s, 324s .....	5 50 6 75
<b>Cal. Navels—</b>	
100s, 126s, 150s, 176s, 200s .....	5 00 6 75
216s, 250s, 288s, 324s .....	6 75
<b>Florida Oranges—</b>	
176s, 200s, 216s, 250s .....	5 50 6 00
Bananas, Port Limons .....	0 07 1/2
Lemons, Cal., 300s, 360s .....	4 50
Lemons, Messinas, 300s .....	5 00
Grapefruit, 54s, 64s, 70s, 80s, 96s .....	4 50 5 00
<b>Apples—</b>	
Ontario Spies, bbl. ....	10 00
Blenheims, bbl. ....	7 50

Winesaps, box .....	4 25
Delicious, box .....	4 75
Kings, box .....	3 25
Spys, Ont., box .....	2 75
Rome Beauty, sizes 86s, 96s, 104s, 118s, 125s, 138s, 150s. ....	3 75 4 00
Cal. Pears .....	5 50

<b>Florida Tangarines, 144s, 168s,</b>	
196s, 216s, 224s .....	4 25
Do., Spanish Malagas, keg. ....	15 00 17 00
Cranberry, Cape Cod, bbl. ....	14 00
Do., half bbl. ....	7 50
Do., boxes .....	4 50
Pomegranates, boxes .....	4 00

**WINNIPEG MARKETS**

**Molasses Still  
Continues to Advance**

**Winnipeg.**  
MOLASSES.—In keeping with the sugar market the price of molasses has been steadily moving up. Higher prices are expected on this line for some time to come, also look for higher prices on corn syrups and kindred lines.

**Tea Steadily Advances**

**Winnipeg.**  
TEAS.—Tea is steadily advancing and will continue to do so. Both Blue Ribbon and Red Rose have again advanced their prices this week. India teas especially will be very high. The opening of the London market has also had a tendency to raise the price of teas. Previously when there was a sale for export allowed once a week by the Government, now the market is thrown open and buyers are free to buy when and where they choose. Heavy stocks are reported to be held in England, but this is brought out by the length of time required from unloading till the tea is ready for the market; previously this was only about two weeks, but now it is taking anywhere from six to eight weeks before samples are out, which means there is consequently more tea being held than there would be under normal conditions as there are buyers ready to pick it up as soon as it is put on the market.

**Coffee Advances;  
Market Very Firm**

**Winnipeg.**  
COFFEES.—The coffee market shows an advance of two cents per pound on practically all lines. The market is very firm. New York importers are refusing offers at figures below their quotations. Brazil, Rios, Santos and Bourbon coffees have not reached their highest levels yet. Much higher coffee is expected.

**Dried Fruits  
Are Very Scarce**

**Winnipeg.**  
DRIED FRUITS.—There has been little improvement in the shipments of dried fruits. Prunes and raisins particularly are very much delayed, which has had a firming effect on the market. Holders are asking much higher prices on practically all lines. Arrivals are being quickly distributed and going fast into consumption.

**Rice Market  
is Very Firm**

**Winnipeg.**  
RICE.—As reported recently, the rice market is very strong, recent quotations just to hand show a steady advancing market; spot stocks are very light. One

of the reasons for the high price on American rice is that this year has seen a large export to the Orient, which shows that the Oriental crop has been exceptionally light.

Both tapioca and sago for future delivery show higher prices. Cables received by brokers state the market is very strong. Large import orders are being placed on the strength of this by jobbers.

**Advances in Some  
Lines of Spices**

**Winnipeg.**  
SPICES.—Spices are very firm with advances noted on many lines. United States market is reported to be very bare. Ginger is very scarce and hard to procure, the last advance, just reported, was two cents per pound on this line. Both black and white pepper has advanced from 2 to 2½ cents per pound. Nutmegs are very high, new arrivals will be still higher. Spot stocks are very light. Spices put up in tin containers will also be higher. Manufacturers are now working on new costs, also package icing sugar and jelly powders.

**Cereals Are in  
Active Demand**

**Winnipeg.**  
CEREALS.—Cereals of every kind are in very active demand. Rolled oats are particularly firm with heavy buying reported. Prices are unchanged on most lines.

**Beans Are  
Reported Firmer**

**Winnipeg.**  
BEANS.—The bean market is slightly firmer. New crop Oriental beans are higher than present stocks are being quoted at.

**Wrapping Paper  
To Advance**

**Winnipeg.**  
MISCELLANEOUS.—A sharp advance is looked for in all lines of wrapping paper, also paper bags. The paper market is very firm with advances noted in wax paper and book paper. Counter check books have also advanced. Owing to the steel strike and the labor situation, tin cans have shown a strong advance. Some manufacturers refuse to accept orders unless at prices current at time of shipment. This will affect baking powder, etc.

JAMS.—Heavy jam advances are looked for owing to the recent sugar advances. Very heavy buying in all jam lines is reported by the jobbers, and at present prices retailers are well advanced.  
Continued on page 40

# WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

## Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 20.—Porridge oats have advanced 90 cents a case. Baker's cocoa and chocolate are up two cents a pound. Magic baking powder and Royal yeast are higher. Procter and Gamble's soaps have advanced 25 cents a case. Fry's cocoa in half-pound cans has advanced to \$3.35. New-laid eggs are quoted at 75 cents, and storage eggs at \$18.00 a crate. Klim and some lines of package teas and coffee are higher.

Beans, small white, Japans, bus.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	5 00
Rice, Siam, cwt.	12 00
Sago, lb.	0 11½
Flour	5 40
Tapioca, lb.	0 14
Sugar, pure cane, gran., cwt.	12 50
Cheese, No. 1, Ontario, large.	0 33
Butter, Creamery	0 85
Lard, pure, 3s, per case.	21 60
Bacon, lb.	0 47
Eggs, new laid	0 75
Tomatoes, 2½s, standard case.	4 47
Corn, 2s, standard case	3 96
Peas, 2s, standard case	4 60
Apples, gal.	3 26
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	17 80
Salmon, pink, tall, case	10 25
Peaches, Cal., 2½s	7 00
Potatoes, bag	1 35

## Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., Jan. 20.—Market tendencies this week are all on the upgrade, with the exception of butter, which shows a decline of two cents a pound. Creamery butter is selling at 68 cents a pound. Storage eggs quoted at 60 cents. Fresh eggs, of which there are very few on the market, are quoted at 70 cents. Magic and Egg-O baking powder are higher. Chocolate nut bars are up to \$1.10 per box, and all other lines of confectionery are from two to five cents a pound higher. Granulated sugar is quoted at \$14.35.

Flour, 96s, per bbl.	12 95
Beans, B.C.	7 50
Rolled oats, 80s	4 60
Rice, Siam	12 75
Japan, No. 1	15 50
Tapioca, lb.	0 14
Sago, lb.	0 13½
Sugar, pure cane, granulated, cwt	14 35
Cheese, No. 1, Ontario, large.	0 32
Butter, creamery, lb.	0 68

Do., dairy, lb.	0 57	0 60
Lard, pure, 3s, lb.	0 32	0 32½
Eggs, new laid, local	0 70	0 70
Do., No. 1, storage, case.	17 00	18 00
Tomatoes, 2½s, standard, case.	4 30	4 75
Corn, 2s, case	4 00	4 45
Peas, 2s, standard, case.	4 20	4 75
Strawberries, 2s, Ontario, case.	10 30	10 30
Raspberries, 2s, Ontario, case.	10 30	10 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated	0 22½	0 25½
Do., 25s, lb.	0 26¼	0 25¼
Peaches, evaporated, lb.	0 25¼	0 25¼
Do., canned, 2s	7 50	9 16
Prunes, 90-100s	0 17	0 17
Do., 70-80s	0 20	0 20
Do., 50-60s	0 26	0 26
Do., 30-40s	0 31	0 31
Do., 20-30s	0 27	0 27
Raisins, bleached Sultanas	0 21	0 21
Do., bulk, seedless	0 16½	0 16½
Do., package, 11 os.	0 26	0 26
Filiatras Currants, lb.	10 25	17 50
Salmon, pink tall, case	18 00	19 00
Do., Sockeye, tall, case	65 00	65 00
Do., halves	6 00	6 50
Potatoes, Alta., per ton	6 25	7 00
Oranges	6 00	6 50
Lemons	6 25	7 00
Grapefruit	6 00	6 50
Pears, evaporated, lb.	0 83½	0 83½
Pineapples, 2s	6 20	6 20
Do., 2½s	7 90	7 90
Spanish Malaga Raisins, 5½-lb. trays	0 23	0 23
Do., Crowns, 21 lbs.	8 50	8 50

Peaches, per lb.	0 27½	0 28
Potatoes, Natives, per bbl.	5 00	5 00
Onions, Can., 100-lb. bag	7 00	7 00
Lemons, Cal., case	5 00	6 00
Oranges, Cal., case	6 00	7 50
Grapefruit, Cal., case	5 50	5 50
Apples, Western, box	4 50	4 50
Bananas, per lb.	0 10	0 11
Grapes, Malaga, keg	11 00	13 00

## GENERAL MARKETS

(Continued from page 39)

vised to purchase sufficient for their requirements for some months to come.

OLIVES.—As the result of a very poor crop and lack of spot supplies, olives have shown considerable advance. Some manufacturers have advanced their price as much as 20 per cent.

## VANCOUVER

### Rolled Oats

Remain Steady

Vancouver. ROLLED OATS.—The market for rolled oats remains firm. The market rules generally as follows:

Rolled oats, 10s, case	5 25
Do., 20s, case	5 40
Do., 40s, case	5 25
Do., 80-lb. bag	5 15
Cornmeal, 10s	6 25
Do., 49s	11 60
Barley, patent	0 07¼
Do., pearl	0 09
Beans, B.C., white	0 07½
Do., Cal., lima	0 12½
Do., Manch., lima	0 16
Do., Kotenashi	0 07¼

### Japan Rice

Reported Higher

Vancouver. MISCELLANEOUS.—An announcement that vinegar is expected to advance 10 cents a gallon has been made. Japan rice is up to \$325.00. Table salt is reported to be very scarce. An advance in coffee prices is expected.

### Fruits Are in

Very Good Demand

Vancouver. FRUITS.—There is an active demand for California fruits. Oranges are quoted at \$6.25, and lemons at \$6.00 per case. Other prices remain firm.

### Potatoes Show

a Big Advance

Vancouver. POTATOES.—The potato market is very firm and supplies are scarce. The week's market shows an increase in price. Locals are quoted at \$70 and Ashcroft at \$85 per ton.

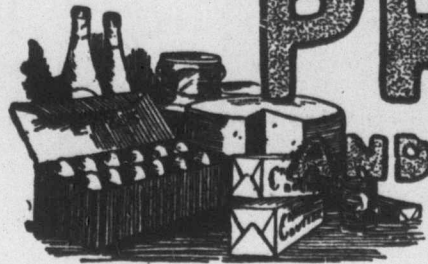
## New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, Jan. 20.—Flour prices have been readjusted, due to the increase in the cost of barrels, now quoted at \$14.90. Rolled oats have slightly advanced, selling at \$12.00. Baking powder, jellies and biscuits are up, owing to the higher cost of sugar. Potatoes are very firm. Fresh eggs are casier, selling at 75 cents. Storage eggs are quoted at 61 cents.

Flour, No. 1 patents, bbls., Man.	14 90
Cornmeal, gran., bags	6 00
Cornmeal, ordinary	3 85
Rolled oatc	12 00
Rice, Siam, per 100 lbs.	14 75
Tapioca, 100 lbs.	13 50
Molasses	1 25
Sugar—	
Standard, granulated	14 60
No. 1, yellow	14 10
Cheese, New Brunswick	0 32
Cheese, Ont., twins	0 75
Eggs, fresh, doz.	0 61
Eggs, storage	0 40
Breakfast bacon	0 38
Butter, creamery, per lb.	0 70
Butter, dairy, per lb.	0 64
Butter, tub	0 60
Lard, pure, lb.	0 32
Lard, compound	0 30½
American clear pork	60 00
Beef, corned, 1s	4 00
Tomatoes, 2½s, standard case	4 20
Raspberries, 2s, Ont., case	4 40
Peaches, 2s, standard, case	7 25
Corn, 2s, standard, case	3 75
Peas, standard, case	4 10
Apples, gal., N.B., doz.	4 75
Strawberries, 2s, Ont., case	10 30
Salmon, Red Spring, flats, cases	11 00
Pinks	11 00
Cohoos	15 00
Chums	9 00
Evaporated Apples, per lb.	0 22½





# PRODUCE AND PROVISIONS

## Advertising is One Way to Increase Meat Sales

L. G. Kruse, Galt, Ont., Believes That His Advertisements in the Daily Town Paper Have Brought Him Much Business—  
—Display is Also a Factor

ADVERTISING has played a big part in building up the business of L. G. Kruse, Main and Mill Streets, Galt, Ont. He calls his place the "Quality Meat Market." From a very small beginning six years ago, in a store across the street from his present premises, his business has expanded until now he has as fine a store of its kind as there is in Western Ontario. With all the modern equipment of a large city store, his place will bear comparison with many of the best. Refrigerator counters enclosed in glass, surround the store, and meats of all kinds, butter, cheese, eggs and vegetables are shown to advantage. Mr. Kruse also carries a good many grocery lines, but he has not developed his grocery department to a very great extent. It is his intention to later increase his stock of groceries, and to go after this trade.

### Advertising Increases Revenue

"Advertising has certainly paid me," Mr. Kruse told CANADIAN GROCER. Up to the present time, Mr. Kruse has only advertised on Fridays, with the idea of attracting week-end business. It is his intention, however, to also advertise in the mid-week, and to run Wednesday and Saturday specials. "I get direct results from advertising in the local paper," Mr. Kruse remarked. "It has greatly stimulated our Saturday business, and has brought trade to the store that has become permanent. Since putting in the new fixtures, two years ago, there has been a steady increase in the weekly turnover. Having the refrigerator counters keeps everything in splendid condition, and the fact that meats and produce can be displayed to such advantage, certainly has been a stimulus to trade. The counters have also facilitated the service to the public. Customers walk about the store and are able to see what they want, and the price is on it. It renders selling easier, as the goods are ever before the prospective buyers."

### Delivery a Feature

A thoroughly efficient service is the object of the Quality Meat Market, and in the matter of deliveries, seven are

given daily. Mr. Kruse discontinued his own delivery some time ago, and now has fallen in with a co-operative plan. This system of delivery is controlled by one man, and accommodates several merchants. It is much better than having to look after your own, Mr. Kruse believes, and can be operated on a much cheaper basis, and at the same time, giving an improved service to his clientele.

### SALMON INDUSTRY WILL BE DESTROYED

If the present closed seasons are not extended, in a memorandum addressed to Hon. C. C. Ballantyne, Minister of Marine and Fisheries, Hon. William Sloan, Commissioner of Fisheries for the Province of British Columbia, advocates a complete and radical change in the policy of handling the fisheries of this

province. After emphasizing the rapid depletion which is going on in the salmon fisheries of British Columbia, Mr. Sloan expresses his belief that the withdrawing of restrictions in the fishing regulations will have a disastrous effect upon the runs unless, at the time of amendment, most drastic additions are made to the present weekly and annual closed seasons.

"It is time," says Mr. Sloan, "that the Government stepped in to seriously protect the fish, eliminate all useless competition, over-equipment and waste, to the end that the people may be able to obtain at a fair price one of the natural food products of this province. To permit a further depletion of the salmon fisheries of the Province would be a policy which could only be characterized as a criminal policy. The fish of this Province, notwithstanding the depletion of both the salmon and the halibut, are still one of its greatest food assets. They are one of the greatest assets the Province possesses. With judicious handling the fisheries can be maintained for all time. The depleted fisheries can be built up, but they cannot be maintained if the present methods are to continue.

## Fresh Eggs More Plentiful ; Stocks of Storage Eggs Very Low

FROM now on the condition of the egg market will be entirely a weather proposition. New-laid eggs are commencing to arrive freely and consequently the price is somewhat easier, and, with the advent of milder weather, the price will continue to drop. But it has a long way to go yet before the price reaches the spring level. Some Chicago brokers are already offering futures for delivery in April at 42½ cents, packed for storage purposes.

In the Eastern and Western provinces new-laid eggs have been arriving in fairly large quantities, and prices commenced to drop some weeks ago. New-laid eggs in Vancouver are now selling at 65 cents, and in Montreal at 85 cents a dozen.

A car of American new-laid eggs is due to arrive in Toronto this week. The exchange rate will, however, make these too high for the handling of many.

Stocks of storage eggs throughout Canada are about depleted. The number held in storage on January 13 were

just 17,080 cases, of these 615 cases were fresh and 16,465 were storage eggs. This compares with 18,729 cases a year ago. A year ago stocks of fresh eggs in storage were somewhat heavier, there being 2,005 cases of fresh and 16,724 cases of storage.

A large number of storage eggs are being shipped in from the United States. These, however, are of very poor quality and numerous complaints are heard. A dealer told CANADIAN GROCER that, in his opinion, these eggs were not good enough for export and therefore were dumped on the Canadian market.

Stocks of eggs in Great Britain have been very low and vast quantities have been exported. This, of course, has had the tendency to keep the prices high in Canada. During the season just closed, 854,529 cases have been exported to Great Britain, France and Belgium, as compared with 371,050 cases the previous year.

# Produce, Provision and Fish Markets

## QUEBEC MARKETS

**M**ONTREAL, Jan. 21—The hog market rules somewhat firmer on account of fewer deliveries, and although no definite changes have been made, there is an upward tendency. Cured and cooked meats remain steady under an active demand. Shortening is firming and has advanced in one quarter to 29¼c. Lard is stronger. It is stated that the very active demand for this commodity may result in advances being made in the near future. Creamery butter has declined one cent. Supplies of fresh butter have been found insufficient to meet the demand and quality storage butter has been used to fill the gap. Supplies of eggs are still very light. The market remains firm under prevailing prices. There is a good demand for poultry and a brisk business in this line is reported. Young domestic ducks are selling at 42c per pound and turkeys have advanced to 52c. This is the season for fish and great satisfaction is expressed with the business being done. Large quantities of fish are moving towards this market and while prevailing prices are stated to be very reasonable, there is every indication that they will remain at same level for some time to come. Better deliveries of bulk oysters are reported, owing to an improvement in the weather in the South.

### Hog Delivery Less; Prices Unchanged

**Montreal.**  
**FRESH MEATS.**—The hog markets have revealed little or no quotable change over those of a week ago, although it is stated that fewer supplies are coming into the market. Live hogs are selling at from \$18.50 to \$19. The undertone of the market is somewhat firmer and a fair business is being done.

**FRESH MEATS—**

Hogs, live (see cets)	18 50	19 00		
Hogs, dressed—				
Abattoir killed, 65-90 lbs.	25 00	25 50		
<b>Fresh Pork—</b>				
Leg of Pork (foot on)	0 81½			
Loins (trimmed)	0 85			
Loins (untrimmed)	0 82			
Bone trimmings	0 18	0 21		
Trimmed shoulders	0 25			
Untrimmed	0 23			
Pork sausage (pure)	0 23			
Farmer sausages	0 18			
<b>Fresh Beef—</b>				
(Cows)		(Steers)		
\$0 19	\$0 22	Hind quarters	\$0 26	\$0 28
0 12	0 14	Front quarters	0 15	0 17
	0 27	Loins	0 38	
	0 22	Ribs	0 25	
	0 12	Chucks	0 14	
	0 18	Hips	0 19	
Calves (as to grade)			0 22	0 23
Lamba, 50-80 lbs. (whole carcass), lb.				0 28
No. 1 Mutton (whole carcass), 45-50 lbs., lb.				0 18

### Cured Meats Remain Steady

**Montreal.**  
**CURED MEATS.**—There are no new developments in the market for smoked and cured meats, which remain steady on an unchanged price basis. A fairly active demand is manifested and the market is decidedly firm.

**Hams—**

Medium, smoked, per lb.—	
(Weights) 8-10 lbs.	0 35
12-14 lbs.	0 36
14-20 lbs.	0 35
20-25 lbs.	.....

25-35 lbs.	0 30
Over 35 lbs.	0 28½
Boneless (for slicing), 4c advance over above prices.	
<b>Bacon—</b>	
Breakfast	0 48
Cottage Rolls	0 32½
Picnic Hams	0 24
<b>Barrel Pork—</b>	
Canadian short cut (bbl.), 25-35 pieces	54 00
Clear fat backs (bbl.), 40-50 pieces	55 00
Heavy mess pork (bbl.)	52 00
Plate Beef	30 00
Mess Beef	28 00 28 00
Bean Pork	48 00

### Cooked Meats Hold Firmly

**Montreal.**  
**COOKED MEATS.**—There is a fairly good demand reported this week for cooked meats, and although the price basis remains unchanged, tendencies are firm.

Jellied pork tongues	0 40
Jellied Pressed Beef, lb.	0 32
Ham and tongue, lb.	0 30
Veal and tongue	0 23
Hams, cooked	0 47
Shoulders, roast	0 50
Shoulders, boiled	0 43
Pork pies (doz.)	.....
Blood pudding, lb.	0 12
Mince meat, lb.	0 15 0 19
Sausage, pure pork	0 18 0 25
Bologna, lb.	0 15

### Shortening Firmer Under Brisk Demand

**Montreal.**  
**SHORTENING.**—A firmer feeling is manifested in the shortening market this week and pails (20 lbs.) have advanced to 29¼ cents per pound. It is stated that while a great number of people seem to prefer lard, there is always an active demand for shortening from restaurants and places where cooking is done extensively.

**SHORTENING—**

Tierces, 400 lbs., per lb.	0 28½
Tubs, 50 lbs., per lb.	0 29
Pails, 200 lbs., per lb.	0 29¼
Bricks, 1 lb., per lb.	0 30½

### Margarine Prices Are Unchanged

**Montreal.**  
**MARGARINE.**—There is an active demand for margarine which remains steady on an unchanged price basis. Supplies are found to be adequate and the undertone is firm.

**MARGARINE—**

Prints, according to quality, lb.	0 39	0 40
Tubs, according to quality, lb.	0 31	0 34

### Lard Stronger; Active Demand

**Montreal.**  
**LARD.**—Under a very active demand a considerably stronger feeling is manifested in this market and although prices have declined a little in one quarter, the general feeling is that lard is more likely to advance than decline in the near future. Supplies are only fair, but a brisk business is being done in this commodity.

**LARD—**

Tierces	0 30½
Tubs	0 31
Pails	0 31¼
Bricks	0 32½

### Firmer Tone in Cheese Market

**Montreal.**  
**CHEESE.**—A firmer tone has prevailed in this market during the past week, although the price basis remains unchanged. At the present time there is little cheese on the market and little prospect of additional supplies for some time to come.

**CHEESE—**

New, large, per lb.	0 31
Twins, per lb.	0 31
Triplets, per lb.	0 31 0 32
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 35

### Creamery Butter Declines One Cent

**Montreal.**  
**BUTTER.**—Supplies of fresh made butter have not been found sufficient to meet the local demand and quality storage butter has been used to fill the gap. Creamery prints (quality storage) are selling at from 67 to 68 cents per pound, and creamery solids have also declined one cent.

**BUTTER—**

Creamery, prints, quality storage	0 67	0 68
Creamery, solids, quality storage	0 65	0 66
Dairy, in tubs, choice	0 62	0 63
Dairy, prints	0 62	0 63
Bakers'	.....	0 55

### Egg Supplies Show Little Improvement

**Montreal.**  
**EGGS.**—The demand for storage eggs continues steady but the supplies are still very limited. The number of cases



coming in is far short of arrivals at this time last year. New laids are, of course, almost out of the question, for this is not the heavy laying season. Prices remain unchanged and the undertone of the market is somewhat firmer.

**EGGS—**

No. 2	0 50
No. 1	0 53 0 55
Selects	0 62 0 63
New Laid	0 85 0 90

**Young Ducks Advance; Turkeys Are Higher**

**Montreal.**  
**POULTRY.**—Young domestic ducks have advanced from 38 cents to 42 cents per pound and turkeys are good sellers at the advanced price of 52 cents. There is at the present time a brisk demand for poultry and the market is decidedly firmer. Supplies are stated to be fairly ample and no difficulties have been reported filling demands.

**POULTRY (dressed)—**  
(Selling Prices)

Chickens, roasting (3-5 lbs.)	0 37	0 40
Chickens, roasting (milk fed)	0 42	0 44
<b>Ducks—</b>		
Brome Lake (milk fed green)	0 47	
Young Domestic	0 42	
Turkeys (old toms), lb.	0 52	
Do. (young)	0 55	
Geese	0 32	
Old fowls (large)	0 34	
Do. (small)	0 30	
(Buying Prices)	Live	Dressed
Chickens, light weights	0 19	0 24
Do., heavy weights	0 22	0 27
Ducks, young	0 30	0 34
<b>Geese—</b>		
Young	0 23	0 26-0 28
Old	0 17	0 20-0 21
Fowls	0 18	0 21
Turkeys	0 43	0 48-0 50

**Steady Increase in Fish Sales**

**Montreal.**  
**FISH.**—Cold weather is good for the sale of fish and great satisfaction is expressed with the brisk business being done at the present time. Large quantities of fresh and frozen fish are on the move. One large dealer states that he has ten car-loads on the way to Montreal. Prices are reasonable and there is every indication that they will remain on same level for some time. The coming of Lent is stimulating the dealer to augment his stock. Thanks to an improvement in the weather in the South, the supplies of bulk oysters are much greater.

**FRESH FISH**

Haddock	0 08½	0 09
Steak cod	0 11	0 13
Market cod	0 07½	0 08
Mackerel	0 18	0 18
Flounders	0 08	0 10
Prawns	0 35	0 35
Live Lobsters	0 60	0 60
Salmon (B.C.), per lb., Red.	0 30	0 30
Skate	0 12	0 12
Shrimps	0 40	0 40
Whitefish	0 16	0 16
<b>FROZEN FISH</b>		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 13	0 19
Halibut, Western, medium	0 20	0 21
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 15	0 16
Smelts, No. 1, per lb.	0 16	0 18
Smelts, No. 2, per lb.	0 11	0 12
Smelts, extra large	0 26	0 26
Pike, headless and dressed	0 11	0 12
Market Cod	0 06½	0 07
Whitefish, small	0 12	0 13
Sea Herrings	0 07	0 07½
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 13	0 14

<b>Whitefish</b>	0 16	0 16
<b>Lake Trout</b>	0 19	0 20
<b>Lake Herrings, bag, 100 lbs.</b>	4 50	
<b>Alewives</b>	0 05½	0 06
<b>SALTED FISH</b>		
<b>Codfish—</b>		
Large bbls., 200 lbs.	18 00	
No. 1, medium, bbl., 200 lbs.	16 00	
No. 2, 200-lb. bbl.	14 00	
Strip boneless (30-lb. boxes), lb.	0 20	
Boneless (24 1-lb. cartons), lb.	0 20	
Ivory (2-lb. blocks, 20-lb. boxes)	0 16	
Shredded (12-lb. boxes)	2 40	2 50
Dried, 100-lb. bbl.	16 00	
Skinless, 100-lb. boxes	16 50	
Pollock, No. 1, 200-lb. barrel	14 00	
Boneless cod (2-lb.)	0 23	
<b>PICKLED FISH</b>		
Herrings, Scotch cured, half bbl.	12 00	
Do., Scotia, barrel	12 00	
Do., half barrel	6 50	
Mackerel, barrel	25 00	
Salmon, B.C., 200 lbs.	25 00	
Labrador Salmon, barrels	26 00	
Sea Trout, 200-lb. barrels	23 00	
Turbot, 200 lbs.	20 00	22 00

<b>Codfish, tongues and sound, lb.</b>	0 13
<b>Eels, lb.</b>	0 15 0 10
<b>SMOKED FISH</b>	
Haddies, BXs, per lb.	0 11 0 12
Fillets	0 17 0 18
Bloaters, box	2 50
Kippers	2 15 2 50
Digby Chicks, in bundles, per box	0 24
Boneless Smoked Herring, 10-lb. box, lb.	0 22
<b>OYSTERS</b>	
Cape Cod, per barrel	13 00 15 00
Batouche, per barrel	14 00
Malpeques shell oysters, choice, bbl.	16 00
Do., XXX, bbl.	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 50 3 00
Can No. 3 (Solids)	7 50 8 40
Can. No. 5 (Solids)	11 20 12 00
Can No. 1 (Selects)	2 40 3 00
Can No. 3 (Selects)	6 75 9 00
<b>SUNDRIES</b>	
Paper Oyster Pails, ¼ per 100	1 50
Paper Oyster Pails, quart size, per 100	2 25
Crushed Oyster Shells, 100-lbs.	1 50

**ONTARIO MARKETS**

**TORONTO, Jan. 23**—The market for provisions and produce this week is slightly higher, owing, probably, to the heavy snow storm which has held back shipments. Live hogs are quoted at \$17.75 on the fed and watered basis. Lard is quoted 2½ cents a pound higher and shortening a cent a pound higher. Fresh eggs are selling at 85 cents a dozen and storage eggs at 60 cents a dozen.

**Dressed Hogs Up in Price**

**Toronto.**  
**FRESH MEATS.**—There are a few changes in the price of fresh meats this week. Live hogs are selling at \$17.75 on the fed and watered basis, and dressed hogs are quoted a dollar a hundred higher. Fresh beef is slightly easier, selling at 22 to 27 cents a pound for the front quarter and 14 to 17 cents for the hind quarter. Calves are higher, selling at 26 to 30 cents and lambs at 30 to 32 cents.

**FRESH MEATS**

<b>Hogs—</b>		
Dressed, 70-100 lbs., per cwt.	26 00	
Live off cars, per cwt.	17 00	
Live, fed and watered, per cwt.	16 25 17 25	
Live f.o.b., per cwt.	16 25	
<b>Fresh Pork—</b>		
Legs of Pork, up to 18 lbs.	0 31	
Loins of pork, lb.	0 35 0 37½	
Tenderloins, lb.	0 47 0 48	
Spare ribs, lb.	0 22	
Picnics, lb.	0 22 0 24	
New York shoulders, lb.	0 27	
Boston butts, lb.	0 30	
Montreal shoulders, lb.	0 26	
<b>Fresh Beef—from Steers and Heifers—</b>		
Hind quarters, lb.	0 22 0 27	
Front quarters, lb.	0 14 0 17	
Ribs, lb.	0 18 0 32	
Chucks, lb.	0 14 0 16	
Loins, whole, lb.	0 32 0 36	
Hips, lb.	0 20 0 22	
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 26 0 30	
Spring lamb, lb.	0 32	
Sheep, whole, lb.	0 16 0 20	
Above prices subject to daily fluctuations of the market.		

Heavy	0 28	0 29
<b>Bacon—</b>		
Skinned, rib, lb.	0 49	0 50
Boneless, per lb.	0 52	0 55
<b>Bacon—</b>		
Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 43	0 52
Roll, per lb.	0 29	0 30
Wiltshire (smoked sides), lb.	0 33	0 35
<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 28	
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.	0 44	
<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 Meats Selling Steadily**

**Toronto.**  
**COOKED MEATS.**—The demand for cooked meats is very moderate, cooked hams being in steady demand. The prices remain unchanged.

Bolled hams, lb.	0 47	0 50
Hams, roast, without dressing, lb.	0 50	0 52
Shoulders, roast, without dress-		
Head Cheese, 6s, lb.	0 12	0 14
Choice jellied ox tongue, lb.	0 55	
Jellied pork tongue	0 49	0 50
Above prices subject to daily fluctuations of the market.		

**Fresh Eggs Are Quoted Lower**

**Toronto.**  
**EGGS.**—There is a brisk demand for both fresh and storage eggs. Fresh eggs are arriving quite freely and lower prices are expected. Stocks of Ontario storage eggs are almost depleted and consequently quite a number are arriving from the American side.

<b>EGGS—</b>		
No. 1 storage, doz.	0 60	

Selects .....	0 66	0 68
Special new laids, in cartons .....	0 85	

Prices shown are subject to daily fluctuations of the market.

**Butter Market**

*a Little Easier*

Toronto.

BUTTER.—The butter market is slightly lower, fresh creamery prints being quoted at 66 to 69 cents, a drop of one cent a pound.

BUTTER—		
Creamery prints (fresh made).....	0 66	0 69
Dairy prints, fresh, lb. ....	0 58	0 60
Dairy prints, No. 1, lb. ....		0 56

**Cheese Market**

*is Unchanged*

Toronto.

CHEESE.—The cheese market is quite firm and sales are brisk.

CHEESE—		
Large .....	0 31	0 32½
Stilton .....	0 34	0 36
Twins 1c higher than large cheese. Triplets 1½c higher than large cheese.		

**Margarine is**

*in Good Demand*

Toronto.

MARGARINE.—The demand for margarine is steadily increasing, and especially the nut margarine. Prices are unchanged.

MARGARINE—		
1 lb. prints, No. 1 .....	0 36	0 37
Do., No. 2 .....	0 34	0 36
Do., No. 3 .....	0 30	0 31
Nut margarine, lb. ....	0 34	0 35

**Lard Prices**

*Have Advanced*

Toronto.

LARD.—The lard market is quite strong and prices have advanced 2½ cents a pound. There is a good demand.

LARD—		
Tierces, 400 lbs. lb. ....	0 31½	0 32
In 60-lb. tubs, ½ cent higher than tierces, pails ¼ cent higher than tierces, and 1 lb. prints, 2c higher than tierces.		

**Shortening is Up**

*a Cent a Pound*

Toronto.

SHORTENING.—There is a big demand for shortening and prices have advanced one cent a pound.

SHORTENING—		
Tierces, 400 lbs. ....	0 28	0 29

**Chickens Are Now**

*35 Cents a Pound*

Toronto.

POULTRY.—There is a good demand for all kinds of poultry and receipts are fairly heavy. Spring chickens are selling quite freely and show a slight advance in price.

Prices paid by commission men at Toronto:		
	Live	Dressed
Turkeys, old, lb. ....	—\$0 35	—\$0 45
Do., young, lb. ....	0 35	0 48
Roasters, lb. ....	0 22	0 28
Fowl, over 5 lbs. ....	0 29	0 32
Fowl, 4 to 5 lbs. ....	0 28	0 32
Fowl, under 4 lbs. ....	0 20	0 25
Ducklings, ¾ lbs. up .....	0 25	0 32
Geese .....	0 18	0 28
Guinea hens, pair .....	1 25	1 50
Spring chickens, live .....	0 25	0 32

Prices quoted to retail trade:—

	Dressed	
Hens, heavy .....	0 32	
Do., light .....	0 20	0 25
Chickens, spring .....	0 28	0 35
Ducklings .....	0 28	0 34
Geese .....	0 28	0 33
Turkeys .....		0 55

**Brisk Demand**

Toronto.

FISH.—There is an active demand for smoked and frozen fish. White fish is quoted one cent a pound higher this week and is the biggest seller on the market. Smoked ciscoes are selling at 18 cents a pound. Smoked haddies are quoted at 13 cents and fillets at 17 cents a pound.

FRESH SEA FISH.

Cod Steak, lb. ....	0 12	0 14
Do., market, lb. ....		0 07
Haddock, heads off, lb. ....		
Do., heads on, lb. ....	0 08	0 11
Halibut, chicken .....		

*For Fish*

Do., medium .....		
Fresh Whitefish .....		
Fresh Herring .....		
Flounders, lb. ....		
Oysters, No. 1 can .....		3 40
Do., No. 3 can .....	9 50	9 80
Do., No. 5 can .....		16 00
Blue Point oysters, 800s .....		15 75
Do., 1000s .....		14 00

FROZEN FISH

Salmon, Red Spring .....		0 24
Do., Cohoe .....	0 20	0 22
Do., Qualla .....	0 18	0 14
Halibut, chicken .....	0 18	0 19
Do., medium .....	0 20	0 21
Do., jumbo .....	0 19	0 20
Whitefish, lb. ....		0 12
Herring .....	0 05	0 09
Mackerel .....	0 12	0 13
Flounders .....	0 10	0 11
Trout .....	0 17	0 18
Pickarel, dressed .....	0 14	0 15
Smelts .....	0 16	0 25
Spanish Mackerel .....		0 30
Pike, round .....		0 10
Do., headless and dressed .....	0 10	0 11

SMOKED FISH

Haddies, lb. ....	0 12	0 13
Fillets, lb. ....		0 17
Kippers, box .....		2 40
Bloaters, box .....		2 25
Ciscoes, lb. ....		0 18

**WINNIPEG MARKETS**

**Bacon Prices**

*Are Unchanged*

Winnipeg.

PROVISIONS.—There is an active demand for all provisions, with prices holding steady.

Breakfast Bacon, 4-6-lb. average .....	0 51½	
Do., 6-8 lb. average .....	0 51½	
Do., 8-10 lb. average .....	0 51½	
Do., Bellies, 6-10 lb. average .....	0 41	
Do., 14-16 lb. average .....	0 39½	
Hams, 8-12 lb. average .....	0 37½	
Do., 12-16 lb. average .....	0 35	0 37½
Do., 16-20 lb. average .....	0 31½	0 34

**Butter Firm;**

*Prices Unchanged*

Winnipeg.

BUTTER.—Prices remain unchanged. Market steady and firm. Supplies have been better the past week. Prices are:

Finest creamery, 1s .....	0 69
Do., solids .....	0 68
Choice creamery, 1s .....	0 68
Do., solids .....	0 67
Dairy, finest, 1s .....	0 62
Do., solids .....	0 61
Margarine, 1-lb. prints .....	0 39
Do., solids .....	0 38

**Hog Market**

*Holding Steady*

Winnipeg.

The hog market remains very steady. Supplies are arriving more freely, with a steady demand reported.

**Eggs Are**

*Still Advancing*

Winnipeg.

EGGS.—Eggs show an advance of from one to two cents per dozen.

Choice, in cartons .....	0 72
No. 1 candled .....	0 61
Strictly fresh from farmers .....	0 92

**Lard Prices**

*Remain Firm*

Winnipeg.

LARD.—The lard market is very firm. The price quoted this week is 33½ cents per pound.

**Tallow Shows**

*Strong Advance*

Winnipeg.

TALLOW.—Tallow has been steadily advancing, which, as stated last week, was largely responsible for the recent advance in soaps.

Tallow, prime, per lb. ....	0 19½
Do., B, per lb. ....	0 15
Do., edible, refined—	
50-lb. tubs .....	11 85
20 lb. pails .....	5 20

**Fish is Steady;**

*Prices Unchanged*

Winnipeg.

FISH.—There is a very active demand for fish of all kinds. Prices are unchanged.

**VANCOUVER MARKETS**

**Butter Prices**

*Reported Steady*

Vancouver.

BUTTER.—The best creamery butter is selling at 73 cents per pound.

**Eggs At 65 Cents**

*Per Dozen*

Vancouver.

EGGS.—Local fresh are selling at 65 cents per dozen. There is an active demand.

**Margarine is**

*Much Easier*

Vancouver.

MARGARINE.—The market for margarine has declined two cents a pound, selling at 40 cents.

**Lard Remains**

*At Firm Prices*

Vancouver.

LARD.—The lard market is very firm now, selling at 32 cents per pound.





# DAVIES Wiltshire Bacon

Is the Kind of Bacon that Brings  
Customers Back to Your Store for More

**I**F YOU could see how carefully each side of Davies Wiltshire Bacon is selected and cured, then smoked just the right length of time over fragrant hardwood fires—which process not only preserves but actually *enhances* its sweet natural flavor—you would easily understand why this bacon is so much appreciated.

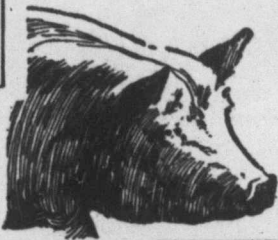
The Canadian housewife who is on the lookout for *good* bacon will be delighted to buy “Davies’ Wiltshire,” once she realizes how much superior it is to ordinary bacon—and one sale always leads to more.

Feature *Davies Wiltshire Bacon* in your provision department and watch your business grow !

THE **DAVIES** COMPANY  
WILLIAM LIMITED  
TORONTO

MONTREAL

CHICAGO



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**“The Greatest Seller of Its Kind in the World”**

**MORRIS & COMPANY, Chicago, U. S. A.**

CANADIAN DISTRIBUTORS:

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

**JAS. DALRYMPLE & SON**  
Montreal and  
Province of Quebec



## OLIVE BUTTER

Unquestionably appetizingly popular.

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

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

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

Sold and Manufactured by

**E. W. Jeffress, Limited**  
WALKERVILLE, ONT.

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



SALT PLANT, WINDSOR, ONTARIO

Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality than

**Windsor**  
**Table**  
**Salt**  
*Made in Canada*

**THE CANADIAN SALT CO., LIMITED**  
WINDSOR, ONT.



# Brunswick Brand Sea Foods

are Advertised on Front  
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These are only a few of the many lines we pack.  
Each line is a leader and you can recommend

## Brunswick Brand Sea Foods

to your most particular customers. Notice how  
attractive these packages are. They make nice  
counter displays. Make sure you have a com-  
plete stock of these delicious sea foods.

*Easy to Sell*

*Good Profits*

**CONNORS BROS.**

BLACK'S HARBOUR, N.B.

# The Quality First Marmalade

In times of prosperity like the present, people look first at *quality*.

## Shirriff's

### True Seville Orange Marmalade

is a quality article, as you will see for yourself when we tell you it is made from Seville oranges imported from Spain, and real cane sugar—nothing more, nothing less.

Its bitter-sweet true marmalade flavor wins lasting customers wherever it is tried. That is our experience.

Nowadays the quality article is the seller. In marmalades, its label bears the name Shirriff.

Good business suggests to you a trial order of a case or two.

We have available for our dealers attractive new window cards which will be sent on request.



**Imperial Extract Company**  
Toronto - Ontario

## There's Money in your Old Bags

if you sell them to us. Just gather them together and send them to us. We pay the highest price for old Jute Sugar Bags and Cotton Liners.



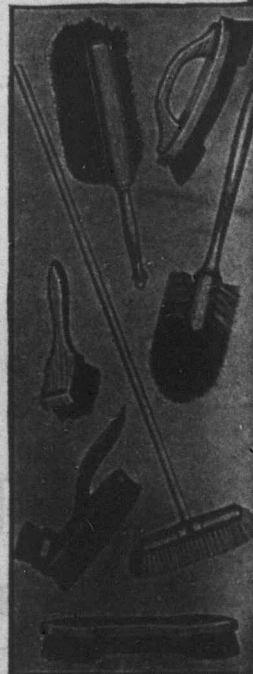
(Regular market—no quantity too small or too large).  
Scientific Reclamation of Commercial Waste

# E-PULLAN

TORONTO

# KEYSTONE

## HOUSEHOLD BRUSHES



"Keystone" Household Brushes are the right brushes for you to stock and push—because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write

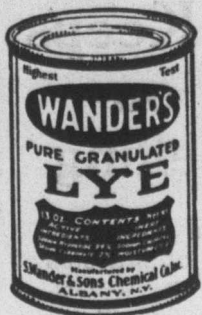
**Stevens-Hepner Co., Limited**  
Port Elgin, Ont.

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

STEVENS-HEPNER CO.  
PORT ELGIN, ONT.



HANDY SNAP TOP



A LYE that is TRUE

# Sanitary **WANDER'S** Products

NOW IS THE TIME

**WANDER'S** CHLORINATED LIME & **WANDER'S** HIGHEST TEST LYE

SELL FASTEST

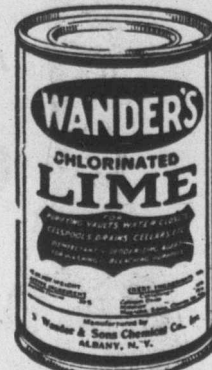
THEIR DAILY USE KEEPS THE HOME SANITARY

**S. WANDER & SONS CHEMICAL CO., Inc.**

Main Office and Factory : **ALBANY, N.Y.**

Represented by **OPPENHEIMER BROS.** and  
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HANDY SNAP TOP



Kills Germs Bleaches  
Destroys Odor

## RICE

## RICE FLOUR

## RICE MIDDLINGS

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

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

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

# The Beef Cubes that sell

OXO Cubes sell themselves. All you need do is to bring them to the notice of your customers. Their handiness—goodness and economy make an immediate appeal to all classes—men and women—rich and poor alike.

Once a customer buys OXO Cubes you are sure of repeat orders.

Millions of OXO Cubes are being sent out to meet the huge demand created by our extensive advertising.

Let us help you to get your share of the big things we are doing.

### Oxo Limited

Montreal 356 St. Antoine Street  
Toronto 441 King St. West  
Winnipeg 203 Bon Accord Block  
and  
London, England

# OXO CUBES



## A New Drink Champagne de Pomme

Made from the juice of Canadian apples. A most delicious and refreshing drink.

Put up in pints, bottles or splits.

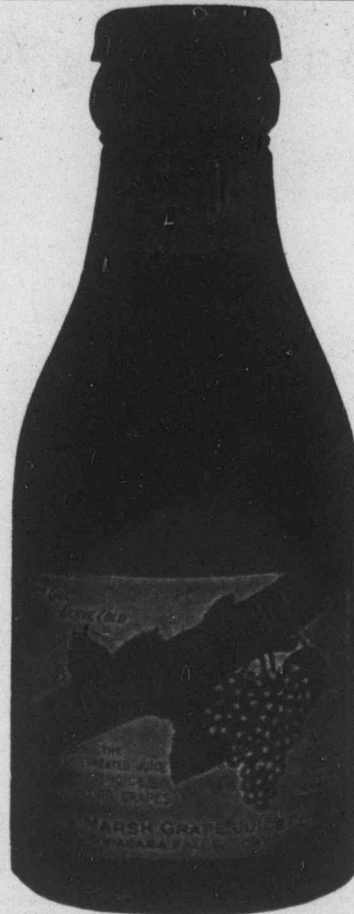
Every grocery store in Canada can sell this delicious beverage.

Packed 2 doz. to the case.

Order from your wholesaler or direct to

**Cie Canadien Importations**

140 St. Catherine St. E., Montreal



## It Keeps on Selling

The popularity of Marsh's never wanes. People who buy it once buy it regularly.

And there's a good profit in every sale. Are you well supplied?

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

Agents for Ontario, Quebec and Maritime Provinces:

**The McLaren Imperial Cheese Company Limited**  
Toronto and Montreal

*It's Profitable Because—*



**100%  
PURE**



Better to sell this branded, bottled vinegar than the bulk article. No waste—no loss—no deterioration. Easily handled—makes fine display. Quality guaranteed.

**RETAILS**  
15c and 25c

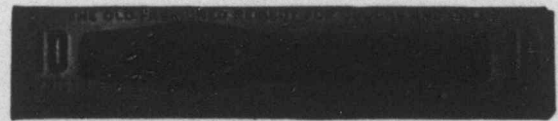
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Write us or ask your jobber for trade prices.

**Y & S**

**STICK LICORICE**

in 10c Cartons



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

Made in Canada by

**National Licorice Company**  
MONTREAL



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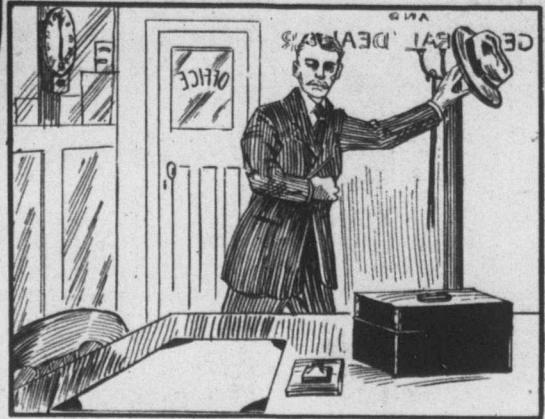


Everything disorder and worry.

*Why Spend, Money, Time and Energy  
in Keeping Credit Records?*



**THIS**



Everything in order and contentment.

*If You Must Keep Credit Records,  
Then*

**THE SECURITY ENVELOPE FILE CHECK SYSTEM OF KEEPING ACCOUNTS**

Will save your Money, Time and Energy and give you PROTECTION.  
The cost is small, and we will be glad to send you our Catalogue explaining in detail and also tell you what our customers have to say about it.

**EASTERN CANADA**  
The Security Envelope File Check System  
29 Ontario St. - Stratford, Ont.



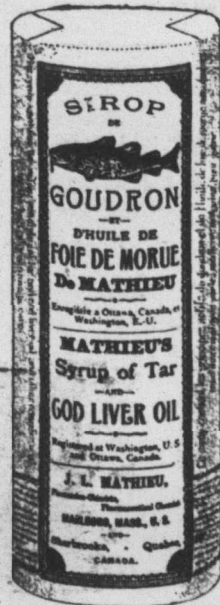
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The Western Distributors  
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**Sani-Flush**  
(TRADE MARK REGISTERED)

*Sani-Flush* is a necessity for cleaning water-closets. It is a staple article in millions of homes, and is used in large quantities in schools, hospitals and public buildings.

Any retail merchant can work up *Sani-Flush* business by soliciting the managers or superintendents of local buildings. Such users of *Sani-Flush* will be likely to purchase it by the case.

**Harold F. Ritchie & Co.**  
LIMITED  
10-12-14 McCaul St.  
TORONTO, ONT.



**For Winter's  
Coughs and  
Colds**

You cannot recommend a more reliable and well-known cough remedy than Mathieu's Syrup of Tar and Cod Liver Oil.

There is a handsome little profit waiting for you, Mr. Grocer, so why not stock up now and cash in on a big demand.

**J. L. Mathieu Co.**  
PROPRIETORS  
SHERBROOKE - QUEBEC

# THEY STOP THE LEAKS

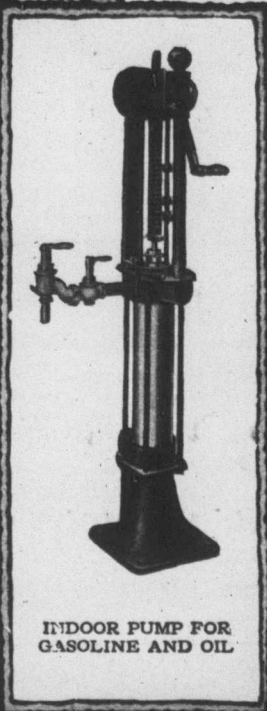
Even the little leaks in business play havoc with profits. Present every day—so easily unnoticed—yet they amount up in the year's total.

LOOK INTO YOUR OIL BUSINESS, Study it—you will find great opportunity for improvement and profit—Cut out all unnecessary labor—offensive oil odors in the store. By installing

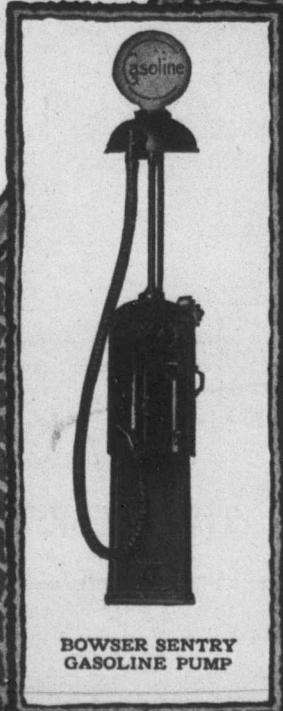
## **BOWSER** Oil Storage Outfits

you make oil as easy, clean and pleasant to handle as tea or coffee. The BOWSER is accurate—always ready for use—no costly up-keep—Makes your profits sure. *Write us.*

**S. F. BOWSER COMPANY, Ltd.**  
66-68 Fraser Ave., TORONTO, ONT.



INDOOR PUMP FOR GASOLINE AND OIL



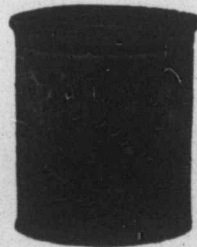
BOWSER SENTRY GASOLINE PUMP



# Malcolm Milk Products

are pure, safe milk products of outstanding quality, made by an all-Canadian firm in a Canadian factory employing Canadian workmen.

In selling Malcolm Milk products you are offering your customers the highest standard milk products, every can of which is backed by an unlimited Malcolm guarantee of purity.



There is a good profit on Malcolm lines and a steady call that is increasing daily. Stock up with these all-Canadian products of known quality and be safe.



## THE MALCOLM CONDENSING CO., LTD.

St. GEORGE, Ontario

*All-Canadian Condensed Milk Company*





# VLIT

## THE TIME AND LABOR-SAVING FURNITURE POLISH

**Vlit  
Lessens  
Indoor  
Toil**

**Prevents dry rot  
and fills hair cracks**

**Improves all wood-  
work**



**Best and**

**Sold only through the  
Wholesalers and Jobbers]**

**R. C. HANNAN, Manager ]  
(Formerly with Thomas J. Lipton)**



**VLIT**  
FURNITURE & AUTOMOBILE  
**POLISH**  
Velvet Finish Instantaneous,  
Lighter Labour, Troubles Over.

VLIT is guaranteed to polish Paints, Varnishes, Enamelware, Pianos, Floors and Furniture. Also Burlap, Linoleum, Fancy Leathers and other things too numerous to mention.

VLIT does not contain one drop of acid which is the great destroyer of furniture.

VLIT prevents mud from adhering to automobiles.

VLIT makes old cars look new.

VLIT licks up dirt and polishes in one movement.

**VLIT must make good or we will**

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**Made in Canada**

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Direction-- Shake bottle, moisten lightly a soft clean cloth, rub briskly four or five movements are sufficient, when a brilliant polish is the result DO NOT use a second cloth to polish.

**The VLIT MFG. CO., Ltd.**  
MONTREAL

**Velvet Finish  
Lighter Labor  
Instantaneous  
Troubles Over**

**A genuine furniture  
food**

**Contains no kerosene  
nor acids**

**Non-inflammable**



**Goes Farthest**

**Order Today**

**THE VLIT MANUFACTURING  
CO., LTD.  
223 McGill St. MONTREAL  
Main 4927**

# KING GEORGE'S NAVY

**CHEWING  
TOBACCO**

**pleases the veteran as well  
as the novice**

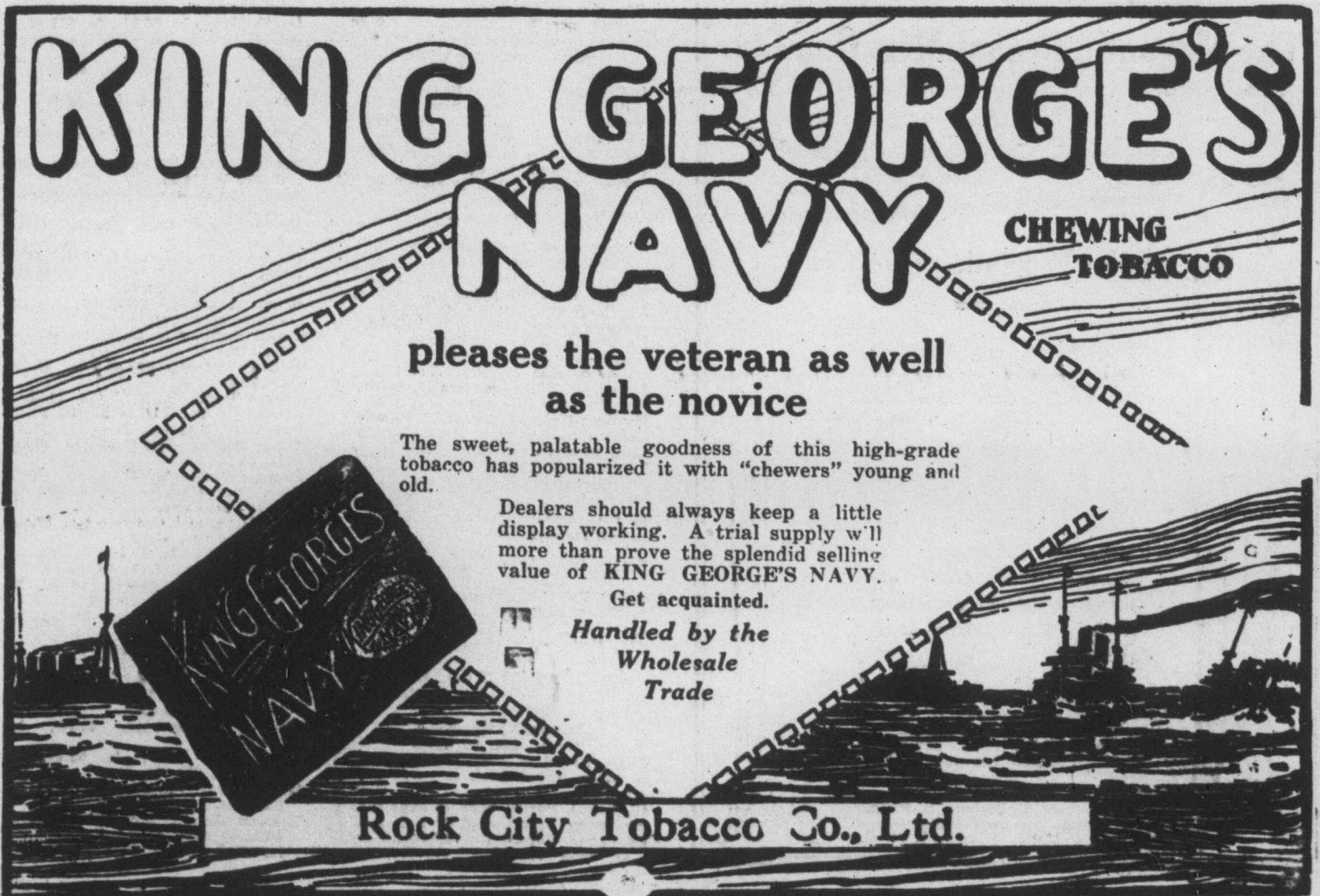
The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

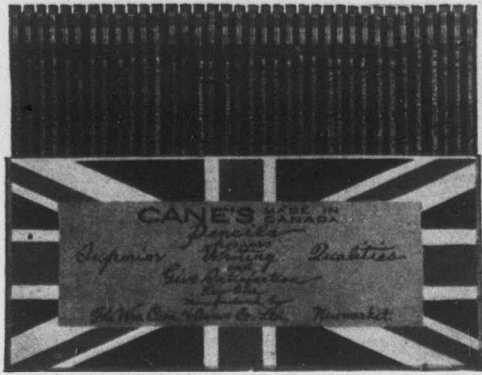
Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

Get acquainted.

*Handled by the  
Wholesale  
Trade*

**Rock City Tobacco Co., Ltd.**





## 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.

## 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: Boivin & Grenier, Quebec. Delorme Freres, 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.



## QUOTATIONS FOR PROPRIETARY ARTICLES

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

### JAMS DOMINION CANNERS, LTD.

Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.  
Guaranteed Fresh Fruit and  
Pure Sugar Only.  
Screw Vac. Top Glass Jars, 16 oz.  
glass, 2 doz. case. Per doz.  
Strawberry .....\$4 80  
Currant, Black ..... 4 50  
Pear ..... 3 90  
Peach ..... 3 90  
Plum ..... 3 70  
Raspberry, Red ..... 4 50  
Apricot ..... 4 00  
Cherry ..... 4 30  
Gooseberry ..... 4 00

"AYLMER" PURE ORANGE  
MARMALADE Per doz.  
Tumblers, Vacuum Top, 2  
doz. in case .....\$2 30  
12 oz. Glass, Screw Top, 2  
doz. in case ..... 2 55  
16 oz. Glass, Screw Top, 2  
doz. in case ..... 3 25  
16 oz. Glass, Tall, Vacuum,  
2 doz. in case ..... 3 25  
2's Tin, 2 doz. per case ..... 4 80  
4's Tins, 12 pails in crate,  
per pail ..... 0 78  
5's Tin, 8 pails in crate, per  
pail ..... 0 97  
7's Tin or Wood, 6 pails in  
crate ..... 1 36  
30's Tin or Wood, one pail in  
crate, per lb. .... 0 20

### PORK AND BEANS "DOMINION BRAND"

Per doz.  
Individual Pork and Beans,  
Plain, 75c, or with Sauce,  
4 doz. to case .....\$0 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 case ..... 1 52½  
2½'s Tall, Plain, per doz. .... 2 00  
Tomato or Chili Sauce ..... 2 35  
Family, Plain, \$1.75 doz.; Family,  
Tomato Sauce, \$1.95 doz.; Family,  
Chili Sauce, \$1.95 doz. The above  
2 doz. to the case.

### CATSUPS—In Glass Bottles

Per doz.  
½ Pts., Aylmer Quality .....\$1 90  
12 oz., Aylmer Quality ..... 2 35  
Per Jug  
Gallon Jugs, Aylmer Quality .....\$1 62½  
Per doz.  
Pints, Delhi Epicure .....\$2 70  
½ Pints, Red Seal ..... 1 45  
Pints, Red Seal ..... 1 90  
Qts., Red Seal ..... 2 45  
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...\$9 80  
Reindeer Brand, each 48 cans. 9 35  
Silver Cow, each 48 cans ..... 8 60  
Gold Seal, Purity, each 48 cans 8 45  
Mayflower Brand, each 48 cans 8 45  
Challenge Clover Brand, each  
48 cans ..... 7 95

### EVAPORATED MILK

St. Charles Brand, Hotel, each  
24 cans .....\$7 15  
Jersey Brand, Hotel, each 24  
cans ..... 7 15  
Peerless Brand, small, each 24  
cans ..... 3 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 20  
Jersey Brand, small, each 48  
cans ..... 3 30  
Peerless Brand, small, each, 48  
cans ..... 3 30

### CONDENSED COFFEE

Reindeer Brand, large, each  
24 cans .....\$6 50  
Reindeer Brand, small, each  
48 cans ..... 6 50  
Cocoa, Reindeer Brand, large,  
each 24 cans ..... 6 25  
Reindeer Brand, small, 48 cans 6 50

### W. CLARK, LIMITED, MONTREAL

Compressed Corn Beef—¼s, \$2.90;  
1s, \$4.90; 2s, \$8.95; 6s, \$31.75.  
Lunch Ham—1s, \$6.95; 2s, \$12.50.  
Ready Lunch Beef—1s, \$4.80; 2s,  
\$8.95.  
English Brawn — ¼s, \$2.95; 1s,  
\$4.25; 2s, \$8.50.  
Boneless Pig's Feet—¼s, \$2.95; 1s,  
\$4.25; 2s, \$8.50.  
Ready Lunch Veal Leaf—¼s, \$2.45;  
1s, \$4.45.  
Ready Lunch Beef-Ham Leaf—¼s,  
\$2.45; 1s, \$4.45.  
Ready Lunch Beef Leaf—¼s, \$2.45;  
1s, \$4.45.  
Ready Lunch Asst. Loaves — ¼s,  
\$2.50; 1s, \$4.50.  
Geneva Sausage—1s, \$4.45; 2s, \$8.75.  
Roast Beef—¼s, \$2.90; 1s, \$4.90;  
2s, \$8.95; 6s, \$31.75.  
Roast Mutton—1s, \$6.25; 2s, \$11.75;  
square cans, \$42.  
Boiled Mutton—1s, \$6.25; 2s, \$11.75;  
6s, \$42.  
Jellied Veal—¼s, \$8.35; 1s, \$4.90;  
2s, \$9.25.  
Cooked Tripe—1s, \$2.95; 2s, \$4.95.  
Stewed Ox Tail—1s, \$3.25; 2s, \$4.45.  
Stewed Kidneys—1s, \$4.45; 2s, \$8.45.  
Mince Collops—¼s, \$1.95; 1s, \$3.95;  
2s, \$6.75.  
Sausage Meat—1s, \$3.95; 2s, \$7.95.  
Corn Beef Hash — ¼s, \$1.90; 1s,  
\$3.20; 2s, \$5.90.  
Beef Steak and Onions—¼s, \$2.90;  
1s, \$4.80; 2s, \$8.90.  
Jellied Hocks—2s, \$9.25; 6s, \$30.  
Irish Stew—1s, \$2.90; 2s, \$5.90.  
Cambridge Sausage—1s, \$4.45; 2s,  
\$8.75.  
Boneless Chicken—¼s, \$6.95; 1s,  
\$11.45.  
Boneless Turkey — ¼s, \$6.95; 1s,  
\$11.45.  
Ox Tongue—¼s, \$4.95; 1s, \$12.00;  
1½s, \$18.50; 2s, \$28.95; 3½s,  
\$44.00; 6s, \$60.00.  
Lunch Tongue—¼s, \$4.90; 1s,  
\$10.45.  
Mince Meat (tins)—1s, \$3.45; 2s,  
\$5.45; 5s, \$15.95.  
Mince Meat (bulk)—5s, 23c; 10s,  
27c; 25s, 26c; 50s, 26c.  
Chateau Brand Pork and Beans,  
with Tomato Sauce—Ind., \$1.05;  
1s, \$1.65; 2s, \$2.25; 3s, \$3.50.







**For [the Present] Year  
Make it Your Resolution**

to always have on your shelves a stock of

**Mapleine**

You need the flavoring with the maple taste—enjoyed and craved by young and old alike. The Mapleine flavor is so good in cakes, icings, sauces, desserts and candies. It makes delicious maple-tasting syrup for hot cakes and waffles—prepared instantly at a 50% saving.

Order now of your jobber or

**F. E. Robson & Co., 25 Front St. East, Toronto  
Mason & Hickey Box 2949 - Winnipeg**

M-491

**Dole Bros Hops. & Malt Co.**

BOSTON, MASS., U.S.A.

**“SUPERIOR” BRAND HOPS**

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

**R. E. BOYD & COMPANY**

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

**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.



**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 & Manson, 839 Beatty Street, Vancouver.

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.  
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Chicken, \$1.60; Mock Turtle, \$1.25; Tomato, \$1.45; Vermicelli Tomato, \$1.30; Mulligatawny, \$1.30; Soups and Bouilli, 6s, \$14.45.  
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75; 6s, \$8; 12s, \$16.  
Plain Sauce, Pink Label—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s (talls), \$2.75; 6s, \$8; 12s, \$15.  
Chili Sauce (red and gold label)—Ind., 95c; 1s, \$1.10; 1 1/2s, \$1.45; 2s, \$1.90; 3s, \$2.75.  
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.  
Sliced Smoked Beef—1/2s, \$2.45; 1s, \$3.45; 4s, \$24.  
Canadian Boiled Dinner—1s, \$2.45; 2s, \$4.95.  
Peanut Butter — 1/4s, \$1.90; 1/2s, \$2.45; 1s, \$3.40; in pails, 5s, 31c; 12s, 29c; 24s, 28c; 50s, 28c.  
**HARRY HORNE & CO.,**  
Toronto, Ont.

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

**B.C. HOPS**  
Dominion Brand, quarters, per short weight pound ..... 0 30  
Dominion Brand, halves, per short weight pound ..... 0 20  
Maple Leaf Brand, 1/4 lb. packages, per full weight pound 0 40  
Maple Leaf Brand, 1/2 lb. packages, per full weight pound 0 30

**COLMAN'S OR KEEN'S MUSTARD**  
Per doz. tins  
D.S.F., 1/4-lb. .... \$2 00  
D.S.F., 1/2-lb. .... 5 30  
D.S.F., 1 lb. .... 10 40  
F.D., 1/4-lb. ....

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

**CANADIAN MILK PRODUCTS, LIMITED,**  
Toronto and Montreal

**KLIM**  
Hotel ..... \$20 00  
Household size ..... 9 00  
F.o.b. Ontario jobbing points, east of and including Fort William.

**THE CANADA STARCH CO., LTD.**  
Freight allowance not to exceed 50c per 100 lbs., to other points, on 5-case lots or more.  
Manufacturers of the Edwardsburg Brands Starches  
Laundry Starches—  
Boxes Cents  
40 lbs., Canada Laundry... \$0 10  
100-lb. kegs, No. 1 white... 0 10 1/2  
200-lb. bbls., No. 1 white... 0 10 1/2  
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. 0 12  
40 lbs., Benson's Enamel, (cold water), per case... 3 25  
Celluloid, 45 cartons, case... 4 70  
Culinary Starch.  
40 lbs., W. T. Benson & Co.'s Celebrated Prepared .... 0 11 1/4  
40 lbs. Canada Pure or Challenge Corn ..... 0 10 1/4  
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs. .... 0 16 1/2  
(20-lb. boxes, 1/4c higher, except potato flour.)

**CROWN BRAND CORN SYRUP**  
2-lb. tins, 2 doz. in case... 5 45  
5-lb. tins, 1 doz. in case... 6 95  
10-lb. tins, 1/2 doz. in case... 5 75  
20-lb. tins, 1/4 doz. in case... 5 70  
(Prices in Maritime Provinces 10c per case higher.)  
Barrels, about 700 lbs. .... 0 00 1/4  
Half bbls., about 350 lbs. .... 0 00 1/2

**LILY WHITE CORN SYRUP**  
2-lb. tins, 2 doz. in case... \$5 95  
5-lb. tins, 1 doz. in case... 6 55  
10-lb. tins, 1/2 doz. in case... 6 25  
20-lb. tins, 1/4 doz. in case... 6 20  
(5, 10, and 20-lb. tins have wire handles.)

**GELATINE**  
Cox's Instant Powdered Ge-

latine (2-qt. size), per doz. 1 50  
**INFANTS' FOOD**  
**MAGOR, SON & CO., LTD.**  
Robinson's Patent Barley—Doe.  
1 lb. .... \$4 00  
1/2 lb. .... 2 00  
Robinson's Patent Groats—  
1 lb. .... 4 00  
1/2 lb. .... 2 00

**NUGGET POLISHES** Doe.  
Polish, Black, Tan, Toney Red and Dark Brown ..... \$1 15  
Card Outfits, Black and Tan 4 15  
Metal Outfits, Black and Tan 4 25  
Creams, Black and Tan ..... 1 25  
White Cleaner ..... 1 25

**IMPERIAL TOBACCO CO. OF CANADA, LIMITED**  
**EMPIRE BRANCH**  
Black Watch, 10s, lb. .... \$1 20  
Robs, 12s ..... 1 00  
Currency, 12s ..... 1 00  
Stag Bar, 9s, boxes, 6 lbs. .... 1 00  
Pay Roll, thick bars ..... 1 25  
Pay Roll, plugs, 10s, 6-lb. 1/4 caddies ..... 1 25  
Shamrock, 9s, 1/2 cads., 12 lbs., 1/4 cads., 6 lbs. .... 1 00  
Great West Pouches, 9s, 2-lb. boxes, 1/2 and 1-lb. lunch boxes ..... 1 30  
Forest and Stream, tins, 9s, 2-lb. cartons ..... 1 44  
Forest and Stream 1/4c, 1/2c, and 1-lb. tins ..... 1 50  
Forest and Stream, 1-lb. glass humdors ..... 1 75  
Master Workman, 2 lbs. .... 1 12  
Master Workman, 4 lbs. .... 1 12  
Derby, 9s, 4-lb. boxes ..... 1 00  
Old Virginia, 12s ..... 1 50  
Old Kentucky (bars), 8s, boxes, 5 lbs. .... 1 25

**JELL-O**  
Made in Canada  
Assorted case, contains 4 doz. \$5 40  
Lemons, 2 doz. .... 2 70  
Orange, 2 doz. .... 2 70  
Raspberry, 2 doz. .... 2 70  
Strawberry, 2 doz. .... 2 70  
Chocolate, 2 doz. .... 2 70  
Cherry, 2 doz. .... 2 70  
Vanilla, 2 doz. .... 2 70  
Weight, 8 lbs. to case. Freight rate second class.

**JELL-O ICE CREAM POWDERS**  
Made in Canada.  
Assorted case, contains 2 doz. \$2 70  
Chocolate, 2 doz. .... 2 70  
Vanilla, 2 doz. .... 2 70  
Strawberry, 2 doz. .... 2 70  
Unflavored, 2 doz. .... 2 70  
Weights, 11 lbs. to case. Freight rate second class.

**BLAU**  
Keen's Oxford, per lb. .... \$ 24  
In cases 12-12 lb. boxes to case ..... 0 25

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

**COCOA**  
Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz. .... \$5 25  
Perfection, 1/4-lb. tins, doz. .... 1 45  
Perfection, 1/2-lb. tin, doz. .... 2 76  
Perfection, 10s size, doz. .... 1 10  
Perfection, 5-lb. tins, per lb. 0 42  
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz. .... 3 00  
Soluble Cocoa Mixture (Sweetened), 5 and 10-lb. tins, per lb. .... 0 26  
(Unsweetened Chocolate)  
Supreme Chocolate, 12-lb. boxes, per lb. .... 0 41  
Supreme Chocolate, 10c size, 2 doz. in box, per box ..... 1 90  
Perfection Chocolate, 10c size, 2 doz. in box, per box ..... 1 90

**SWEET CHOCOLATE** Per lb.  
Eagle Chocolate, 1/4s, 6-lb. boxes ..... 0 32  
Eagle Chocolate, 1/4s, 6-lb. boxes, 25 boxes in case... 0 31  
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case 0 32  
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33  
Diamond Crown Chocolate, 28 cakes in box ..... 1 10

**CHOCOLATE CONFECTONS**  
Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. .... \$0 45  
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. .... 0 45

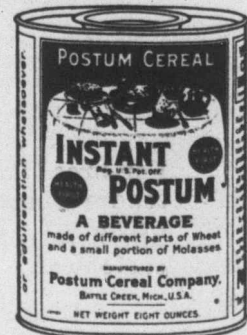


# Besides Health Reasons that turn so many new buyers to Instant Postum

—reasons of price and convenience are turning many others to this satisfying table drink.

**Our advertising never lets up**

Isn't it just common sense to keep well stocked on Instant Postum to meet the certain and steady demand?



*The Sale is Guaranteed*

*A. Escoffier*



**MONSIEUR A. ESCOFFIER**, of the Carlton Hotel, London, is the world's most eminent food expert, personally supervising the manufacture of all his wonderful creations, which are prepared from the finest ingredients obtainable, regardless of cost and exquisitely blended in silver vessels, under conditions of spotless cleanliness.

## SIX DAINTIES FROM ENGLAND

The ESCOFFIER

**SAUCE  
DIABLE**

For Grilled Soles and Fish dishes.

The ESCOFFIER

**SAUCE  
ROBERT**

For Chops and Steaks.

The ESCOFFIER

**SAUCE  
MELBA**

For Sweet Puddings and Fruit dishes.

The ESCOFFIER

**PICKLES**

Delightfully mild and appetising.

The ESCOFFIER

**CHUTNEY**

Mons. Escoffier's own blending.

The ESCOFFIER

**MEAT and  
FISH  
PASTES**

For prices of these and other Escoffier specialties, write:  
**ARGYLL BUTE LTD., 357 St. Catherine St. W., Montreal**

**ESCOFFIER LIMITED, 6 Ridgmount St., LONDON, ENG.**

A B. C. Code, 5th Edition.

# CHICKEN HADDIES

(Lily Brand)

For breakfast you could not get a more delicious dish than a fillet of tender Chicken Haddies.

Try it in your own home and we know you will suggest them to your customers. A dainty dish for the Lenten season.



Packed 48 ones to the case

Packed at Canso, N.S., by the  
**Maritime Fish Corporation**  
 Limited

Head Office and  
 Sales Department, Montreal

Plants at Canso  
 and Digby, N. S.

Packers of the celebrated MAPLE LEAF  
 Canned Codfish Flakes



# Ludella

---

Here's a bang up tea. You who are not handling it would be surprised, we feel sure, if you will only look into the quality of our Ludella. The Blue label which sells at 60c. over the counter is a splendid all round tea and dealers who are selling it are getting a fine business and giving the people something which will bring them back to the store. For it is hardly possible to give them an article at 60c. which is equally as good as other lines which are selling at 70c. without putting a desire in their minds to come back for more.

Try it on.

	Cost	Sell
Ludella Blue label $\frac{1}{2}$ s & 1s	50	60

*SEND US A TRIAL ORDER*

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

# SIMMS LITTLE BEAUTY BROOM



is a broom  
that appeals  
to every housekeeper

It is 6 ounces lighter than the ordinary broom, which means a great saving of strength to the sweeper who uses "Little Beauty."

It is built to wear and does not shed its stock all over the floor.

The handle of "Little Beauty" is piano finished, making it moisture-proof and does not blister the hands.

"Little Beauty" is perfectly balanced, which, with its lightness, takes the drudgery out of sweeping.

It will sell on sight, as will the rest of the Simms line of

- Scrubbing Brushes
- Stove Brushes
- Shoe Brushes
- Lather Brushes
- Brooms
- Whisk Brooms
- Paint Brushes

For particulars and prices write our nearest branch.

## T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office: St. John, N.B.

Montreal London Toronto

Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.....	0 45
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.....	0 41
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.....	0 41
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.....	0 36
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.....	0 41
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.....	0 36
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
<b>NUT MILK CHOCOLATE, ETC.</b>	
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb.....	0 46
Nut Milk Chocolate, 1/4s, wrapped, 4-lb. box, 36 boxes in case, per lb.....	0 47
Fruit and Nut or Nut Milk Chocolates, lbs., unwrapped, 6-lb. box, 5 div, to cake, 32 boxes to case, lb.....	0 43
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box.....	2 35
Fruit and Nut Milk Chocolate, 2-lb. cakes, each 20 divisions, 3 cakes to box, 32 boxes to case, per box.....	2 50
Fruit and Nut Milk Chocolate Slabs, per lb.....	0 42
Milk Chocolate Slabs, with Assorted Nuts, per lb.....	0 43
Plain Milk Chocolate Slabs, per lb.....	0 42
<b>MISCELLANEOUS</b>	
Maple Buds, fancy, nearly 1 lb., 1/2 doz. in box, per doz.....	36 00
Maple Buds, fancy, 1/2 lb., 1 doz. in box, per doz.....	3 00
Assorted Chocolate, 1 lb., 1/2 doz. in box, per doz.....	6 00
Assorted Chocolate, 1/2 lb., 1 doz. in box, per doz.....	3 00
Chocolate Ginger, full 1/2 lb., 1 doz. in box, per doz.....	4 35
Crystallized Ginger, full 1/2 lb., 1 doz. in box, per doz.....	4 35
Active Service Chocolate, 1/4s, 4-lb. box, 24 boxes in case, per lb.....	0 46
Triumph Chocolate, 1/4s, 4-lb. boxes, 35 boxes in case, per box.....	0 47
Triumph Chocolate, 1/2-lb. cakes, 4 lb., 35 boxes in case, per lb.....	0 46
Chocolate Cent Sticks, 1/2 gr. boxes, 30 gr. in case, per gross.....	1 15
120-1c Milk Chocolate Sticks, 60 boxes in case.....	80 00
<b>5c LINES</b>	
Toronto Prices	
Per box	
Filbert Nut Bars, 24 in box, 60 boxes in case.....	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case.....	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case.....	0 95
Ginger Bars, 24 in box, 50 boxes in case.....	0 95
Fruit Bars, 24 in box, 50 boxes in case.....	0 95
Active Service Bars, 24 in box, 50 boxes in case.....	0 95
Victory Bar, 24 in box, 60 boxes in case.....	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.....	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case.....	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.....	1 00
Maple Buds, 5c display boxes, 5c pyramid packages, 5c glassine envelopes, 4 doz. in box.....	1 90
<b>W. K. KELLOGG CEREAL CO.</b>	
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.....	3 50
Kellogg's Shredded Krumbles, Ind.....	2 00
Kellogg's Krumbled Bran.....	1 85
<b>BRODIE AND HARVIES</b>	
XXX Self-Raising Flour, 6 lb. packages, doz.....	35 70
Do., 3 lb.....	2 90
Superb Self-Raising Flour, 6 lb.....	5 50
Do., 3 lb.....	2 80
Crescent Self-Raising Flour, 6 lb.....	5 60
Do., 3 lb.....	2 85
Perfection rolled oats (50 oz.).....	3 00
Brodie's Self-Raising Pancake Flour, 1 1/2 lb. pack., doz.....	1 50
<b>BLACKWOODS' BAKING POWDER</b>	
Per doz.	
8-oz. tins, 4 doz. to case.....	\$ 1 50
12-oz. tins, 4 doz. to case.....	2 25
16-oz. tins, 4 doz. to case.....	2 50
Qt. Sealers, 1 doz. to case.....	5 00
3-lb. tins, 1 doz. to case.....	6 50
5-lb. tins, 1 doz. to case.....	10 50
<b>CORDIALS</b>	
Black Cherry St. Julien Claret	
Mondago Port Grape Wine	
Hot Todd Ginger Wine	
Sloe Gin Creme de Menthe	
Packed 1 doz. qts. to case.....	\$4 50
Bulk, per gallon.....	1 85
<b>LIQUEURS</b>	
H. T. Special Ginger	
Creme de Menthe Black Cherry	
Hot Todd Port	
Grape Claret	
Sloe Gin Trunch Eaux	
Packed 1 doz. qts. to case.....	\$4 85
Bulk, per gallon.....	2 85
<b>CONCENTRATED FRUIT CIDERS</b>	
Orange Cherry	
Peach Loganberry	
Lemon Strawberry	
Grape Raspberry	
Blackberry	
Packed 24, 2 1/2-lb. tins to case.....	\$7 20
Apple, pkd. 24, 2 1/2-lb. tins to case.....	7 40
<b>EXTRACTS</b>	
Blackwoods' Government Standard. All flavors. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$1 75 2 00 3 25 5 75 11 25	
Heather Brand. Fifty per cent. over Government Standard. Per doz.—	
2-oz. 2 1/2-oz. 4-oz. 8-oz. 16-oz.	
\$2 25 2 60 4 25 7 50 14 00	
<b>OYSTER COCKTAILS</b> Per doz	
Packed 5-doz. 4-oz. bottles to case.....	\$0 35
<b>OLIVES</b> Per doz	
Queens, packed 24, 8 oz. to case.....	\$2 20
Queens, packed 24, 16 oz. to case.....	3 35
Pimento Stuffed, 24, 8 oz. to case.....	3 00
Pimento Stuffed, 24, 16 oz. to case.....	4 50
<b>BLACKWOODS' DE LUXE PICKLES</b>	
Oss. 10 16 18 20 Qts.	
Sr. Mix.....	2.25 3.15 3.35 3.75 4.65
Chow.....	2.35 3.25 3.40 3.85 4.90
Onions.....	3.45
Gherkins.....	3.50
Sw. Mix.....	2.50 3.35 3.60 4.00 5.15
Sw. Onions.....	3.75
Sw. Gherkin.....	3.75
F.o.b. jobbing points add the following freight per dozen:—	
10 oz., 10c; 16 oz., 15c; 18 oz., 20c; 20 oz., 25c; qts., 30c.	
<b>PICKLES IN TINS</b> Per doz.	
Sr. Mix, 2 1/2-lb. tins.....	\$3 25
Chow, 2 1/2-lb. tins.....	3 40
Sw. Mix, 2 1/2-lb. tins.....	3 50
Sr. Gherkin, 2 1/2-lb. tins.....	4 25
Sw. Gherkin, 2 1/2-lb. tins.....	4 50
Dilla, 2 1/2-lb. tins.....	2 50
Kraut, 2 1/2-lb. tins.....	1 90
<b>PICKLES IN BULK</b>	
Spring Top Gallen Jars	
Sr. Mix.....	\$1 15
Chow.....	1 25
Sw. Mix.....	1 40
Dilla.....	1 10
Pails 1 gal. 5 gal. 5 gal.	
Sr. Mix.....	\$1 40 \$2 60 \$4 60
Chow.....	1 45 3 25 4 90
Sw. Mix.....	1 70 4 25 6 50
<b>RELISHES</b> Per doz.	
Horse Radish, 10-oz. bottle.....	\$2 40
English Picalilli, 8-oz.....	2 25



## Florida Grape Fruit

We are in receipt of another car

# Stripes Brand

Exceptionally heavy pack—juicy and finest flavor. We are exclusive handlers of this famous Brand.

## Pet Brand Sunkist Navel Oranges

Beginning Monday we will handle regular cars of this Brand—Which we think is the best Brand of Sunkist Oranges coming to the Market.

Yours for quality service.

**WHITE & Co., Limited**  
Fruits & Fish  
Toronto & Hamilton

## Winter Bananas Our Specialty

Absolutely the best fruit you can obtain. Special packing during cold weather. Let us have a standing order for what you require.

Golden Orange Brand  
Navels

Florida Grape Fruit—Bright, heavy packing

Western Box Apples—All Best Winter Varieties

Frozen and Smoked Fish  
Oysters

Potatoes, Carrots, Beets, Parsnips, Turnips, Cabbage, Onions

*The House of Quality*

**Hugh Walker & Son**  
Limited

Guelph

Established 1861

Ontario

# Brooms

# Brushes

# Baskets

**Walter Woods & Co.**  
Hamilton and Winnipeg

Wishing you a Prosperous New Year



Went to War  
1914  
Home Again.

I have my old job back, saving Mrs. Housewife all the trouble of making her coffee. I serve her instantly.

I am not de-naturized, de-caffeinized nor de-anythinged. Oh! yes, I am DE-LICIOUS. Let me make your coffee service perfect.

**E. Washington's** REFINED **Coffee**

*Originated by Mr. Washington, 1909*  
Distributed by Grocers Specialty Company, 169 William Street, Montreal

Order from your Jobber

# STAR" BRAND

COTTON  
CLOTHES LINES,  
ROPE AND  
WRAPPING TWINES

Manufactured in Canada

## CANADIAN GOODS WANTED

A prominent firm of English brokers (London) with important established connections in the United Kingdom and Europe is desirous of opening direct relations with Canadian packers of CANNED GOODS, DRIED FRUITS, Etc.

A representative of the firm will arrive in Canada about end of January to interview interested parties. Will owners of reliable brands desiring active representation please write "Conflict," c/o Canadian Grocer, 143-153 University Ave., Toronto.



**Canada  
Beaver  
Brand  
Brooms**

A broom that will give satisfactory service even beyond the extent of your customers' expectations will surely be to your advantage to carry.

Household Brooms—10 Different Grades.  
Toy Brooms—3 Different Grades.  
Whisks—10 Different Grades.  
Warehouse Brooms—A Specialty.

Make out a trial order to-day.

**The Canada Broom & Brush Co., Ltd.**

RIDGETOWN, ONT.

Sales Manager—M. Webber, London, Ont.

Western Sales Agency—Messrs. Nicholson-Rankin, 707-708 Federation Life Building, Winnipeg, Man.

Toronto Agents—Messrs. Scott & Thomas, Foy Bldg., 32 Front St. West, Toronto, Ont.

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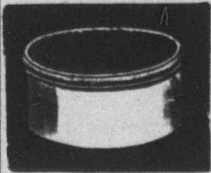
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# BUYERS' MARKET GUIDE

## Latest Editorial Market News



### STONEWARE

Buy Now—Butter Cocks  
Jugs, Churns, Flower Pots  
etc. Ask for latest cata-  
logue.

The Toronto Pottery Co.  
Limited  
Dominion Bank Bldg.  
TORONTO

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

### Shuman Pricing Outfits

for  
Groceries and Stores which price-mark  
their goods—we have the right system.

For full particulars write:

Store Helps Manufacturing Company

12 Sheppard Street, Toronto,  
and

Calgary, Alberta.

### HIGHER PRICES ON RICES LIKELY

The situation in the rice  
market is very acute.  
Prices are steadily advanc-  
ing as stocks in wholes-  
alers' warehouses are fast  
becoming depleted and the  
buying of new crop rices is  
costing more than the pre-  
sent wholesale price. All  
import quotations on new  
rices are extremely high,  
being fully three cents a  
pound higher than the  
present price quoted to the  
retail trade. Some wholes-  
alers are completely out  
of the finer grades and no  
more is in sight until the  
arrival of the new crop.



### CLIMAX PAPER BALERS

ALL STEEL-FIREPROOF

"Turns Waste  
into Profit"

12 SIZES

Send for Catalogue

CLIMAX BALER CO.

Hamilton, Ont.

## FOR SALE

Selected eggs, creamery butter,  
fancy dressed poultry. It will pay  
you to buy your supplies from

### C. A. MANN & CO.

LONDON, ONT.

Phone 1577

**GASOLINE** ASK FOR  
FOR THE FINEST... BUY AN IRON SAMPLES & PRICES

**MANTLES** RECOGNIZED AS THE STANDARD MAKE  
FOR LIGHTING SYSTEMS  
FOR HANGING LAMPS  
AND LANTERNS

**R. M. Moore & Co. Ltd. VANCOUVER B.C.**  
PACIFIC COAST MANTLE FACTORY

### The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.

Butter Cartons, Paraffined.

Egg Cartons: Special Egg Fillers.

Folding Candy Boxes; also handy

Paraffine boxes for bulk Pickles,

Mince-meat, etc.

## BEANS

Handpicked or Screened

Ask for quotations

Geo. T. Mickle, Ridgetown, Ont.

30 DOZ. CASE FILLERS  
ONE DOZ. CARTON FILLERS  
3/4-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 Molsens Bank

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

# Wanted

## Classified Advertising

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

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

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

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

### SITUATIONS WANTED

A SUCCESSFUL BUSINESS MAN GIVING up business on account of poor health, would like some good agency or traveling position for a good firm; Saskatchewan and Alberta territory preferred. Box No. 22, Canadian Grocer, 143 University Ave., Toronto.

WHAT IS OFFERED TO MAN 38 YEARS OF age, thoroughly experienced in general store business, with up-to-date ideas, a business builder, with varied experience; at present employed as manager and buyer in general store in Ontario. Address Box 20, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED — BY TRAVELLER WITH GOOD connection, covering Maritime Provinces (one who can give results), agency on commission with reliable house. Box 786, Canadian Grocer, 153 University Ave., Toronto, Ont.

### HELP WANTED

WANTED—A1. GROCERY OR GENERAL store clerk; age, 25-30. Good appearance and a hustler. Do not answer unless able to qualify. Apply, giving reference and salary required. Yorkton Grain Growers' Assn., Ltd., Yorkton, Sask.

CHEMIST WANTED BY LEADING PURE food manufacturers, one who has had experience with food products preferred. Applicant must be active and not afraid of work. State age, experience and salary desired. Applications treated confidential if requested. Box 912, Canadian Grocer, 153 University Ave., Toronto, Ont.

EXPERIENCED CLERK FOR GROCERY, flour, feed and seed store. Must be a hustler and capable of taking full charge if necessary. Apply stating salary, references, age, etc. Box 24, Canadian Grocer, 153 University Ave., Toronto.

### WANTED

MAN WITH CONSIDERABLE EXPERIENCE, good connection, wants food or confectionery lines west of Winnipeg. Best of references. Box 914, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—TO BUY A USED STENCIL CUTTING machine; must be in good condition. Shaw & Ellis, Pocologan, N.B.

## Are You Interested?

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

### RATES:

(payable in advance)

2c per word, first insertion.

1c per word, subsequent insertions.

5c extra per insertion when replies are to be addressed c/o Canadian Grocer.

No Other Paper Reaches All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

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

## Canadian Grocer

143-153 University Ave. Toronto

## FOR SALE

GOOD COUNTRY GENERAL STORE AND stock at station, store and stock about \$8,000. Good building and clean stock. Selling on account of poor health. Apply Box 916, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GROCERY STOCK AND FIXTURES, about \$4,000; annual turnover about \$40,000. Selling on account of ill health. Address Box 53, Ingersoll, Ont.

FOR SALE—GROCERY BUSINESS, STOCK and fixtures, about \$2,000; turnover about \$14,000. Will rent or sell property. Reasons for selling, other business and short of help. Address Box 393, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE—FIRST-CLASS GROCERY BUSINESS on Wellington Street, Sherbrooke, Que. Stock and Fixtures about \$12,000. Apply Box 788, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY FOR SALE. LARGE FAMILY trade. Stock all new and clean. Sell or rent building. Woodman & McKee, Coaticook, Que.

FOR SALE—AT A BARGAIN FOR CASH, NEW sixteen-foot Sherer-Gillett grocery counter. Apply Keyes Co., Elmsdale, N.S.

FOR SALE — A GENERAL STORE STOCK about \$10,000, on railway line; stock sold separate or with property. Apply to Alex. Shute, Holland Centre, Ontario.

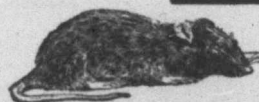
### Business Opportunities

WANTED—A PARTY TO TAKE HALF INTEREST in grocery and meat business, able to take full charge of either department, in live Ontario town. Apply to Box 898, Canadian Grocer, Toronto.

### AGENCIES WANTED

TO MANUFACTURERS: LIVE SELLING ORGANIZATION in west can handle one more good line to retail and jobbing trade. Write salesman, 108 P. Burns Bldg., Calgary.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER



## RID OF RATS

The only non-poisonous Rat and Mouse exterminator in the world

Millions are using it in all civilized countries. Fully guaranteed. Exclusive territories granted to responsible dealers or agents. Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk.

BERG & BEARD MFG. Co., Inc.,  
100 Emerson Place, Brooklyn, N.Y.





# Announcement

*Prices effective January 12, 1920*

Runabout	\$ 710
Touring	740
Coupe—fully equipped	1050
Sedan—fully equipped	1250
Chassis	675
One-Ton Truck Chassis	750

Prices are f. o. b. Ford, Ont., and do not include War Tax

Electric Starting and Lighting Equipment is supplied on Sedan and Coupe at prices quoted. On Runabout and Touring this equipment is optional at an additional cost of \$100.00, exclusive of War Tax.

**Ford Motor Company of Canada, Limited**  
Ford, Ontario

CANADIAN GROCER



Get our prices on Split Peas, Pot and Pearl Barley, Manitoba Blended and Ontario Wheat Flour.

## Special Announcement

Cruickshank & Guild, 32 Front Street West, Toronto, have been appointed our sales agents for Ontario. They will sell the famous "Quality" Oats manufactured at the Tillsonburg Mill and made from the highest grade Western oats. The pan-dried process which "Quality" Oats goes through gives them that delicious nutty flavor, and every package carries an absolute guarantee.

The aggressive advertising campaign now running in the leading newspapers and magazines means increased sales for the grocer.

### Canadian Cereal & Flour Mills Co., Limited

TILLSONBURG, ONTARIO

Head Office: - - Stratford, Ont.

Selling Agents for Ontario, Cruickshank & Guild  
32 Front St., W. Toronto, Ont.